SOLICITATION DOCUMENT BD-2019-001

AUTOMATED TELLER MACHINE ("ATM") CONCESSION

FOR

BUSINESS DEVELOPMENT

Response Due: JANUARY 29, 2019 @2:00 PM

<table>
<thead>
<tr>
<th>Response Submitted By:</th>
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<tbody>
<tr>
<td>Company Name</td>
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<tr>
<td>Street Address</td>
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<thead>
<tr>
<th>City</th>
<th>State</th>
<th>Zip</th>
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Phone No. | DBP? | Yes | No |
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Contact Name and Title

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<table>
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<th>Website Address:</th>
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FAILURE TO RESPOND MAY RESULT IN REMOVAL FROM CRAA POTENTIAL SOURCE LIST. RETURNING THIS PAGE ONLY MARKED “DECLINED” COUNTS AS A RESPONSE.
1. SUMMARY

The Columbus Regional Airport Authority ("Authority") invites the submission of proposals from selected parties ("Respondent") to install, operate, maintain, and manage a non-exclusive Automated Teller Machine ("ATM") Concession at John Glenn Columbus International Airport ("Airport"). The Authority will enter into a new ATM Concession Agreement ("Agreement") with no more than four (4) operators.

The objectives of this request are to increase ATM availability to the users of the Airport, to ensure that the transaction fees and service charges are reasonable and competitive with the transaction fees and service charges for similar services within the Central Ohio area, to update and replace the existing ATM concession agreements, and to provide an ATM concession agreement with at least a five (5) year term. Currently there are seven (7) ATM's at the Airport, provided by three (3) separate banks. These ATM's are all located in various locations on the ticketing level, baggage claim level, and in Concourses A, B, and C. The existing ATM concession agreements will be terminated effective February 28, 2019.

Three (3) ATM's will be located in the central area of Ticketing Level, one (1) ATM located after the security checkpoint ("post-security") in Concourse, A, B, and C, and one (1) ATM will be centrally located on Baggage Claim level.

This request contains two separate “packages” with Package #1 allocating each of the three (3) ATM locations in the central Ticketing Level to a different bank, and Package #2 allocating the ATM located on baggage claim level and the three (3) post-security ATM’s to a single bank. The Authority will use the information provided by the various Respondents to assign the locations for both packages.

To maximize passenger convenience the Authority is soliciting initial offers from banks with at least 1.5% share of the Central Ohio market as ranked on the FDIC Deposit Market Share Report, by deposits as of June 30, 2018. The Authority reserves the right to expand or otherwise modify this request at any time.

2. CONTENTS

Please read the request and check to ensure that you have all of the following sections and attachments:

1. Summary
2. Contents
3. General
4. Procedures
5. Scope and Conditions of the Offered Opportunity
6. Proposal Submittal
7. Evaluation

Exhibit I Proposed Percentage Fees
Exhibit II Proposal Affidavit
Exhibit III References
Attachments

3. GENERAL

a. Questions

Questions regarding the work or specifications shall be directed in writing to Office of Contracts & Procurement at craaprocurement@columbusairports.com or fax 614-239-3183. The cutoff date for all questions is January 18, 2019, 10:00 AM local time. Questions received after this date and time will not be answered.
b. Offer Delivery
All responses shall be received as one (1) original, and one (1) flash drive of the proposal and all other information required herein. Proposal responses must be submitted in sealed envelopes that are marked as:

CRAA Office of Contracts & Procurement
Re: ATM Concession Proposal #BD-2019-001
4600 International Gateway
Columbus, OH 43219
DUE: JANUARY 29, 2019, 2:00 P.M.

Late Proposals will not be considered for selection and will be returned to Respondent unopened. Authority is not responsible for late or misdirected delivery of proposals.

c. Statistics/News
The Columbus Regional Airport Authority owns and operates John Glenn Columbus International Airport. Detailed information regarding John Glenn International including in-depth air service reports, current market share, passenger traffic, and current service areas can be found at:
https://flycolumbus.com/flights/airline-stats
From 08-27-2018 press release:
“The airport remains on track for a record year in passenger traffic. In July, 745,829 travelers flew through John Glenn, 7.6 percent more than the previous July. For the first seven months of the year, 4.6 million passengers used the airport, a 6.8 percent increase over the same period in 2017.”

