



# 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



**AIRPORTS LIMITED**

# Overview of Sangster International

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

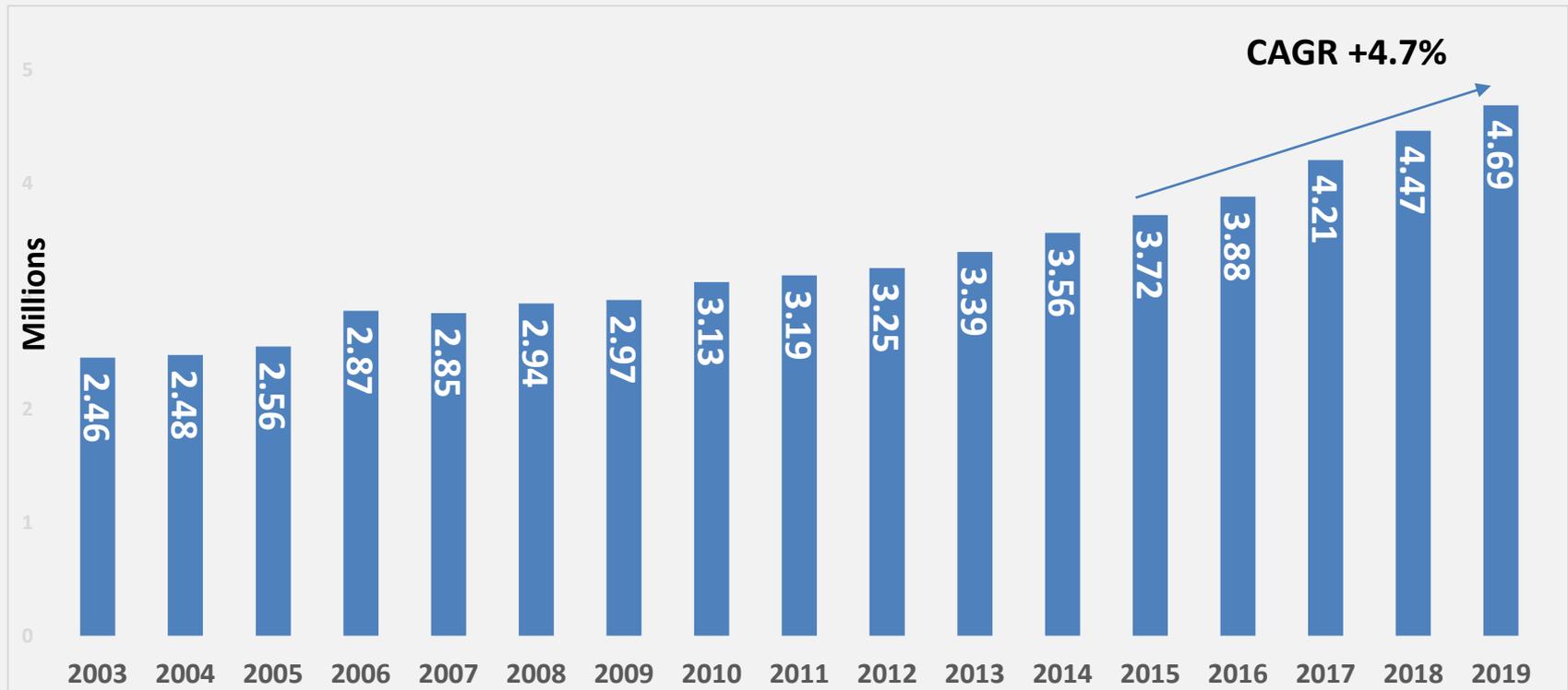
More than 98% of the passengers are international passengers mostly bound for markets in North America and Europe

