

May 29, 2026

Bozeman Yellowstone International Airport

Common Use Lounge Q & A

1. May a newly formed U.S. entity satisfy the Minimum Qualification Requirements through its founding partners or affiliated entities, whether incorporated inside or outside the United States, or through a combination of both?
 - a. **Yes**
2. May the five-year operational experience and the \$5,000,000 annual gross sales thresholds be demonstrated jointly through the combined record of multiple affiliated entities or joint venture partners — including the scenario where one partner satisfies the experience requirement and a separate partner independently satisfies the gross sales requirement?
 - a. **Yes**
3. Will the Authority accept financial statements from non-U.S. entities prepared under standards substantially equivalent to U.S. GAAP (e.g., IFRS)?
 - a. **Yes**
4. One of our affiliated companies has executed a three-year lounge access agreement with a recognized strategic partner valued at \$7,800,000 (June 2026 – May 2029). May this agreement be submitted as evidence of financial capacity and established lounge network relationships?
 - a. **Yes**
5. Will the “control” requirement be deemed satisfied where the qualifying party holds majority ownership of the proposing entity?
 - a. **Yes**
6. If the proposing entity is not yet incorporated in the United States at submission, will the Authority accept a formal commitment to incorporate prior to execution of the Agreement?
 - a. **Yes**
7. Regarding the \$200,000 Performance Bond, does the Authority maintain an approved short list of corporate sureties, or will any surety listed on the U.S. Treasury Department’s Circular 570 be acceptable?
 - a. **No, the Authority does not keep a list of corporate sureties**
 - b. **Yes, US Treasury Dept Circular 570 is acceptable**
8. In lieu of a Performance Bond issued by a corporate surety, will the Authority accept an irrevocable Standby Letter of Credit issued by a nationally recognized U.S. financial institution (e.g., Bank of America, N.A.) in the amount of \$200,000 as satisfactory security for the Proposer’s performance obligations? **Yes** If so, does the Authority have a

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- preferred form of Letter of Credit or specific issuing-bank rating requirements (e.g., minimum credit rating, federal deposit insurance)? **No**
9. Will the ceiling and floor within the lounge scope boundary be delivered as finished architectural elements compatible with the base building design, or are these finishes the responsibility of the Proposer? If the latter, does the Authority have preferred specifications?
 - a. **The flooring will require to collaboration with the airport. Ceiling, fire suppression etc will be developed by the airport. Design specifications will need to complement the existing terminal design.**
 10. At what level of finish will the two multi-use restrooms be delivered? Specifically, will wall and floor tile, plumbing fixtures, and hardware be included?
 - a. **Restrooms will be designed and built by the airport.**
 11. Will the bar and kitchenette / self-serve areas be delivered with rough-in utilities (water, drainage, dedicated electrical) in place? **Yes**. If so, please confirm their positions relative to Attachment 2. An electrical single-line diagram for the kitchenette would significantly assist our capital planning.
 - a. **Kitchens will be operated by the Master Concessionaire. However, electrical plans for the space attached.**
 12. Will food warming and self-serve equipment in the kitchenette area be furnished by SharBert Enterprises as Master Concessionaire, or is this equipment the responsibility of the Proposer?
 - a. **Proposer**
 13. Will the lounge have dedicated meters for electricity and water, or will consumption be billed through an allocation methodology? If allocated, please describe the reconciliation process?
 - a. **Water and power is encumbered by the airport.**
 14. May the Proposer independently contract a dedicated internet service provider for guest Wi-Fi, POS systems, and access management? **Yes** If so, are there infrastructure or conduit constraints to be aware of?
 - a. **Use our infrastructure is allowable from the demarc to the space; depending on the quantity of equipment, we have a comm room they can get some space in. If they want their equipment locked away, they would have to provide a small cabinet to place in that comm room.**
 15. Will the build-out require any commercial construction permits or planning and zoning approvals beyond those administered by the Authority (e.g., City of Belgrade, Gallatin County)? If so, please indicate the applicable forms or governmental entities.
 - a. **Any improvements we make in that space would be covered in our existing State Building Permit, assuming the work begins before we get full Occupancy. We are**

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not in the City of Belgrade, and the county does not issue building permits, so no issues there. If we are serving alcohol there, just need to include it in the plans we give to ABCD. Each individual retail food & beverage location needs its own permit from the Health Dept.

16. Will the lounge be accessible to private and general aviation passengers (e.g., FBO-handled flights), or is access restricted to commercial scheduled-service passengers?

This is material to our passenger volume and revenue model.

a. **The lounge is post security in the secured area of the commercial terminal**

17. Does the Authority have a preferred digital format for the required electronic copy (e.g., PDF on USB drive, secure file transfer link)? May supplemental materials such as conceptual renderings or mood boards be submitted outside the 50-page proposal limit?

a. **Email, flash drive and or hard copies. Electronic submission preferred.**