Additional Press Releases and news can be found at:
https://columbusairports.com/news-hub

d. It is the policy of the CRAA that Diversity Business Partner (DBP) organizations shall have the maximum opportunity to participate in the provision of services as outlined in this request. A business entity recognized as a Disadvantaged Business Enterprise (DBE); Women Business Enterprise (WBE); Minority Business Enterprise (MBE); Small Business Enterprise (SBE); or Encouraging Diversity, Growth and Equity certified Business Enterprise (LEED). Bidders shall make a good faith effort to obtain DBP participation in accordance with the goals established by the CRAA.

For questions regarding the DBP Program, contact Business Diversity, at BusinessDiversity@ColumbusAirports.com.

e. The Columbus Regional Airport Authority, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 U.S.C. §§ 2000d to 2000d-4) and the Regulations, hereby notifies all bidders that it will affirmatively ensure that any contract entered into pursuant to this advertisement, disadvantaged business enterprises and airport concession disadvantaged business enterprises will be afforded full and fair opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.
4. PROCEDURES

a. Schedule
The Authority adopted the tentative schedule for the submission of proposals under this RFP, which may be modified only upon written notice by the Authority to each potential Respondent:

<table>
<thead>
<tr>
<th>SCHEDULE OF KEY MILESTONE EVENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>DATES</strong></td>
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<tr>
<td>JANUARY 10, 2019</td>
</tr>
<tr>
<td>JANUARY 18, 2019@ 10:00 AM</td>
</tr>
<tr>
<td>JANUARY 29, 2019 @ 2:00 PM</td>
</tr>
<tr>
<td>FEBRUARY 8, 2019</td>
</tr>
<tr>
<td>FEBRUARY 8, 2019</td>
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<tr>
<td>FEBRUARY 18, 2019</td>
</tr>
<tr>
<td>MARCH 1, 2019</td>
</tr>
<tr>
<td>*DATES SUBJECT TO CHANGE</td>
</tr>
</tbody>
</table>

b. Proposal Withdrawal
Proposals may be withdrawn by written request prior to the proposal due date and time stated above. Such withdrawal does not preclude the submission of another timely proposal. After the due date and time no Respondent will be permitted to withdraw its proposal. The submission of a proposal will constitute a valid offer subject to acceptance by the Authority for a period of sixty (60) calendar days following the due date.

c. Execution of Agreement
Upon notification of selection by Authority and prior to submittal to the Board of Directors (if so required), the selected Respondent will fully execute and deliver to the Authority an ATM Concession Agreement ("Agreement") in a form agreed upon by the Authority. The Agreement will incorporate provisions of this RFP and the selected respondent’s proposal.

d. Failure to Contract
If the selected respondent fails to execute the Agreement within ten (10) calendar days after notification of selection, the Authority reserves the right to withdraw the selection and reject the proposal. In such event, all rights and/or claims purported to arise from said selection will be forfeited.

e. Authority’s Right to Cancel, Reject or Reissue Proposal
Authority reserves the right to reject any or all proposals and to invite new proposals, or take such other course of action as Authority deems appropriate at Authority’s sole and absolute discretion. Authority reserves the right to:
   i. Waive any informality in any proposal or proposing procedure.
   ii. Reject any or all proposals.
   iii. Reject any portion(s) of a proposal.
   iv. Reissue the proposal with or without modification.
   v. Negotiate all proposal elements.
f. **Award and Rejection**
   It is the Authority’s intent to award the opportunities offered in this proposal to the qualified and responsible respondents who provide the best overall proposals. The Authority is not required to select the proposal with the highest proposed compensation.
   Any one or more of the following, among others, may be considered sufficient for the rejection of a respondent’s proposal, regardless of respondent’s qualifications in respect to other Evaluation Criteria:
   i. Failure to meet minimum requirements of the RFP.
   ii. Evidence of collusion among respondents.
   iii. Non-responsibility, as determined by the Authority in its sole judgment, as shown by past work, references or other relevant factors.
   iv. Default on any obligation to the Authority including debt contract, as surety or otherwise.
   v. Submission of a proposal that is incomplete, conditional, ambiguous, obscure, or that contains alterations or irregularities of any kind.

