



REQUEST FOR PROPOSAL INFORMATION SESSION

January 22, 2020



OVERVIEW OF MBJ

16 2003-2019
Years in Figures

Capital Investments
USD 458 Million

Economic Contribution
USD 769 Million
in taxes and fees

Infrastructural Development
over 430,556 square feet

Awards
13 Times
Caribbean's Leading Airport
by World Travel Awards
ACI-ASQ Award
2009-2015
and Roll of Excellence in 2014

Aircraft Movements
738,571

Air Services
60 Destinations
35 Airlines
16 Countries

Passengers
61.6 Million

Jamaican Owned Businesses
81% of airport concessions

Jobs
over 7000

Overview of Sangster International

Jamaica's leading international gateway located in the centre of the island's tourism corridor

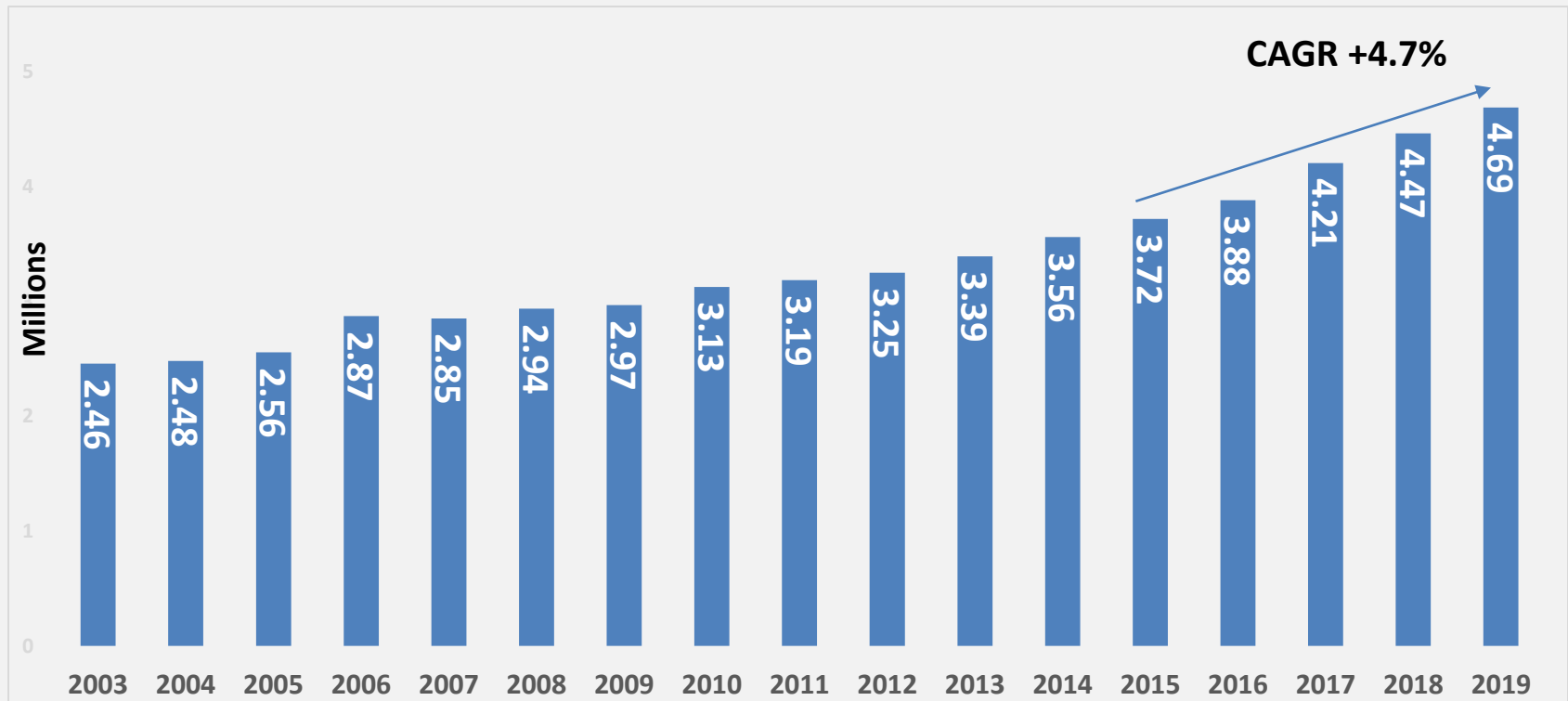
More than 98% of the passengers are international passengers mostly bound for markets in North America and Europe

70% of tourists visiting Jamaica use Sangster International Airport

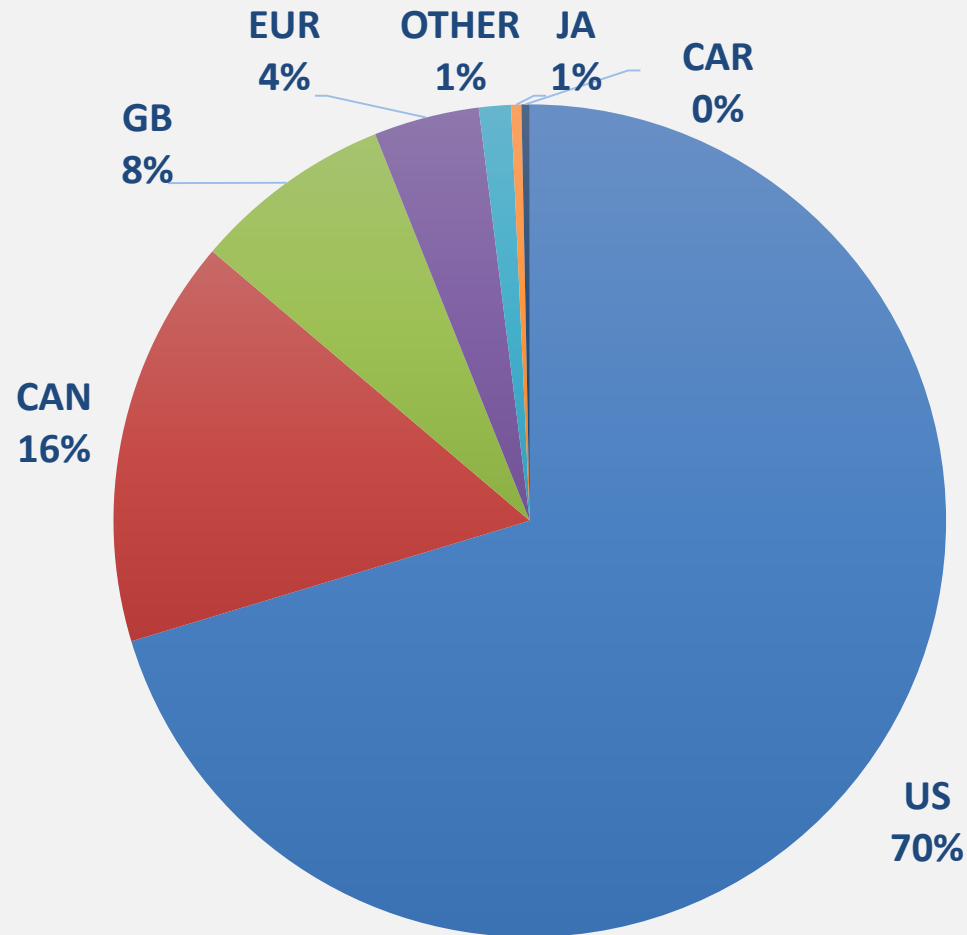
Largest airport in the island by flights and passenger volume