70% of tourists visiting Jamaica use Sangster International Airport

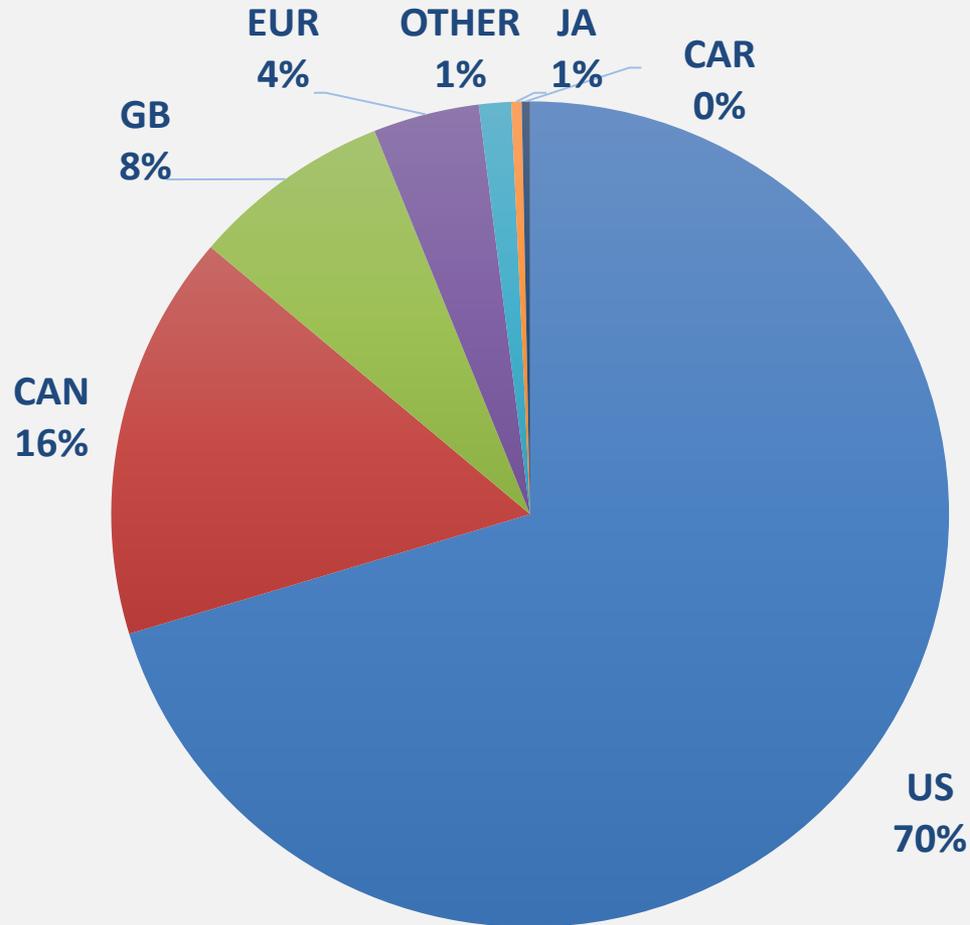
Largest airport in the island by flights and passenger volume