g. **Respondent Interview**
   Respondents may be required to attend one or more interviews with the Authority to discuss specific issues related to the proposal. Authority will determine dates and times of such interviews and invited Respondents will be given notice of such at the appropriate time.

h. **Respondent’s Cost of Proposal Preparation**
   All costs incurred by respondent in preparation of respondent’s submittal (including costs associated with interviews) will be borne by respondent. Authority is not responsible for any costs associated with this proposal submission.

i. **Ownership**
   All proposals submitted in response to this RFP are the property of Authority and are not available for public review or debriefing by any party until after selection and award of the Agreements by Authority. All information submitted within a proposal becomes public record.

j. **Award Subject to Approval**
   Any award under this request may be subject to the approval of the Board of Directors of the Columbus Regional Airport Authority.

k. **Disclaimer**
   The information contained in this proposal, attachments hereto and any addendum that may be issued is provided to assist prospective respondents in the preparation of proposals. Respondents should satisfy themselves by personal investigation or such other means as they may think is necessary as to the conditions affecting the offered opportunity. The information shown herein has been obtained from sources thought to be reliable, but Authority, their respective officers, employees, agents, and contractors, are not liable for the accuracy of the information or its use by prospective respondents.

5. **SCOPE AND CONDITIONS OF THE OFFERED OPPORTUNITY**
   The following summarizes the scope and key terms of the offered opportunity and will be incorporated into the Agreement. This summary is not intended to be a complete description of the ATM Concession Agreement. In the event of a conflict between this proposal and the ATM Concession Agreement, the ATM Concession Agreement shall control.
a. **All ATM Locations**  
The final locations may be determined by Authority and the selected respondent.  
All ATM locations will be subject to relocation. Any costs associated with such 
relocation will be at the sole cost of the selected respondent.

b. **Package #1 ATM Locations**- Each location allocated to different bank  
The three pre-security ATM’s located on Ticketing Level are listed below and further 
identified on the “Package #1” Exhibit attached.  
Location #1 – immediately adjacent to the Main Restroom Hallway on Ticketing.  
Location #2 – immediately adjacent to the Short North Marketplace shop on 
Ticketing.  
Location #3 – immediately adjacent to The Scoreboard shop on Ticketing.

c. **Package #2 ATM Locations**- Allocated to single bank  
A single ATM will be located on Baggage Claim and in each concourse after the 
security checkpoint. Each location is listed below and further identified on the 
“Package #2” Exhibit attached.  
Location #4 – after security checkpoint in Concourse A.  
Location #5 – after security checkpoint in Concourse B.  
Location #6 – after security checkpoint in Concourse C.  
Location #7 – located in central Baggage Claim.

d. **Term of Agreement**  
The Term will commence on March 1, 2019 the effective date set forth in the 
Agreement and shall be for an initial period of five (5) years. The Authority reserves 
the option to extend the term for up to three (3) additional periods of one (1) year 
each at its sole discretion.

e. **Minimum Service and Operating Requirements**  
At a minimum, the selected respondent shall provide the following services:  
i. ATM Provider shall be Federal Deposit Insurance Corporation (FDIC) 
   insured.  
ii. ATM Provider shall provide complete data processing of ATM transactions 
    including communication, routing, authorizing, settlement, etc.  
iii. ATM Provider shall provide regular monitoring and timely response for 
    repair of ATM equipment and reimbursements resulting in malfunction.  
iv. ATMs and their enclosures shall be kept clean and in an orderly condition at 
    all times.  
v. ATMs shall support the following transaction types in both English and 
   Spanish:  
   a. Cash withdrawal from credit card account.  
   b. Cash withdrawal from checking account.  
   c. Cash withdrawal from savings account.  
   d. Transfers from checking to savings.  
   e. Transfers from savings to checking.  
   f. Balance inquiry from checking and savings.
vi. ATM Provider shall maintain the availability of the ATM system in a manner that will ensure 95% uptime or a minimum of 22.8 hours for each 24-hour period, 7 days per week.

vii. ATM Provider shall provide written monthly reporting of transaction volume, type, amount, and ATM machine availability for each ATM location.

viii. The selected Respondent shall provide current insurance certificates evidencing the required coverages in the ATM Concessions Agreement.