Total International Passengers 2019

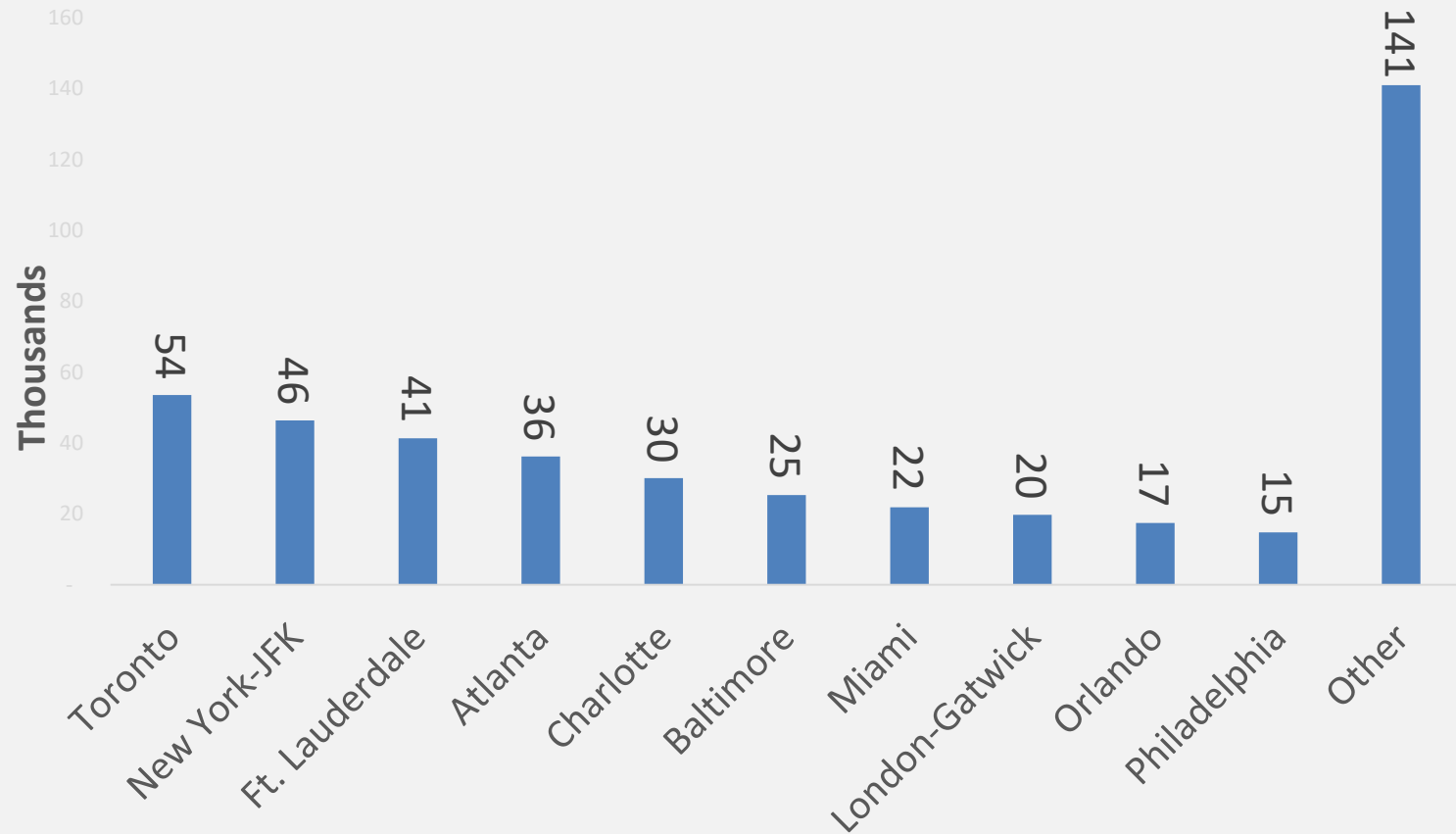
**+5.04%
YTD**



Market Share by Region 2019



Top Routes 2019



Top Airlines 2019

American Airlines 

Southwest 


DELTA

jetBlue

United
Airlines 

 TUI


sunwing
AIRLINES

spirit[™]