# Total International Passengers 2019

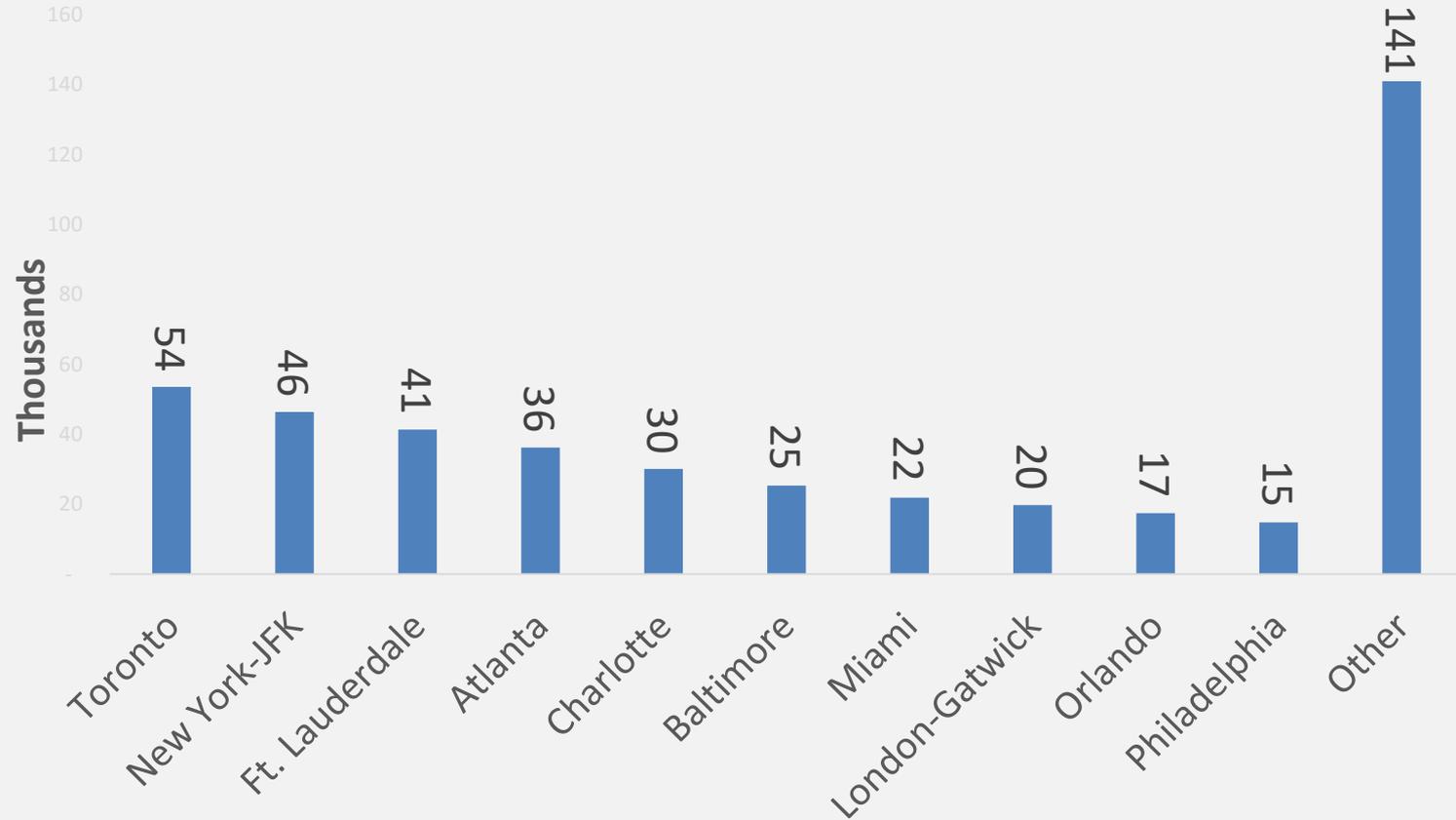
+5.04%  
YTD



# 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

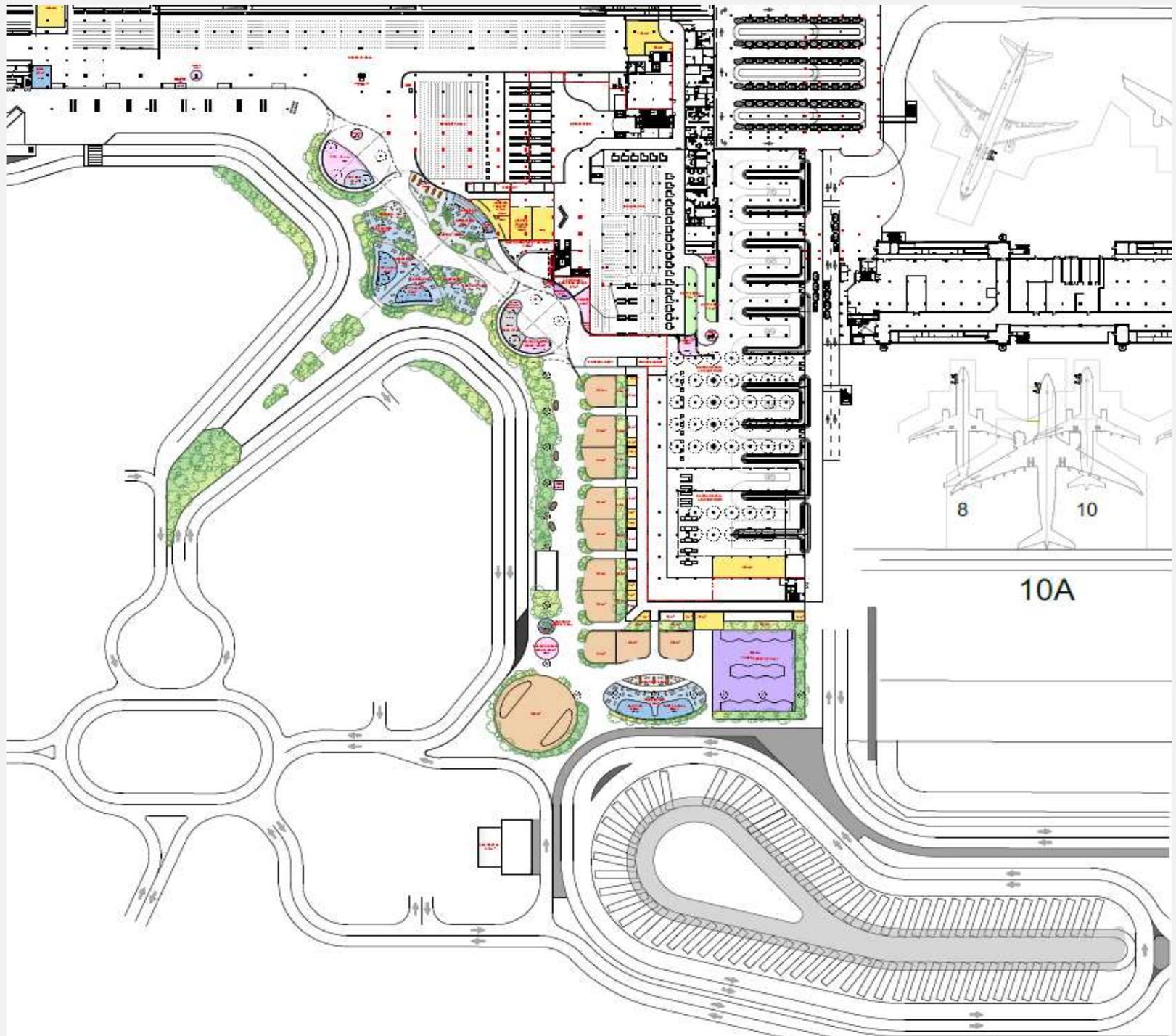