f. Minimum Equipment Requirements
The selected respondent is to provide equipment that uses the most recent technological advances in ATM equipment. The minimum requirements are as follows:

i. Each ATM shall have the capability to dispense multiple denominations of United States currency and have the future expansion capability to allow the dispensing of ancillary items, such as postage stamps if approved by Authority.

ii. Each ATM shall maintain in clear view the selected respondent’s name, an ATM identification number, the ATM location, and a twenty-four (24) hour, seven (7) day a week toll free telephone number for inquiries, maintenance issues and/or customer service matters.

iii. ATMs must be capable of being programmed in a minimum of two (2) languages.

iv. Each ATM must meet all ADA requirements.

v. Each ATM location shall be equipped with an alarm system.

vi. ATMs shall have color monitors.

vii. All ATM equipment and enclosures must be new and not refurbished or used. ATM equipment installed at John Glenn International in the previous twelve (12) months is acceptable.

viii. Each ATM shall be equipped with the latest available ATM technology.

ix. Specifications shall be provided to Authority, including measurements, power requirements, heat output in BTUs per hour, weight, picture or graphic clearly indicating the appearance of the ATM and enclosure.

g. Management/Staffing
The selected respondent will identify an individual authorized to represent and act on behalf of the selected respondent in all matters regarding the day-to-day operation of the ATM service concession. If not the same individual, the selected respondent will also provide a contact person that is available twenty-four (24) hours a day, seven (7) days a week in case of machine malfunction or emergency.
h. **Compensation**

**Package #1**

In consideration of the rights and privileges to be granted, the selected respondent will pay to the Authority, without demand, a fixed guaranteed amount and a sum based on a percentage of gross revenue. The fixed guaranteed amount will be no lower than $1,500 per month, and the percentage of gross revenues will be no lower than 15% of gross revenue.

**Package #2**

In consideration of the rights and privileges to be granted, the selected respondent will pay to the Authority, without demand, a fixed guaranteed amount and a sum based on a percentage of gross revenue. The fixed guaranteed amount will be no lower than $4,500 per month (covers all four locations), and the percentage of gross revenues will be no lower than 25% of all gross revenue.

i. **Improvements**

The selected respondent shall accept the ATM locations in an “as is” condition. Further, the selected respondent shall be responsible at its own cost for any improvements necessary to make each location suitable for the operation of ATMs. All construction and improvements will meet the Authority tenant improvement standards.

j. **Americans with Disabilities/Title VI Compliance**

Service Provider shall ensure that all work related to goods or services performed or delivered pursuant to this service order is in compliance with the Americans with Disabilities Act, the Air Carriers Access Act, Title VI of the Civil Rights Act of 1964 (Limited English Proficiency), and all applicable regulations, advisory circulars, standards, guidance documents and similar materials including, if applicable, the 2010 ADA Standards for Accessible Design, as it may from time to time be revised. Corrections of any work not meeting current accessibility or Limited English Proficiency criteria, as applicable, will be the responsibility, including the financial responsibility, of the Service Provider. If required by the CRAA, Service Provider shall make available for review its plan detailing the manner in which it shall meet its Americans with Disabilities Act and Title VI, Limited English Proficiency, obligations.

k. **Personnel Background Checks**

The selected respondent shall be responsible for conducting background checks for each employee/contractor working or requiring access that is beyond the security checkpoint or as may be required by the Federal Aviation Administration (FAA), Transportation Security Administration (TSA) or the Authority. It is understood that the requirements of the FAA, TSA or Authority regarding security matters may change from time to time and the selected respondent shall comply with all such requirements. Any fines paid by the Authority for security violation by the selected respondent shall be reimbursed to the Authority.
l. **Utilities, Telecommunications and General Maintenance**
   The Authority will provide the existing spaces AS-IS. The selected respondent may connect into or extend, at its own cost, such utilities in accordance with Authority tenant improvement standards. The selected respondent shall be responsible for connecting to designated electrical sources for its requirements; however, the respondent is also responsible to pay for any electricity used by the selected respondent.
   
   The selected respondent will be responsible for the installation and cost of all telecommunications equipment and services required at each location.
   