WESTJET 

 AIR CANADA

Spend per Enplaned Passenger 2019

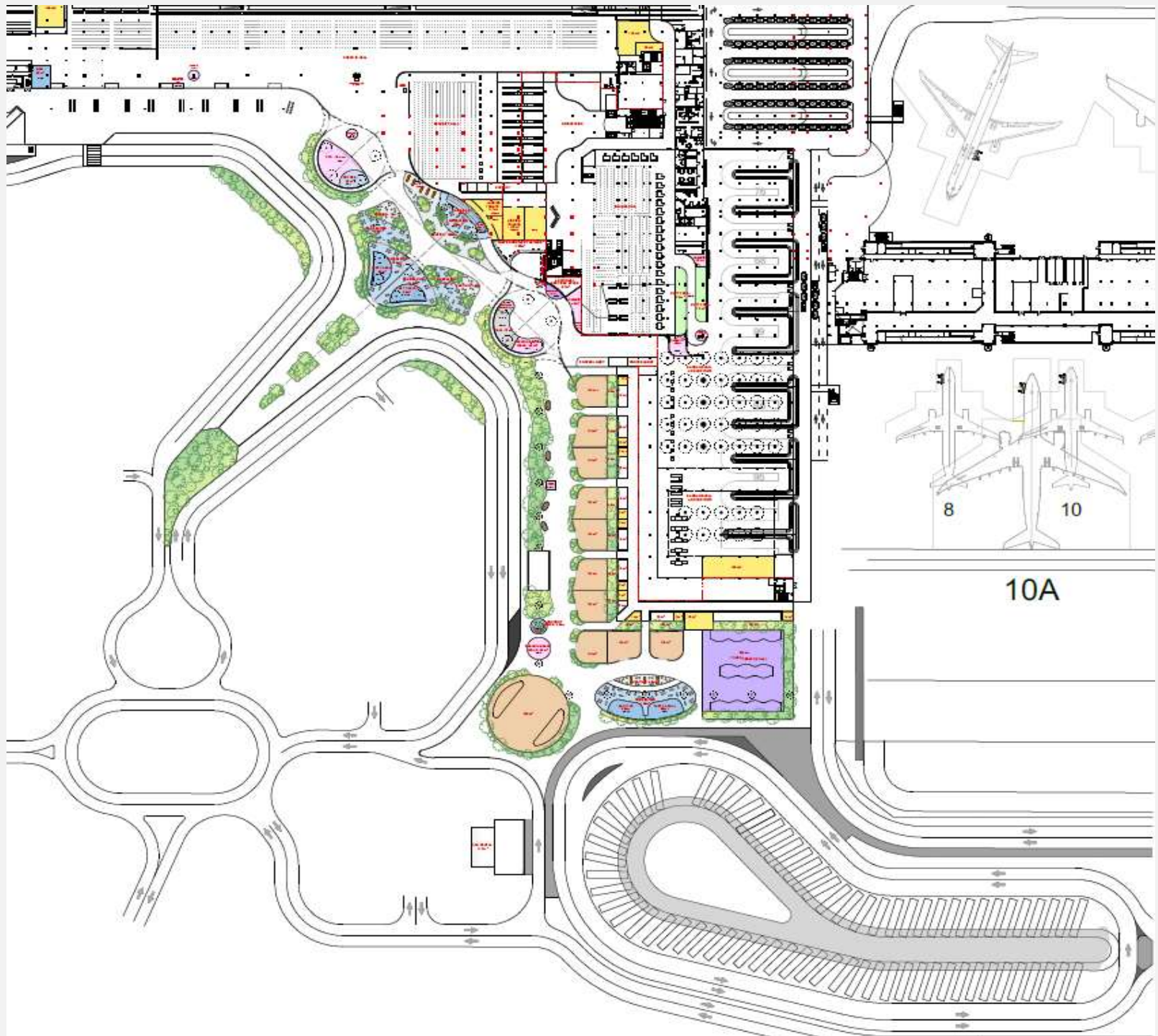


US\$31.79
DF/SR/F&B

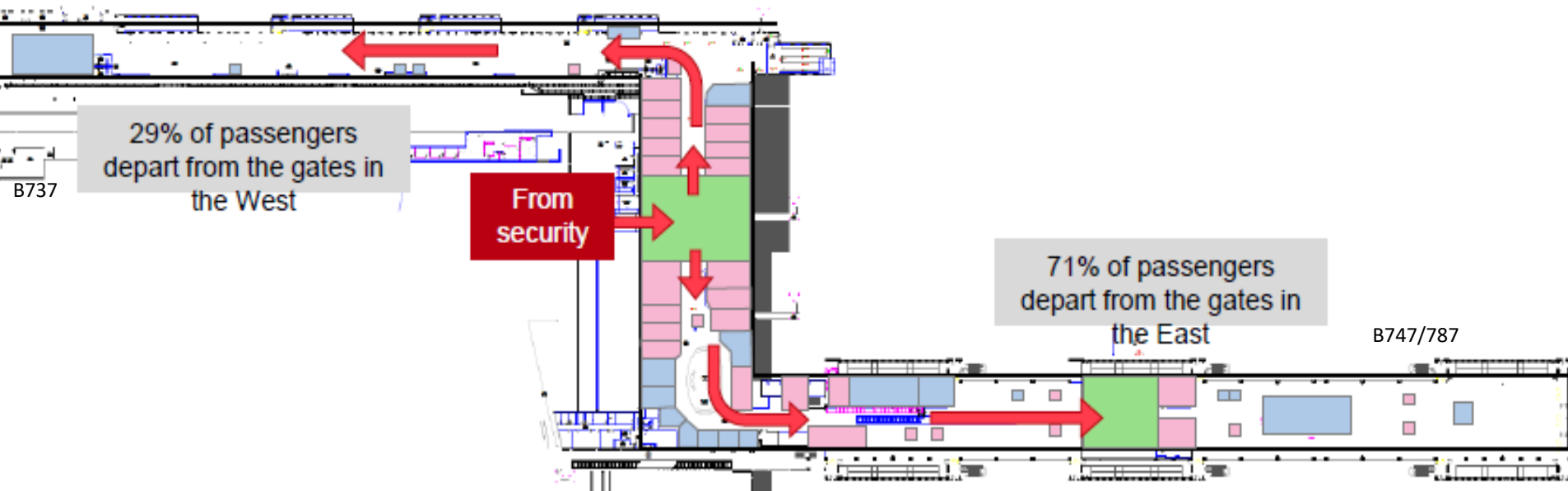
US\$8.11
SR



INFRASTRUCTURAL IMPROVEMENTS



Current Layout



RETAIL SPACE VIDEO



Goals of Retail Redevelopment

Increase size of Central Area by 2,500 sq. m.

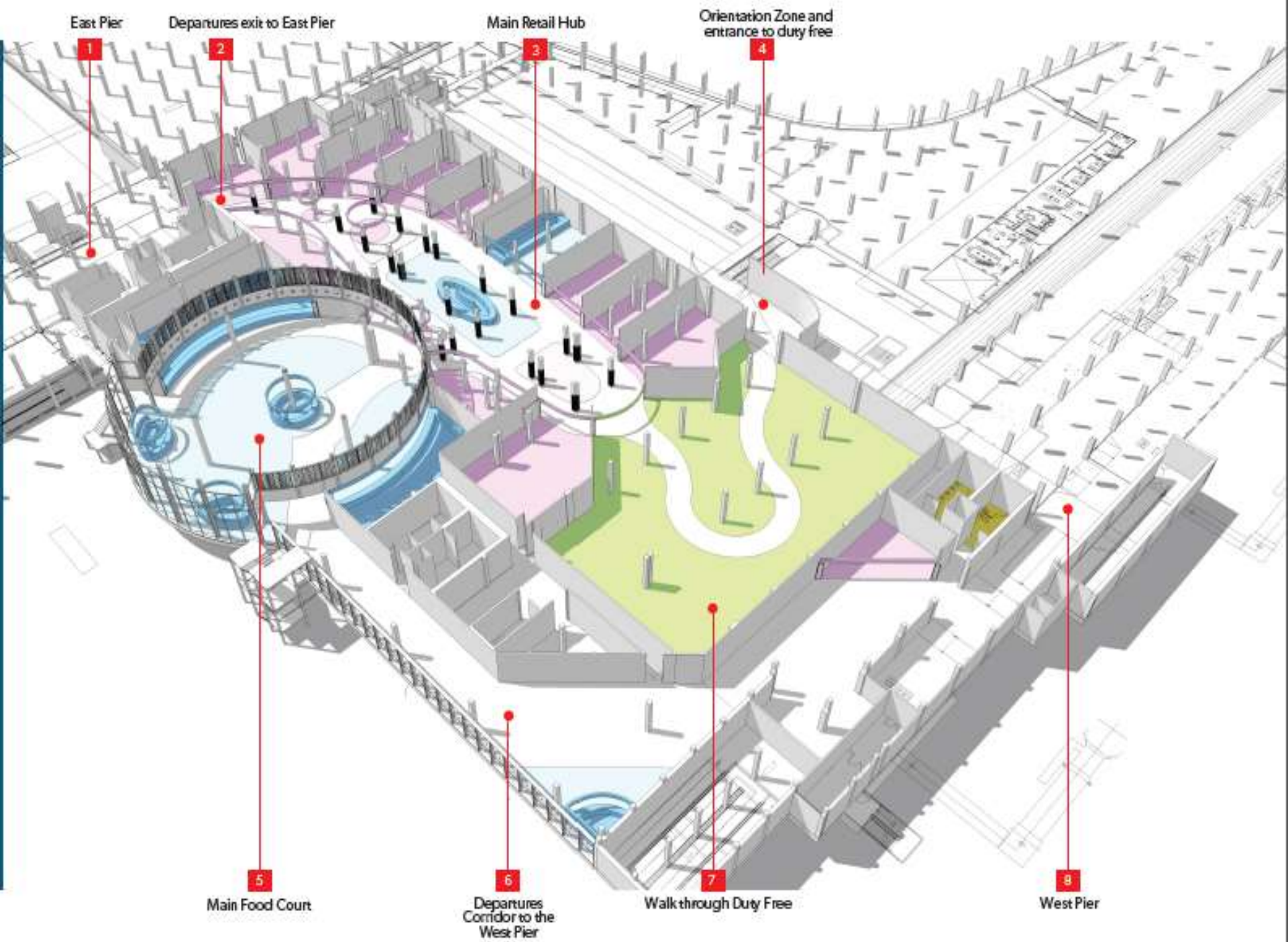
Maximize passenger exposure - 100% of passengers are exposed to shops

Maximize linear frontage

Optimize sightline

Increase circulation space

Increase dwell time



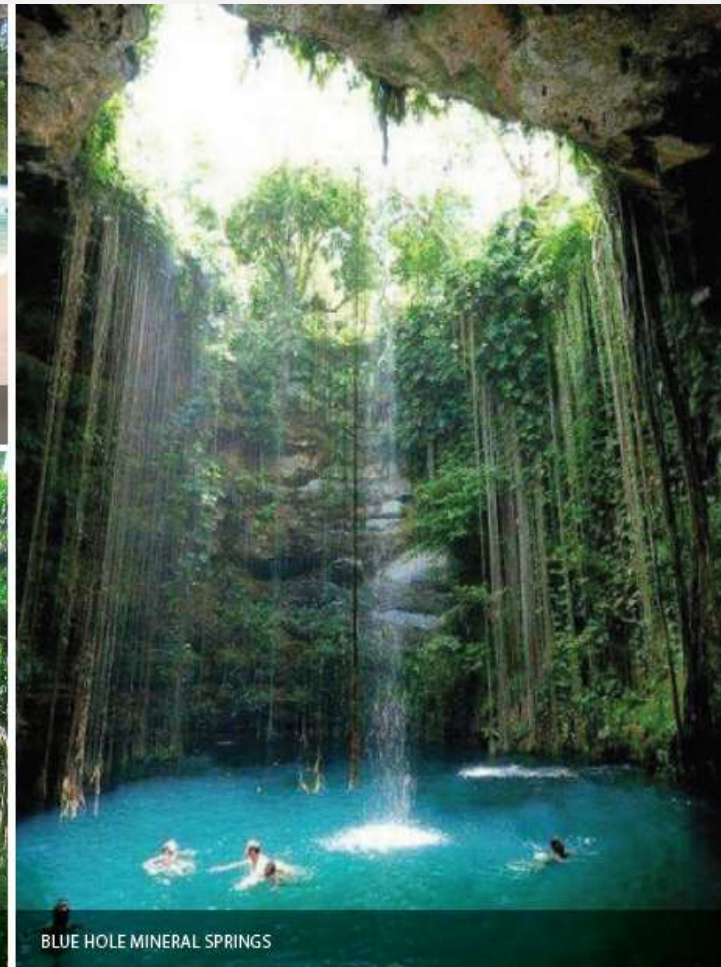
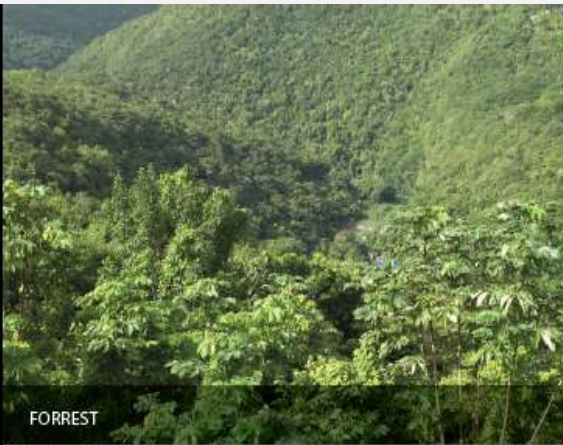
Goals of Retail Redevelopment