# Spend per Enplaned Passenger 2019

US\$31.79  
DF/SR/F&B

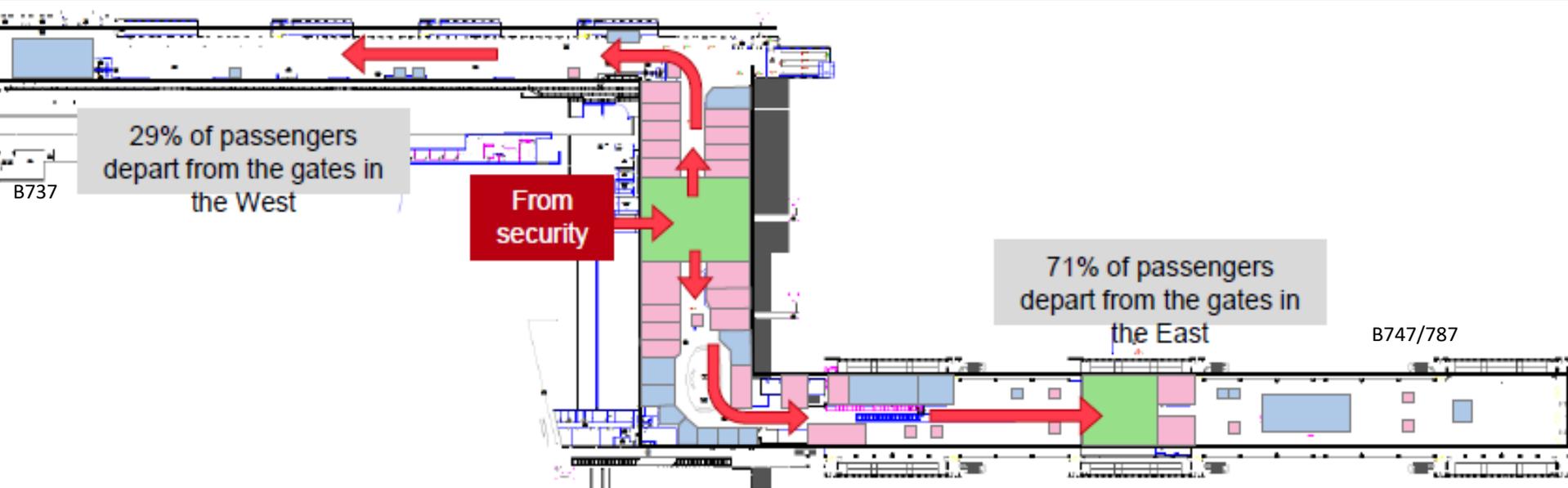
US\$8.11  
SR



# INFRASTRUCTURAL IMPROVEMENTS



# Current Layout





RETAIL SPACE VIDEO