   The selected respondent will, at its own cost, keep all equipment and other personal property neat and clean and in good repair and operating condition. If upon inspection by the Authority it is determined that maintenance, repair, or janitorial obligations are not being performed adequately, the Authority, or its agents, contractors, or employees, shall have the right to perform the maintenance, repair, or janitorial services. The selected respondent will be required to pay the Authority the cost of such services plus fifteen percent (15%) of the cost to cover administrative expenses. Failure to comply with the Authority’s standards for store maintenance and repair may result in penalties, which will be described in the Agreement.

m. **Accounting Records and Reports**
   On a monthly basis, the selected respondent shall provide to the Authority:
   
   1. Statement of gross revenues for the preceding month
   2. Payment of fees in accordance with the Agreement
   3. Summary report of gross sales and number of transactions for each location
   4. Such other reports and additional detail as may be required by the Authority in accordance with the Agreement.
   
   The selected respondent must maintain separate and accurate records of gross sales and expenses of the services in a form acceptable to the Authority. Failure to comply with the Authority’s policy may result in penalties and/or contract termination, which will be described in the Agreement.

n. **Insurance**
   During the Term of the Agreement the selected respondent shall provide and maintain insurance at the levels identified in the Agreement.

   **Performance Bond**
   The selected respondent, without expense to the Authority, shall cause to be made, executed, and delivered to the Authority:
   
   i. A surety bond in an amount equal to 50% of the first year’s projected compensation to the Authority, in the form approved by the Authority and executed by the selected respondent(s) and a corporate surety company authorized to do business in Ohio.

   OR

   ii. an irrevocable letter of credit, in a form described approved by the Authority, payable upon presentation to a solvent bank or savings and loan in the initial principal amount equal to 50% of the first year’s projected compensation to the Authority, which shall be kept in full force and effect during the Term of the Agreement.
6. PROPOSAL SUBMITTAL

The proposal must include all of the following information on the provided forms with no attached conditions:

a. **Cover/Transmittal Letter**
   Each respondent must indicate the opportunity being proposed on and a return mailing address, contact person and email/telephone/fax numbers as well as any pertinent facts or details of the proposal that the respondent desires to emphasize.

b. **Executed Proposal Affidavit**
   Respondent must include an executed Proposal Affidavit in the form of Exhibit II to acknowledge that a) the Respondent received all sections and material comprising this RFP; b) the proposal is based upon all of the terms and conditions set forth in this RFP; and c) the respondent specifically agrees to provide services in the manner set forth in the proposal. Alterations, additions and/or modifications to the form of affidavit shall not be accepted and shall be cause for rejection of the proposal.

c. **Proposal Security**
   Respondents must include a proposal security in the form of a certified or cashier’s check or Official Proposal Bond in the amount of $10,000.00.

d. **References**
   Respondents not currently under agreement with Authority shall list three current airports, landlord, or other business contacts. These references must be the respondent’s primary contacts for the operations. The services operated by the respondent at these locations must be similar to those being proposed for this offering. Respondent shall use the format shown in Exhibit III for each reference.

e. **Experience and Qualifications Statement**
   Respondent shall explain the number of years and extent of respondent’s experience, with special emphasis upon prior experience with the operation and management of the proposed services at other airports and high-traffic/high-volume environments.

f. **Management and Operations**
   Describe respondent’s management and operations plan. Description shall include, but not be limited to:
   i. Management and support staff specific to this opportunity.
   ii. Customer service plan.
   iii. Monitoring, maintaining and servicing the ATMs.
   iv. Routine cleaning
   v. Procedure for refill/maintenance of post-security ATMs (if applicable).
   Generally no weapons can be taken post security.

g. **Proposed Services**
   Provide a complete list of services with a brief description of each that will be available to the traveling public.

h. **Equipment Design and Details**
   Respondents shall submit narrative and conceptual designs of proposed equipment. Sketches or photographs of existing or similar concepts may also be submitted.

i. **Proposed Fees**
   State the Percentage Fee to be applied to gross revenues in the form of Exhibit I.
j. **Opinion of Legal Counsel**
   Respondent shall obtain an opinion from legal counsel stating whether or not litigation is pending or contemplated that could affect Respondent’s ability to undertake its proposal.