- Create amazing experiences for passengers
- Delivery of a unique and authentic expression
- High quality design, creativity and boldness are encouraged and expected
- Retail program that matches high international standard

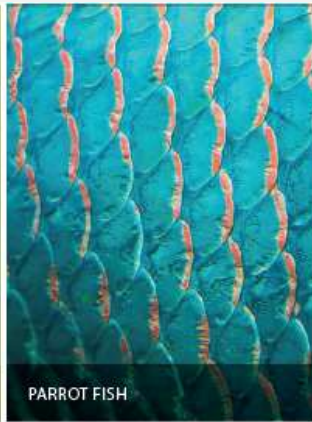


MBJ DESIGN CONCEPTS

Design Concepts - Flora



Design Concepts - Fauna



Design Concepts - Culture



MARLON JAMES - WRITERS AND ARTIST



ICONS - LOUISE BENNETT-COVERLEY



NATIONAL HEROES - MARCUS GARVEY



NATIONAL SPORTING HEROES



NATIONAL GALLERY



DANCE HALL - CHARLY BLACK



MUSIC FESTIVALS



FOOD CULTURE

Check – in



Check – in & Security



EXISTING CEILING SEASCAPE



IDENTIFICATION OF KEY PROCESS INTERFACES ADDING WARMTH



EXISTING CORAL COLUMNS



LUMINESCENT AND REFLECTIVE BLUES



CAPTURING THE LAST GLIMPSE OF THE SEA

Security



Entrance to Departures Retail



THRESHOLD TO DEPARTURE THE LOUNGE

CENTRAL RETAIL



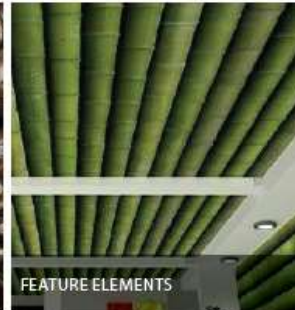
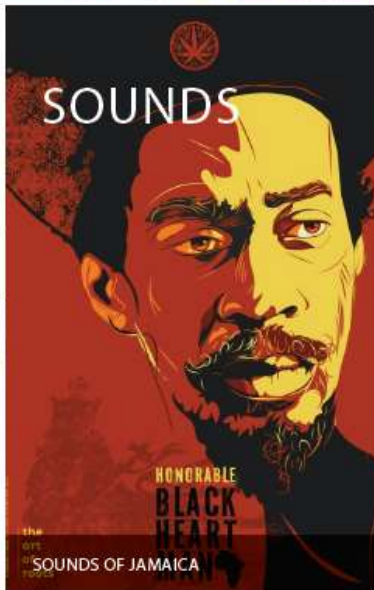
FOOD COURT



West Concourse



Arrivals Journey





DESIGN GUIDELINES

Design Guidelines

- Uniqueness & creativity – Sense of place
- Alignment of design with terminal finishes
- Signage - 3 dimensional and illuminated
- Standard back illuminated box signs will not be permitted
- Maximize lines of sight
- Location of cash registers

