



## **REQUEST FOR PROPOSALS**

**DEVELOPMENT AND OPERATION OF  
SPECIALTY RETAIL/DUTY FREE CONCESSION  
INTERNATIONAL TERMINAL BUILDING**

**SANGSTER INTERNATIONAL AIRPORT**

**ADDENDUM # 1**

**JANUARY 10, 2020**

**Question 1:** Is it allowed to bid different categories than the RFP suggest? For example, MBJ has a space designated for Health and Beauty, would MBJ review a bid for a different concept for that location?

**Response:** MBJ is amenable to reviewing new and exciting alternative proposals for the available retail space in order to select the most advantageous concept, notwithstanding the current designation of the space in the RFP document. Note however that our first preference will be the approach as stated in the RFP.

**Question 2:** What is the bid amount for kiosks?

**Response:** Twenty Thousand United States Dollars (US\$20,000.00)

**Question 3:** If the bidder submits bids for multiple locations, please confirm that they are required to send in bid guarantee in the amount of US\$50,000.00 per bid?

**Response:** The bid guarantee is to be submitted per bid. If three (3) bids are submitted for three (3) locations, three (3) bid guarantees are to be submitted. If a submission is made for one (1) of two (2) locations, one (1) bid guarantee is to be submitted.

**Question 4:** Are the stores pre-security or on arrivals available?

**Response:** Currently, only stores located in the post-security departure area are open and available for bids in this RFP. MBJ anticipates that other locations will become available in or around 2021. If they so wish, proponents may indicate an interest in future locations when making a submission for the post-security location, however, it will have no bearing on the outcome of the Airport's decision in this RFP.

**Question 5:** Will cannabis related businesses will be considered?

**Response:** Not at this time.

**Question 6:** What constitutes Premium Jamaican craft?

**Response:** Art and craft items of high-quality manufactured locally from primarily local materials.

**Question 7:** Under the basic terms of the licence is the insurance coverage also US\$1m for a kiosk?

**Response:** Insurance for a kiosk is US\$200,000.00

**Question 8:** Would it be possible for the length of the kiosk licence to be extended to 3 years?

**Response:** MBJ is not amenable to extending the duration of the kiosk license term.

**Question 9:** What is the difference, if any, between Premium Jamaican Craft and Jamaican Craft?

**Response:** There is no difference.

**Question 10:** Is a bid bond absolutely required for a kiosk operation?

**Response:** Yes

**Question 11:** Will a proposal be accepted for review if no bid bond is included?

**Response:** No

**Question 12:** For successful proponents, are fees payable during fit-out or will there be a grace period?

**Response:** No license fees are payable to MBJ during the fit-out period allocated by MBJ. Fees are payable upon expiration of the fit-out period and Licensees will have to satisfy insurance and security deposit requirements during the fit-out period.