7. **EVALUATION**
   a) All proposals shall be reviewed and evaluated in accordance with the weighted factors:

<table>
<thead>
<tr>
<th>Factor</th>
<th>Total Possible Points</th>
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<tr>
<td>1. Total Compensation</td>
<td>750</td>
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<tr>
<td>2. Proposed Services</td>
<td>200</td>
</tr>
<tr>
<td>3. Equipment Design and Details</td>
<td>50</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>1000</strong></td>
</tr>
</tbody>
</table>

   Authority may solicit from any available sources relevant information concerning the respondent’s record of past performance.

   b) Each respondent will be scored and ranked by the factors identified above. For Package #1. The highest scoring respondent will get the first choice of a Package #1 location, the second highest scoring respondent will get the second choice of a remaining location, and the third highest scoring respondent will get the last remaining location.

   c) In the event of a tie in scoring, ranking will be based on “Inside of Market” Market Share for Columbus, Ohio as found in the FDIC Deposit Market Share Report, Deposits as of June 30, 2018. See next page.
<table>
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<tr>
<th>Institution Name</th>
<th>CERT</th>
<th>State (Hqrd)</th>
<th>Bank Class</th>
<th>State/ Federal Charter</th>
<th>No. of Offices</th>
<th>Deposits ($000)</th>
<th>No. of Offices</th>
<th>Deposits ($000)</th>
<th>Market Share</th>
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<td>The Huntington National Bank</td>
<td>0000</td>
<td>OH</td>
<td>N</td>
<td>Federal</td>
<td>971</td>
<td>21,833,201</td>
<td>40</td>
<td>21,833,201</td>
<td>45.07%</td>
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<tr>
<td>JPMorgan Chase Bank, National Association</td>
<td>628</td>
<td>OH</td>
<td>N</td>
<td>Federal</td>
<td>5,110</td>
<td>1,294,238,573</td>
<td>34</td>
<td>992,542</td>
<td>20.34%</td>
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<tr>
<td>Nationwide Bank</td>
<td>34710</td>
<td>OH</td>
<td>SB</td>
<td>Federal</td>
<td>0</td>
<td>0</td>
<td>2</td>
<td>4,138,145</td>
<td>8.54%</td>
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<td>PNC Bank, National Association</td>
<td>6384</td>
<td>DE</td>
<td>N</td>
<td>Federal</td>
<td>2,453</td>
<td>255,117,815</td>
<td>23</td>
<td>4,058,034</td>
<td>8.35%</td>
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<td>Fifth Third Bank</td>
<td>8672</td>
<td>OH</td>
<td>N</td>
<td>State</td>
<td>1,148</td>
<td>104,835,422</td>
<td>25</td>
<td>3,230,287</td>
<td>6.87%</td>
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<td>KeyBank National Association</td>
<td>17634</td>
<td>OH</td>
<td>SM</td>
<td>State</td>
<td>1,198</td>
<td>106,320,043</td>
<td>13</td>
<td>673,757</td>
<td>1.60%</td>
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<td>U.S. Bank National Association</td>
<td>6046</td>
<td>OH</td>
<td>N</td>
<td>Federal</td>
<td>3,126</td>
<td>320,102,510</td>
<td>23</td>
<td>850,250</td>
<td>1.76%</td>
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<td>Wells Fargo Bank, National Association</td>
<td>3111</td>
<td>SD</td>
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<td>Federal</td>
<td>5,871</td>
<td>1,269,395,711</td>
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<td>642,280</td>
<td>1.33%</td>
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<td>6002</td>
<td>OH</td>
<td>SM</td>
<td>State</td>
<td>153</td>
<td>8,046,074</td>
<td>5</td>
<td>524,359</td>
<td>1.06%</td>
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<td>First Merchants Bank</td>
<td>4385</td>
<td>IN</td>
<td>NM</td>
<td>State</td>
<td>118</td>
<td>7,096,560</td>
<td>7</td>
<td>442,722</td>
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<td>WebBanco Bank, Inc.</td>
<td>603</td>
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<td>State</td>
<td>170</td>
<td>7,276,728</td>
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<td>303,723</td>
<td>0.68%</td>
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<td>Heartland Bank</td>
<td>9443</td>
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<td>State</td>
<td>10</td>
<td>305,409</td>
<td>8</td>
<td>242,321</td>
<td>0.50%</td>
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<td>LCNB National Bank</td>
<td>6623</td>
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<td>N</td>
<td>Federal</td>
<td>35</td>
<td>1,156,218</td>
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<td>226,401</td>
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<td>OF Bank, National Association</td>
<td>26283</td>
<td>OH</td>
<td>N</td>
<td>Federal</td>
<td>4</td>
<td>297,230</td>
<td>1</td>
<td>202,497</td>
<td>0.42%</td>
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<tr>
<td>Union Savings Bank</td>
<td>32290</td>
<td>OH</td>
<td>SL</td>
<td>State</td>
<td>31</td>
<td>2,094,029</td>
<td>3</td>
<td>197,123</td>
<td>0.41%</td>
</tr>
<tr>
<td>The Park National Bank</td>
<td>6663</td>
<td>OH</td>
<td>N</td>
<td>Federal</td>
<td>104</td>
<td>5,340,109</td>
<td>3</td>
<td>188,010</td>
<td>0.38%</td>
</tr>
<tr>
<td>CNB Bank</td>
<td>13078</td>
<td>PA</td>
<td>NM</td>
<td>State</td>
<td>39</td>
<td>2,272,668</td>
<td>2</td>
<td>129,313</td>
<td>0.27%</td>
</tr>
<tr>
<td>United Midwest Savings Bank, National Association</td>
<td>32441</td>
<td>OH</td>
<td>N</td>
<td>Federal</td>
<td>3</td>
<td>103,283</td>
<td>2</td>
<td>104,180</td>
<td>0.22%</td>
</tr>
<tr>
<td>United Bankers’ Bank</td>
<td>22183</td>
<td>MN</td>
<td>SM</td>
<td>State</td>
<td>1</td>
<td>570,815</td>
<td>1</td>
<td>87,278</td>
<td>0.14%</td>
</tr>
<tr>
<td>First City Bank</td>
<td>741</td>
<td>OH</td>
<td>NM</td>
<td>State</td>
<td>0</td>
<td>0</td>
<td>1</td>
<td>52,254</td>
<td>0.11%</td>
</tr>
<tr>
<td>The Union Bank Company</td>
<td>12909</td>
<td>OH</td>
<td>NM</td>
<td>State</td>
<td>18</td>
<td>591,082</td>
<td>1</td>
<td>52,254</td>
<td>0.11%</td>
</tr>
<tr>
<td>First Commonwealth Bank</td>
<td>7489</td>
<td>PA</td>
<td>NM</td>
<td>State</td>
<td>130</td>
<td>6,633,602</td>
<td>2</td>
<td>41,134</td>
<td>0.09%</td>
</tr>
<tr>
<td>Woodforest National Bank</td>
<td>23220</td>
<td>TK</td>
<td>N</td>
<td>Federal</td>
<td>732</td>
<td>5,277,655</td>
<td>1</td>
<td>2,069</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>Number of Institutions in the Market:</strong> 23</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td><strong>21,434</strong></td>
<td><strong>3,433,967,830</strong></td>
<td><strong>212</strong></td>
<td><strong>48,440,556</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>
EXHIBIT I