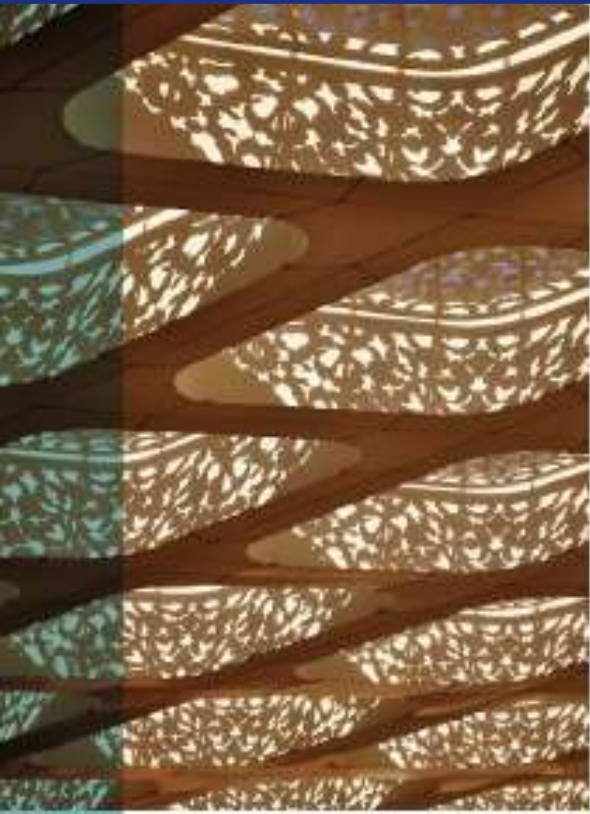
STOREFRONT INSPIRATION



SIGNAGE INSPIRATION



LIGHTING INSPIRATION



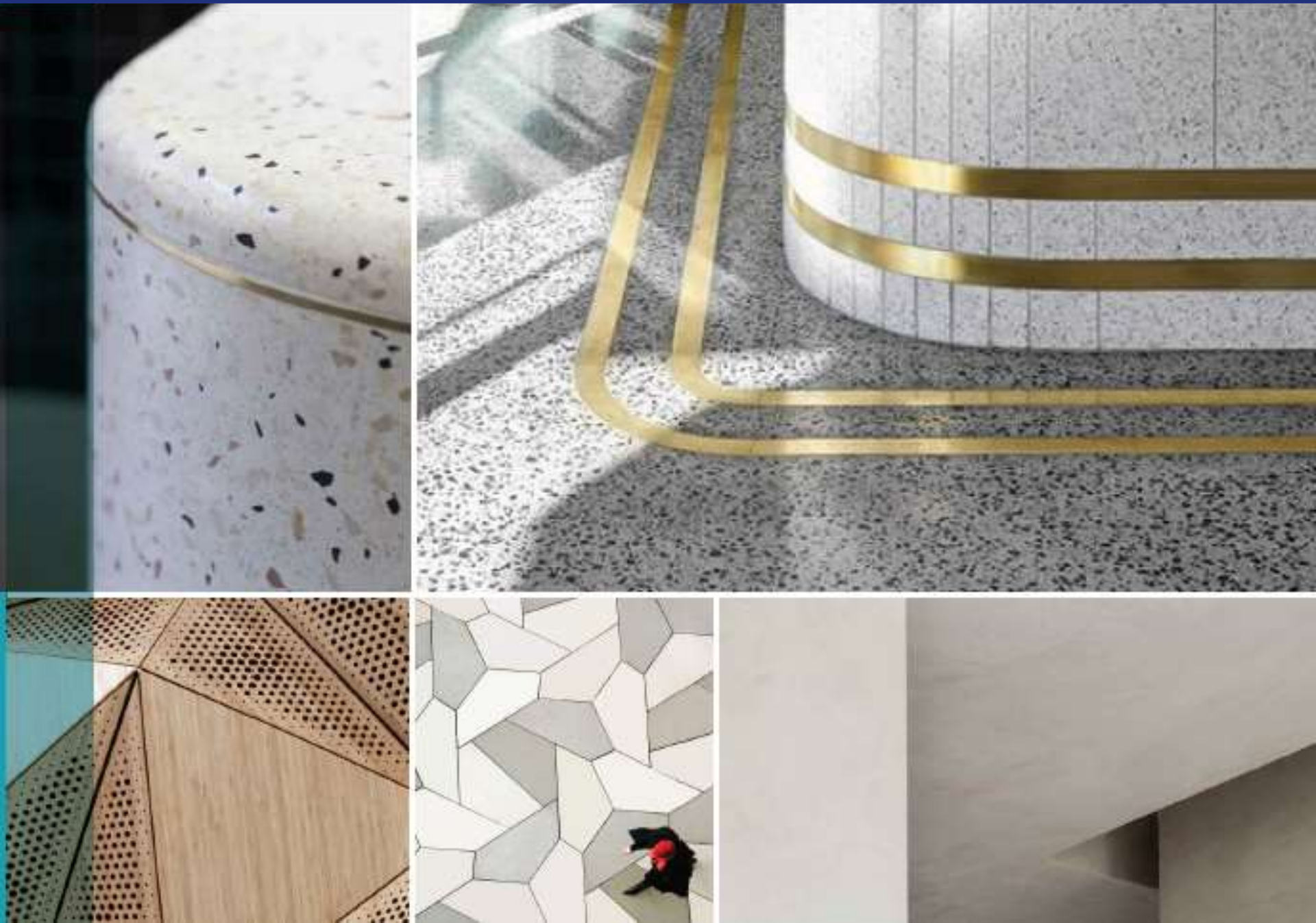
MATERIALS INSPIRATION



DISPLAY INSPIRATION



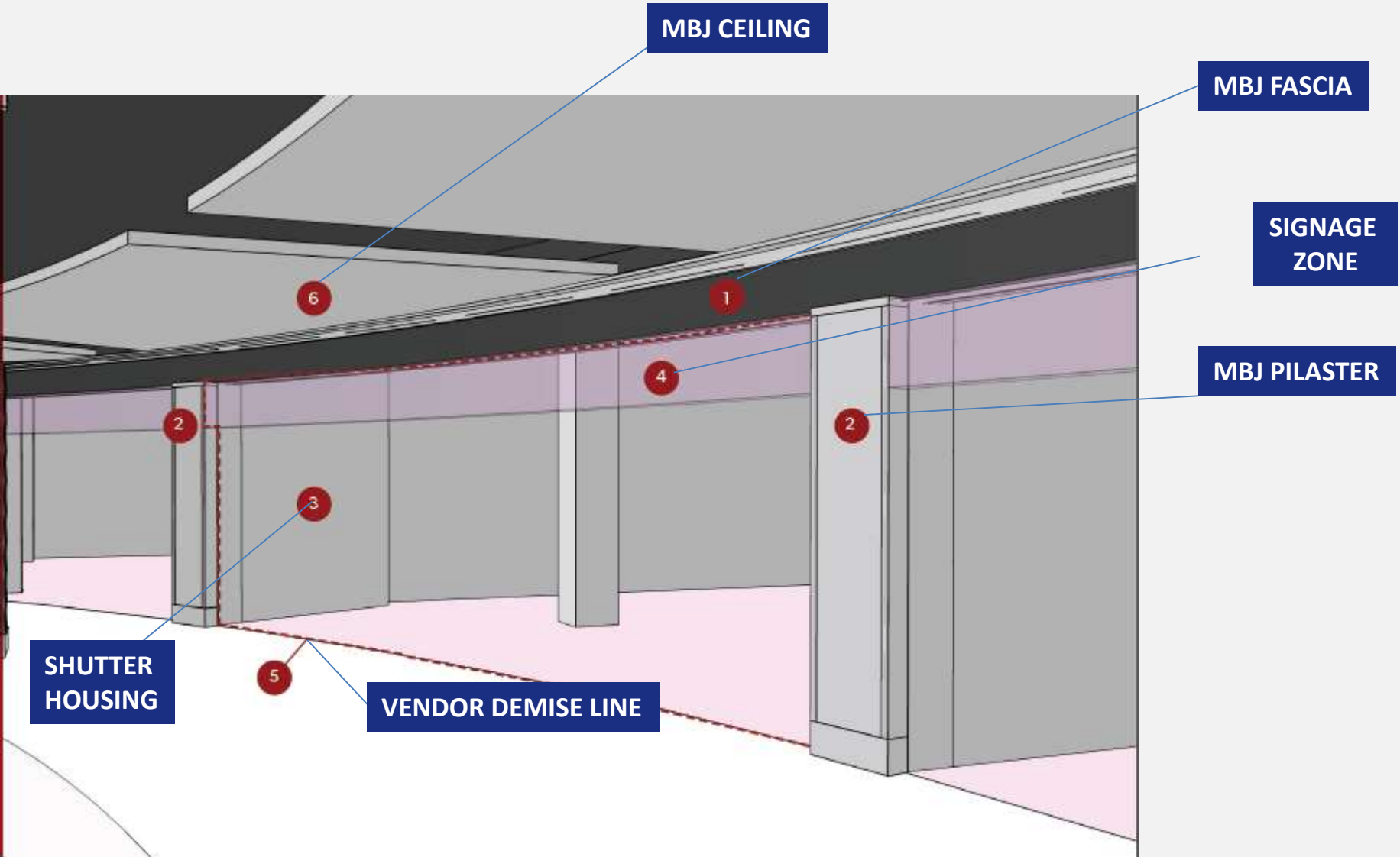
INTEGRATION WITH TERMINAL DESIGN



IN-LINE RETAIL



IN-LINE RETAIL UNIT





Design Submittal Process

Stage 1 - Initial Design Concept

- Visual of shopfront
- Internal visuals
- Internal elevations
- Reflected ceiling plan
- Sample board
- Form part of the agreement

