



REQUEST FOR PROPOSALS

**REQUEST FOR PROPOSALS
DEVELOPMENT AND OPERATION OF
A FOOD & BEVERAGE CONCESSION
PRE-SECURITY (DEPARTURES)
INTERNATIONAL TERMINAL BUILDING
SANGSTER INTERNATIONAL AIRPORT**

ADDENDUM # 1

June 29, 2026

Questions & Answers

Lease Terms

Question 1(a): - Are there any marketing or airport association fees?

Answer: There is Marketing and Promotional fee that becomes due in the second year of the license. Clause 5.10B as indicated below. See attached updated Draft Licence.

b) **Promotion and Marketing Fund** – The Licensee will budget for an annual payment (the “Marketing Payment”) stipulated at Item 12 of the Term Sheet for each License Year for the creation and maintenance of a fund (the “Promotion and Marketing Fund”) to be used as indicated by the Licensor in a reasonable manner for the promotion and marketing programs as indicated in the Operations Plan in Appendix 3 of the businesses located in the Airport and, if a Concessionaires’ Association is formed, the Licensor may pay all or part of the Promotion and Marketing Fund to it, otherwise, to the Licensor. The Marketing Payment will be made in monthly installments in advance, on the first day of each calendar month and if a fiscal year is less than 12 months, the Marketing Payment will be pro-rated on a per diem basis based on 365 days.

Use of funds:

- **Promote the new Concession to Airport Community**
- **Social Media – Promote the opening of the outlet and throughout the year; campaigns, promo, new products**
- **Prepare and share Press Release with Stakeholders**
- **Promote shop on Advertising Screens on Arrivals**
- **Seasonal Events – Independence/Christmas – Entertainment**

Question 1(b): - Lease renewal options and on what terms?

Answer: i) **Concessionaire operates within all license terms**
ii) **Meets or exceed Projected sales**

Proposed Site

Question 2(a): - Any restrictions on signage & branding?

Answer: The Concession will be able to place signage at the front of outlet and possibly branding to the back, visible to the roadway through the glass and within the store footprint. No other signage or branding is allowed unless via the Advertising Program.

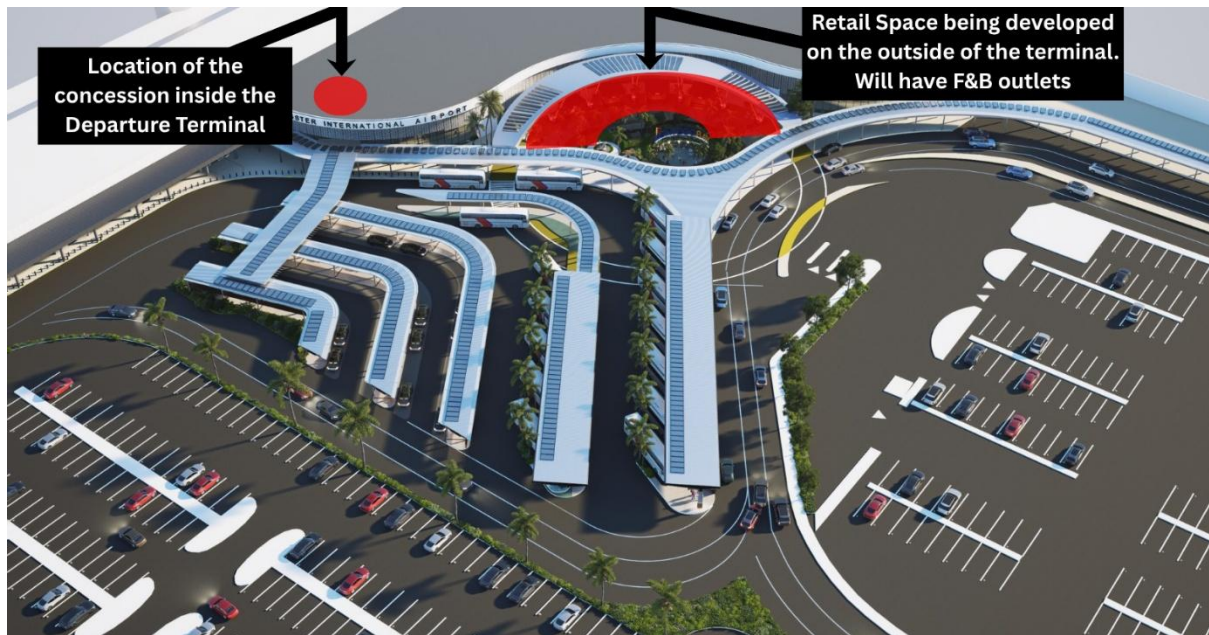
Question 2(b): - Future developments planned nearby that may affect visibility?

Answer: No. See draft rendering of the adjacent space.

Question 2(c): - Are there any other concessions having similar offerings?

Answer: There is no other Café concept pre-security. There may be an overlap with some menu items, however, this is not expected for the core products.

A restaurant currently exists at the extreme West of the Check-in by counter 100 and other Food & Beverage outlets will be on the outside between Departures and Arrival.



Question 3: Airport staff - Staff a significant source of food and beverage sales?

Answer: Airport staff is a source of revenue. Depending on the product and pricing, this will determine the significance from this market.

Operational Items

Question 4(a): - How are utilities handled?

Answer: The space will be metered and billed based on meter reading for power and water supply.

Question 4(b): - How is waste removal & grease disposal handled?

Answer: Concessionaires are responsible for its waste removal daily to skips in any three locations on airport. Operator is also responsible for disposing of oil and clearing grease traps.

Common Area Maintenance

Note that a Common Area Maintenance (CAM) Fee is applicable as per Item 11(b) of the Term Sheet and Clause 5.06. See attached updated Draft Licence.

5.06 Common Areas – The Licensor agrees that the Licensee and its employees and invitees may use, in common with others entitled thereto, for their intended purposes during such hours as the Licensor may designate from time to time, and subject to the Rules and Regulations and Article 5.09 hereof, the common entrances, halls, malls, public seating areas, lobbies, washrooms, stairways, elevators and escalators (if any), designated loading bay and corridors of the building giving access to the Licensed Premises and other Common Areas as the case may be. The Licensor shall have the right to use the Common Areas for purposes of display, merchandising, entertainment, special events, decoration, structures (permanent and temporary), public uses and other uses that do not unreasonably interfere with access to the Licensed Premises.