PROPOSED PERCENTAGE FEES
Columbus Regional Airport Authority
Automated Teller Machine Concession
Request For Proposal

Package #1

If awarded the opportunity, ________________ agrees to pay the Columbus Regional Airport Authority the following compensation during the initial five (5) year term of the Agreement:

1) Monthly guarantee - $__________ (must be no lower than $1,500 per month)
2) Percentage Fee - ___________% of total gross revenue (must be no lower than 15%)

Package #2

If awarded the opportunity, ________________ agrees to pay the Columbus Regional Airport Authority the following compensation during the initial five (5) year term of the Agreement:

1) Monthly guarantee - $__________ (must be no lower than $4,500 per month)
2) Percentage Fee - ___________% of total gross revenue (must be no lower than 25%)

I am duly authorized on behalf of ________________________________ to submit this Proposed Percentage of Gross Revenues.

Signature: ________________________________
Printed Name: ________________________________
Company: ________________________________
Address: ________________________________

Date: ________________________________
EXHIBIT II

PROPOSAL AFFIDAVIT

Columbus Regional Airport Authority
Automated Teller Machine Concession
Request For Proposal

Proposal Affidavit

The undersigned Respondent hereby submits to the Columbus Regional Airport Authority ("Authority") the Proposal enclosed, to provide Automated Teller Machine Services based upon all terms and conditions set forth in the ATM Proposal dated January 10, 2019. Respondent further specifically agrees hereby to provide goods and services in the manner set forth in the Proposal.