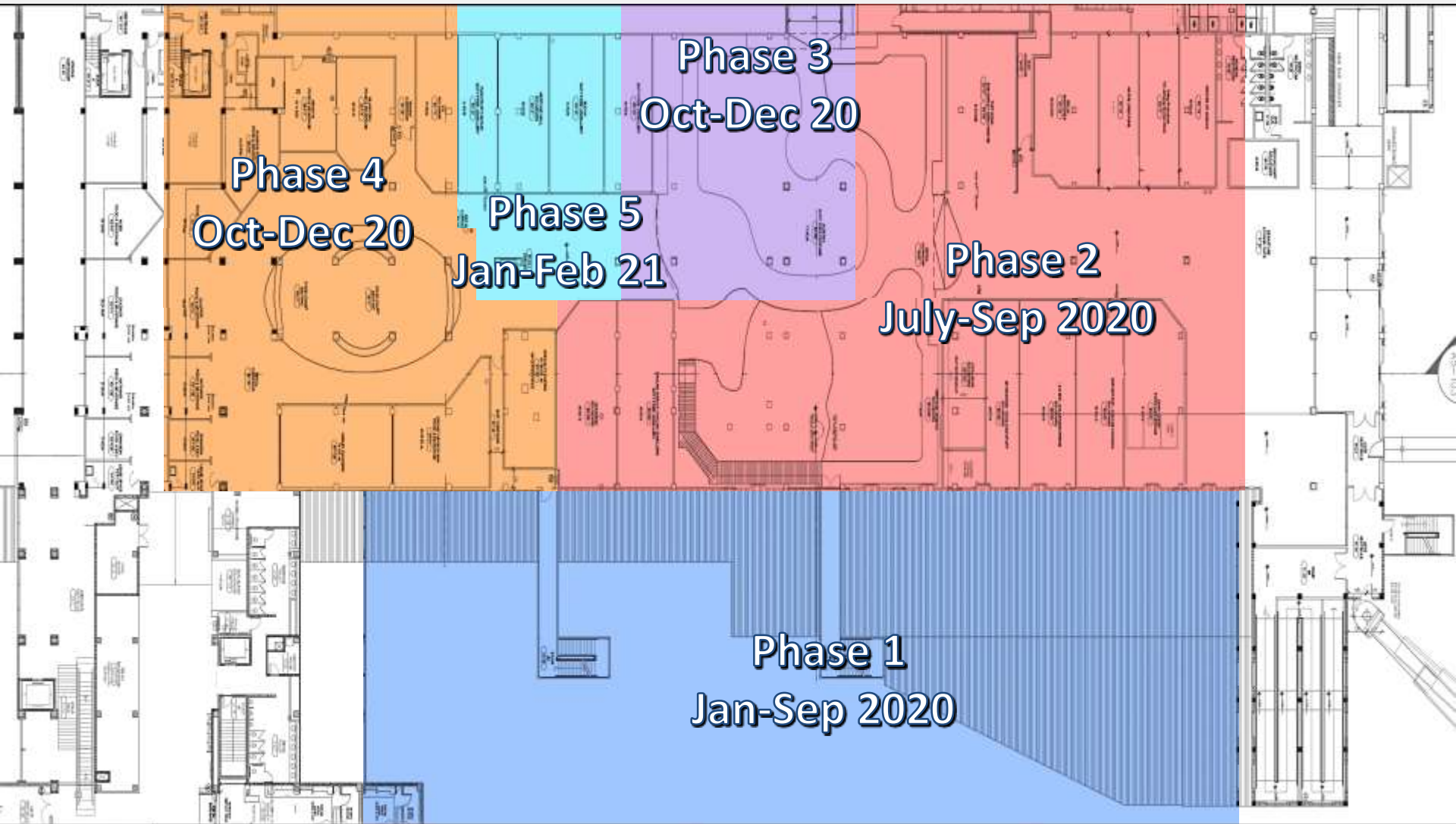
Stage 2 - Final Design Concept

- The full package of design concept drawings will be submitted

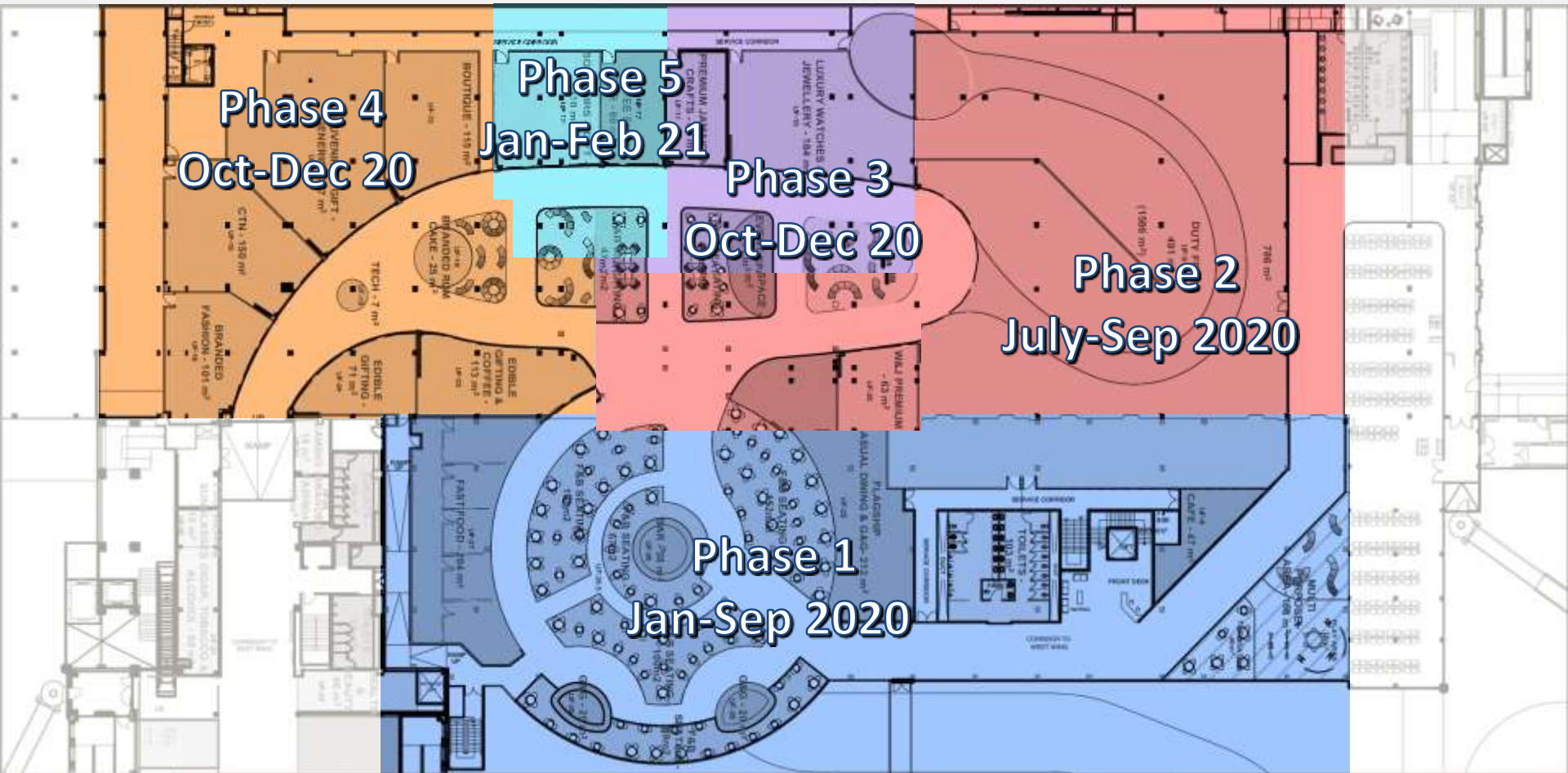
Stage 3 - Construction Drawings

- A full set of construction drawings will be submitted

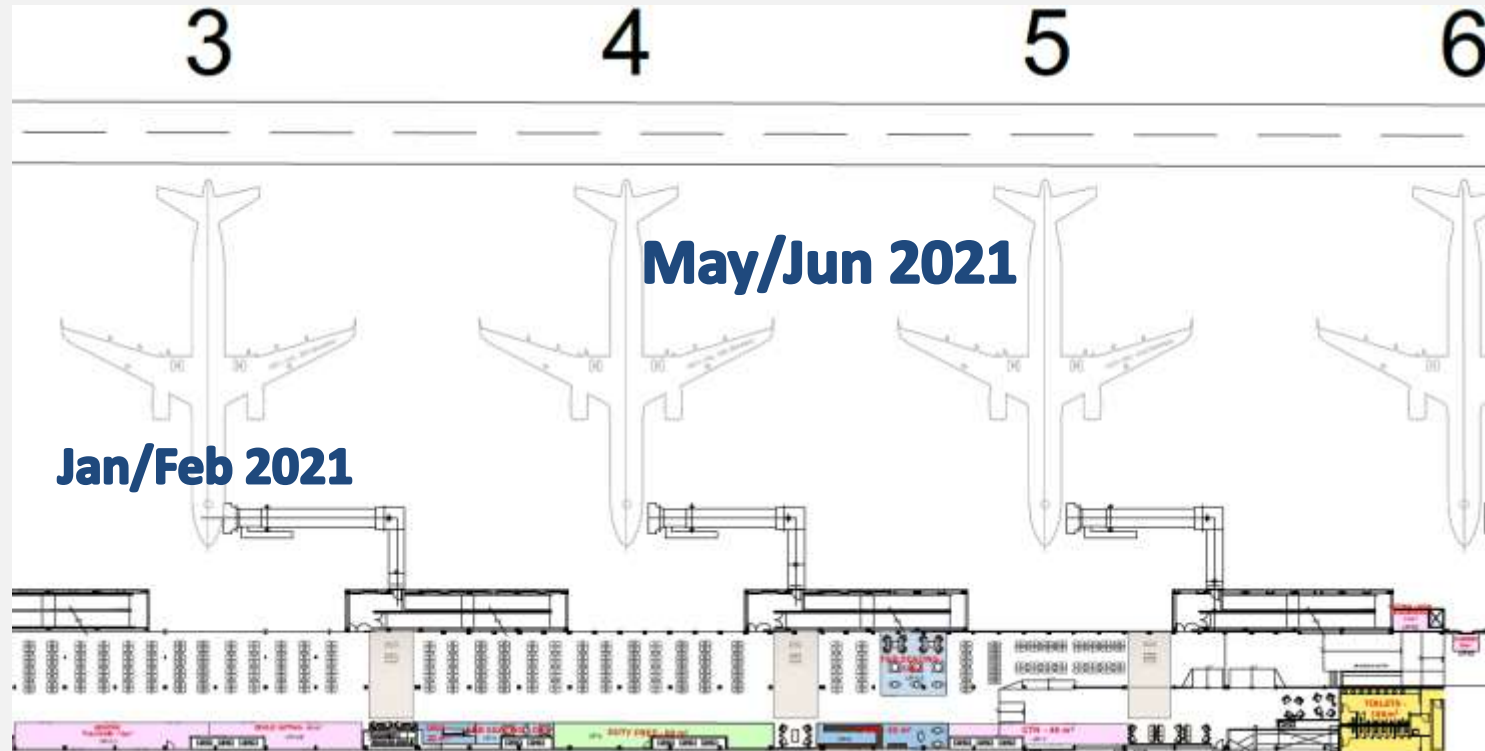
Central Construction Phasing (Current)