# Goals of Retail Redevelopment

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

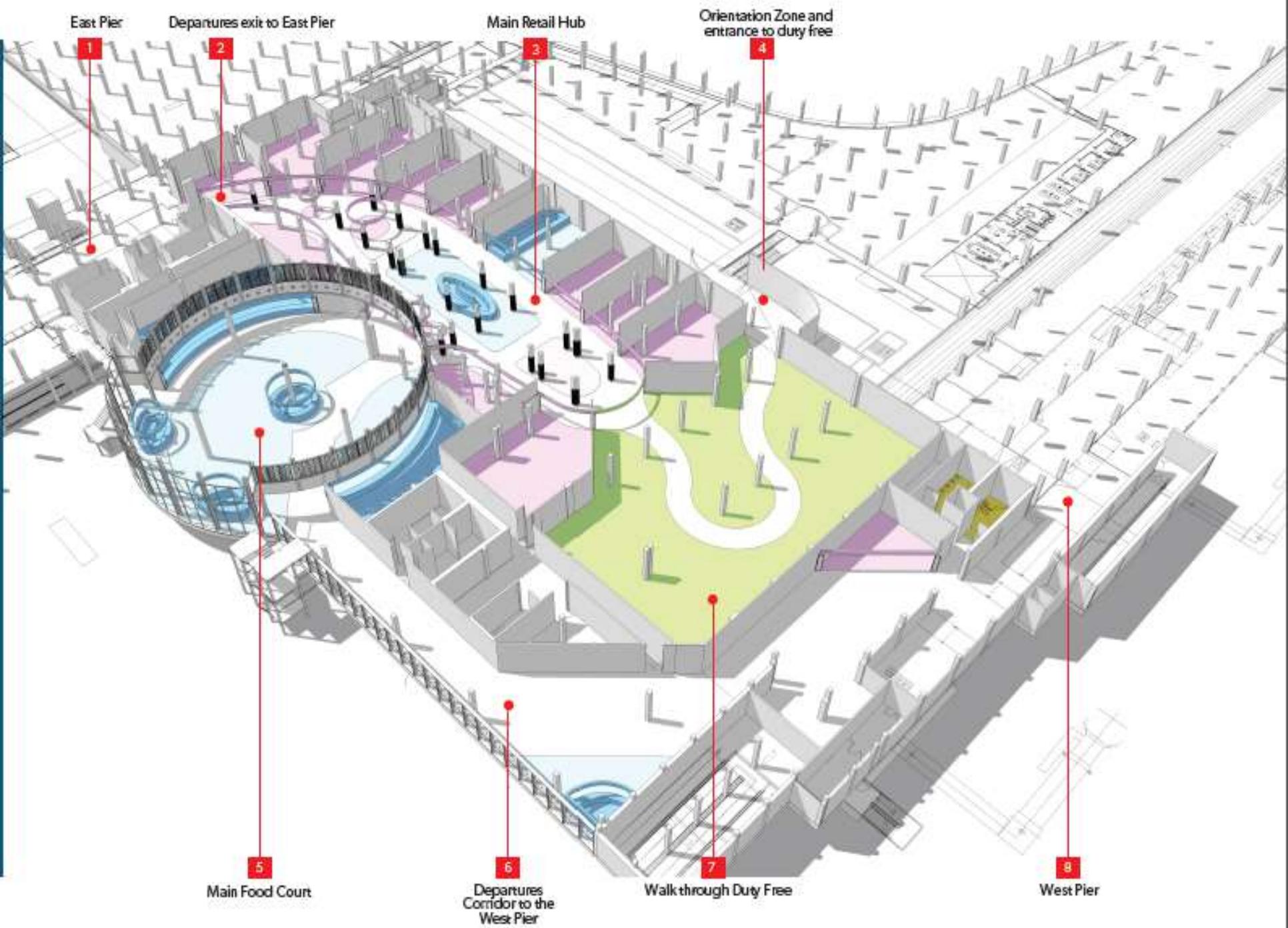
**Maximize passenger exposure - 100% of passengers are exposed to shops**