Respondent intends that the Authority rely on the Respondent’s submitted information and the representation that Respondent has the capability to successfully undertake and complete the responsibilities and obligations contained in the Proposal and the ATM Concession Agreement to be executed by the Authority and respondent awarded the concession, and Respondent understands the Authority will so rely.

Respondent acknowledges that the Authority has the right to make any further inquiry that it deems appropriate to substantiate or supplement information supplied by the Respondent.

Respondent acknowledges that Authority has read and fully understands all the provisions and conditions set forth in the Proposal and considers the project feasible.

Respondent acknowledges that the Authority is obligated to adhere to certain Grant Assurances as a recipient of federal grant funds and adherence to said Grant Assurances will become an obligation of the Respondent if Respondent is awarded this opportunity.

Respondent has the capability to successfully undertake and complete the responsibilities and obligations contained in the Proposal.

Respondent acknowledges that the Authority reserves the right to reject any and all proposals, to withdraw the Proposal, to reissue the Proposal, to enter into negotiations with any and all respondents, and to accept that proposal which in its judgment will provide the best level of service to the traveling public.

Respondent solely will bear all costs incurred by Respondent in connection with the preparation and submission of this Proposal and with Respondent’s costs associated with any negotiations with the Authority. Under no circumstances, shall the Authority be responsible for any costs associated with Respondent’s submittal or negotiations of any agreement with the Authority.

Respondent warrants that: 1) Respondent has not in any manner directly or indirectly, conspired with any person or party to compete unfairly or compromise the competitive nature of the Proposal process; 2) the contents of this Proposal as to rent, terms or conditions have not been communicated by the undersigned nor by any employee or agent to any other person engaged in this type of business, prior to the official opening of this Proposal; and 3) Respondent has not entered into an “exclusive” arrangement with any sub-licensee prior to award; and 4) engaged in any activities in restraint of trade in connection with this Proposal.
Name of Respondent (Legal Name): ________________________________

Signature of Authorized Person: ________________________________

Title: ________________________________

Business Address of Respondent: ________________________________

____________________________________________________________

Business Phone Number: ________________________________

Date: ________________________________

STATE OF ___________   )
)  SS.
COUNTY OF ___________  )

On this ___ day of _______, 2018, before me, a Notary Public in and for said county and state, personally appeared _________________________, the __________________ of ________________________, who acknowledged that with due authorization, he did sign said instrument for and on behalf of ________________________, and that the same is his/her free act and deed individually as such officer, and the free act and deed of ________________________.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed my official seal on the day and year aforesaid.

_________________________________________

Notary Public

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CORPORATION

LIST ALL DIRECTORS OF THE CORPORATION (IF NONE, STATE “NONE”)

Name: __________________________
Director Address: __________________________

Name: __________________________
Director Address: __________________________

Name: __________________________
Director Address: __________________________

LIST ALL OFFICERS OF THE CORPORATION (IF NONE, STATE “NONE”)

Name: __________________________
Officer Address: __________________________

Name: __________________________
Officer Address: __________________________

Name: __________________________
Officer Address: __________________________
LIST ALL INDIVIDUALS OWNING 10% OR MORE OF OUTSTANDING SHARES OF STOCK OF THE CORPORATION (IF NONE, STATE "NONE")

Name: 
Address: 

Name: 
Address: 

Name: 
Address: 

I certify that I am duly authorized to submit this list on behalf of the firm, which I am associated with in the capacity noted below and that I have personal knowledge of the accuracy of the information provided herein.

Preparer

Printed Name

Title
EXHIBIT III

References
Columbus Regional Airport Authority
Automated Teller Machine Concession
Request For Proposal

LIST THREE (3) CURRENT SERVICE LOCATIONS AND CONTACTS FOR REFERENCE

Company: ____________________________
Contact Name: ________________________
Position: ______________________________
Phone Number: ________________________
Contact Address: _______________________

Company: ____________________________
Contact Name: ________________________
Position: ______________________________
Phone Number: ________________________
Contact Address: _______________________

Company: ____________________________
Contact Name: ________________________
Position: ______________________________
Phone Number: ________________________
Contact Address: _______________________

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Package #2