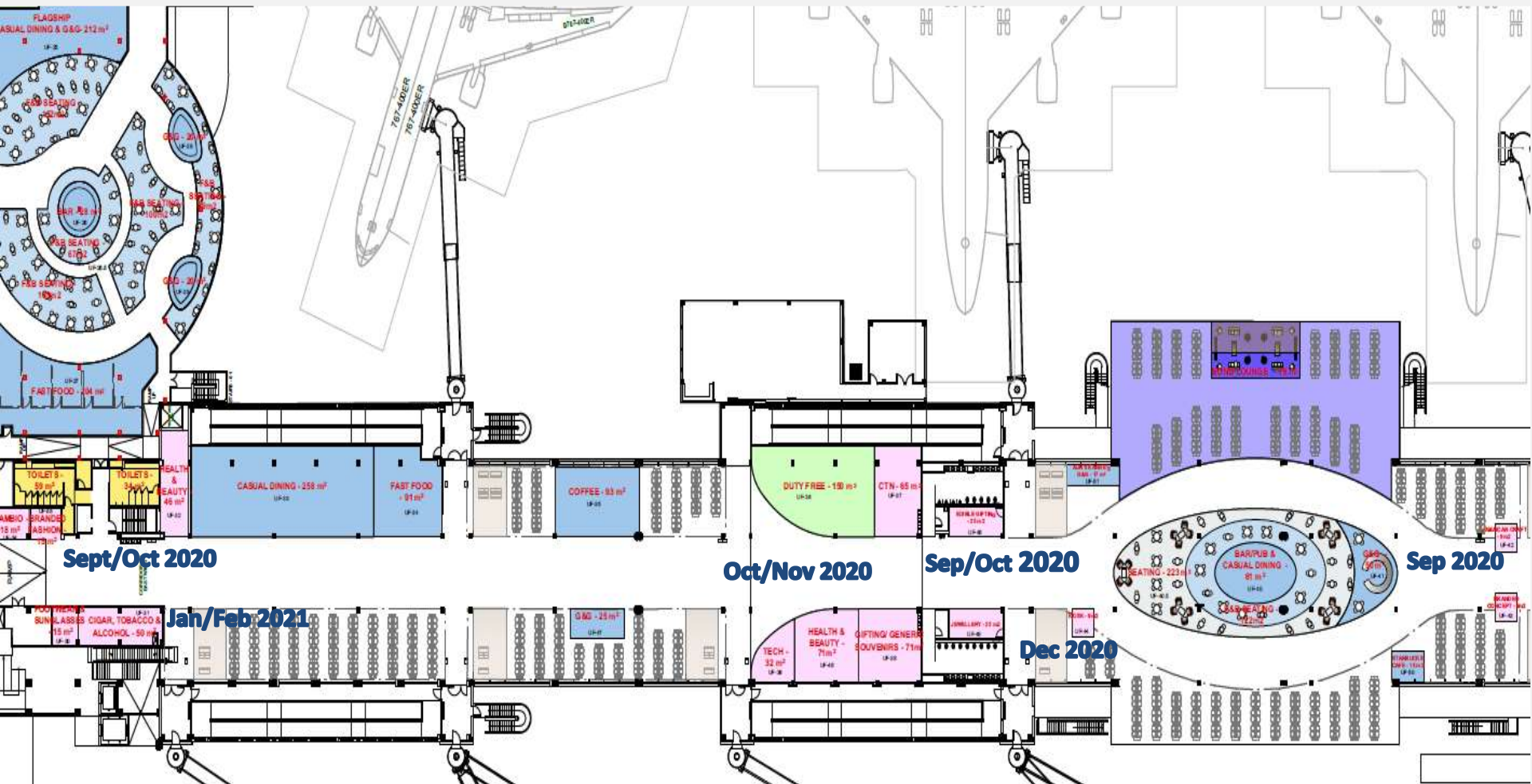
Central Construction Phasing (New)



West Construction Phasing



East Concourse Phasing



East Construction Phasing





Request for Proposal

Request for Proposal

- 1) RFP written document – opportunity, submission
- 2) Appendix A – Draft License
- 3) Appendix B - Design Criteria Manual
- 4) Appendix B(i) – Design Guidelines
- 5) Appendix C – Drawings; Individual location, DWG
- 6) Appendix D - Product Listing Guide
- 7) Appendix E – Bank Guarantee
- 8) Safety & Security Manual
- 9) Pre-Construction checklist

RFP Schedule

ACTIVITY (EASTERN STANDARD TIME)	DATE
FINAL DATE FOR QUESTIONS	THURSDAY, MARCH 05, 2020
SUBMISSION OF PROPOSALS	FRIDAY, MARCH 13, 2020
EVALUATION OF PROPOSALS	FRIDAY, MARCH 27, 2020
AWARD OF SUCCESSFUL PROPONENTS	FRIDAY, APRIL 24, 2020
LICENCE EXECUTION	MONDAY, JUNE 01, 2020
FIXTURING PERIOD	INDICATED ON PHASING PLAN
CONCESSION START DATE	INDICATED ON PHASING PLAN

Minimum Qualifications

EXPERIENCE

- Demonstrate ownership or operation of a successful retail concession.

FINANCIAL CAPABILITY

- Demonstrate financial ability to successfully develop and operate concession.

LEGAL

- Pending litigation, outstanding claims or disputes with MBJ will render bidder ineligible.

Submission Process

[BIDDER'S NAME]
[BIDDER'S ADDRESS]

TECHNICAL PROPOSAL

**REQUEST FOR PROPOSALS
DEVELOPMENT AND OPERATION OF RETAIL CONCESSION
MBJ AIRPORTS LIMITED
COMMERCIAL OFFICE – TICKETING CONCOURSE
INTERNATIONAL TERMINAL BUILDING
SANGSTER INTERNATIONAL AIRPORT**

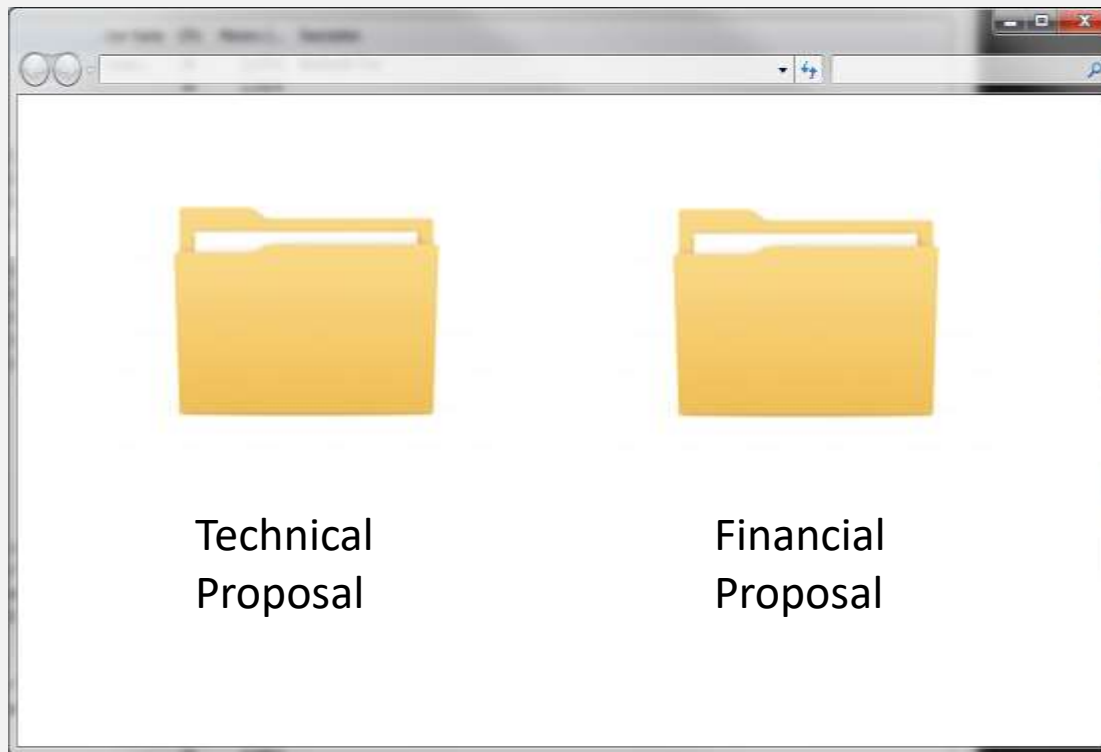
[BIDDER'S NAME]
[BIDDER'S ADDRESS]

FINANCIAL PROPOSAL

**REQUEST FOR PROPOSALS
DEVELOPMENT AND OPERATION OF RETAIL CONCESSION
MBJ AIRPORTS LIMITED
COMMERCIAL OFFICE – TICKETING CONCOURSE
INTERNATIONAL TERMINAL BUILDING
SANGSTER INTERNATIONAL AIRPORT**

Submission Process

SOFT COPY ON USB FLASH DRIVE CLEARLY MARKED:



Submission Process

SUBMISSION DOCUMENTS – TECHNICAL PROPOSAL

- ☐ SCHEDULE 1: PROPOSAL FOR CONCESSION
- ☐ SCHEDULE 2: COMPANY PROFILE
- ☐ SCHEDULE 3: MARKETING, PRICING AND MERCHANDISING PLAN
- ☐ SCHEDULE 4: CUSTOMER SERVICE AND QUALITY CONTROL
- ☐ SCHEDULE 5: DESIGN, DEVELOPMENT AND CONSTRUCTION PLAN
- ☐ SCHEDULE 6: STORAGE SPACE REQUIREMENTS

Submission Process

SUBMISSION DOCUMENTS – FINANCIAL PROPOSAL

- ☐ SCHEDULE 7: COVENANT / CREDIT-WORTHINESS / CO-COVENANTOR(S) & LIST OF BUSINESS REFERENCES
- ☐ SCHEDULE 8: FINANCIAL CAPABILITY AND EXPERIENCE
- ☐ SCHEDULE 9: FINANCIAL PROPOSAL
- ☐ SCHEDULE 10: PROPOSAL CHECKLIST AND ACKNOWLEDGEMENT

Bid Guarantee

Store

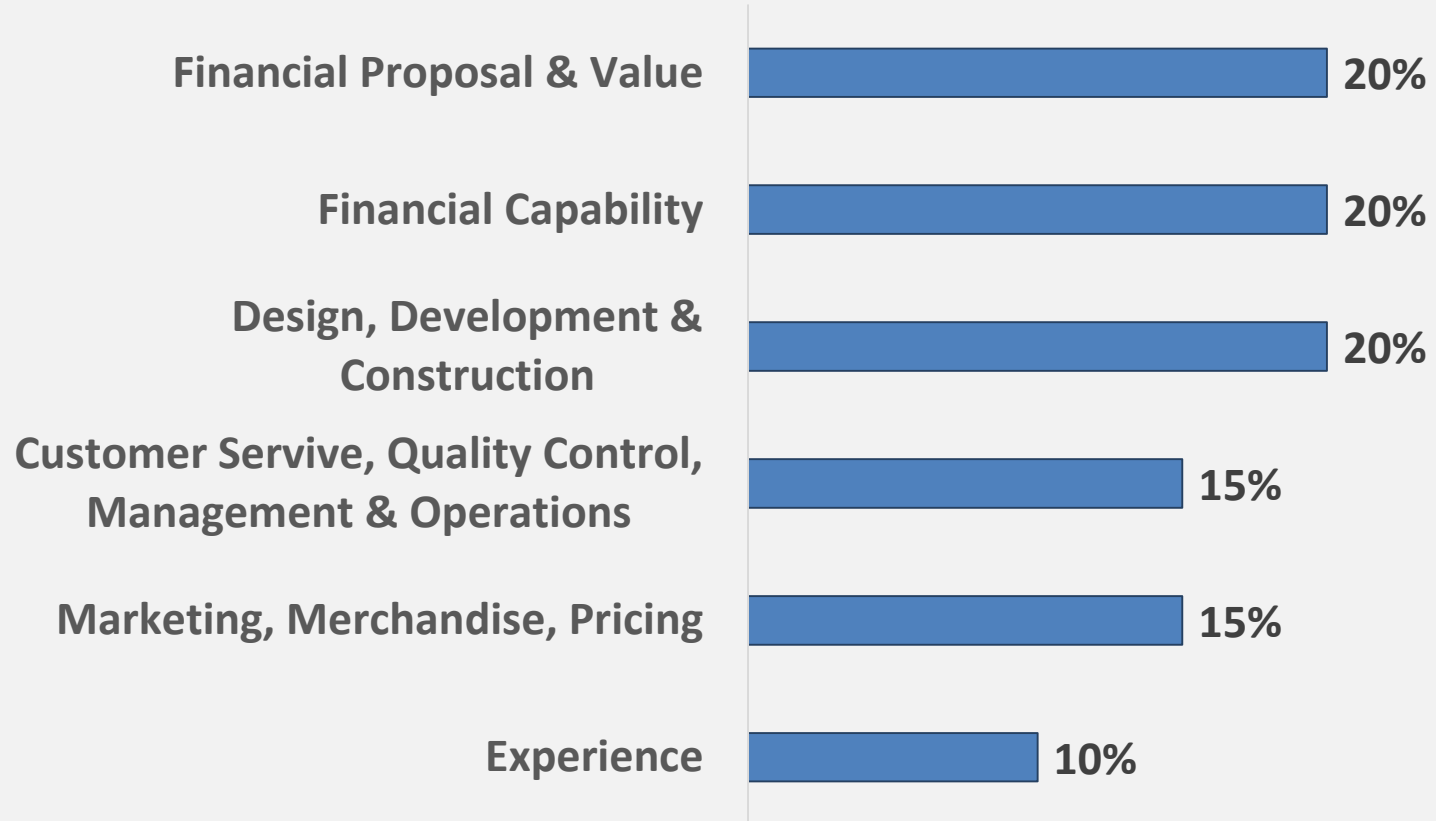
- USD 50,000

Kiosk

- USD 20,000

To be submitted as part of Technical Proposal

Evaluation Criteria



Basic Terms of License - Tenure

STORE

6 YEARS

KIOSK

2 YEARS

NO AUTOMATIC RENEWAL

Basic Terms of License - Insurance

Store

- USD 1,000,000

Kiosk

- USD 200,000

Basic Terms of License - MAG

MINIMUM ANNUAL GUARANTEE

- Size x Rate/sq.ft./Annum
- Payable Monthly – 1st day of each month in USD
- Revenue = Higher of MAG or Percentage of Sales
- Percentage of Sales payable on 3rd day of subsequent month

Security Deposit

SECURITY DEPOSIT

- Represents three (3) months revenue payable to MBJ

Basic Terms of License – Fixturing

FIXTURING PERIOD

From the Date of Handover by the Licensor:

STORES - SIXTY (60) DAYS

KIOSK – FOURTEEN (14) DAYS

Basic Terms of License – Reporting

MONTHLY GROSS SALES

- Submitted on a monthly basis
- Detailing Sales per category of products
- Duty Free – Passenger Information

Basic Terms of License - Others

COMMON AREA MAINTENANCE – USD20/sq.ft./annum
PROMOTIONAL FUND – 0.2% of previous year's gross sales

Questions, Queries

commercialrfp@mbjairport.com

ALL INQUIRIES MUST BE DIRECTED TO EMAIL ABOVE.

**WE CANNOT GUARANTEE A RESPONSE WHEN
SUBMITTED VIA OTHER CHANNELS**



Thank You!