**Maximize linear frontage**

**Optimize sightline**

**Increase circulation space**

**Increase dwell time**



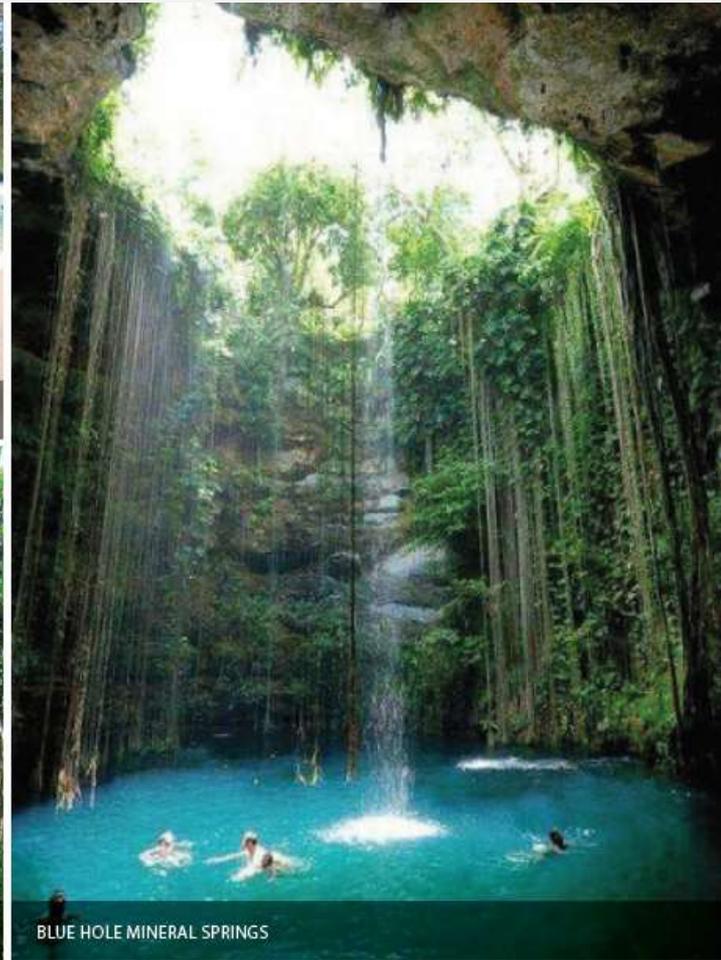
# Goals of Retail Redevelopment

- 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

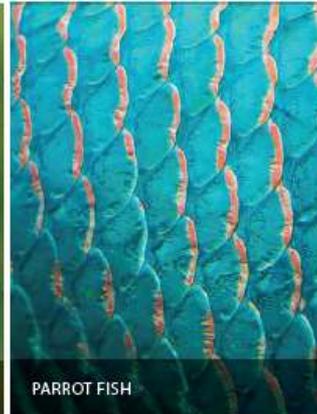


# MBJ DESIGN CONCEPTS

# Design Concepts - Flora



# Design Concepts - Fauna



# Design Concepts - Culture



MARLON JAMES - WRITERS AND ARTIST



ICONS - LOUISE BENNETT-COVERLEY



NATIONAL GALLERY



NATIONAL HEROES - MARCUS GARVEY



FOOD CULTURE



NATIONAL SPORTING HEROES



DANCE HALL - CHARLY BLACK



MUSIC FESTIVALS

# Check – in



# Check – in & Security



EXISTING CEILING SEASCAPE



LUMINESCENT AND REFLECTIVE BLUES



IDENTIFICATION OF KEY PROCESS INTERFACES ADDING WARMTH

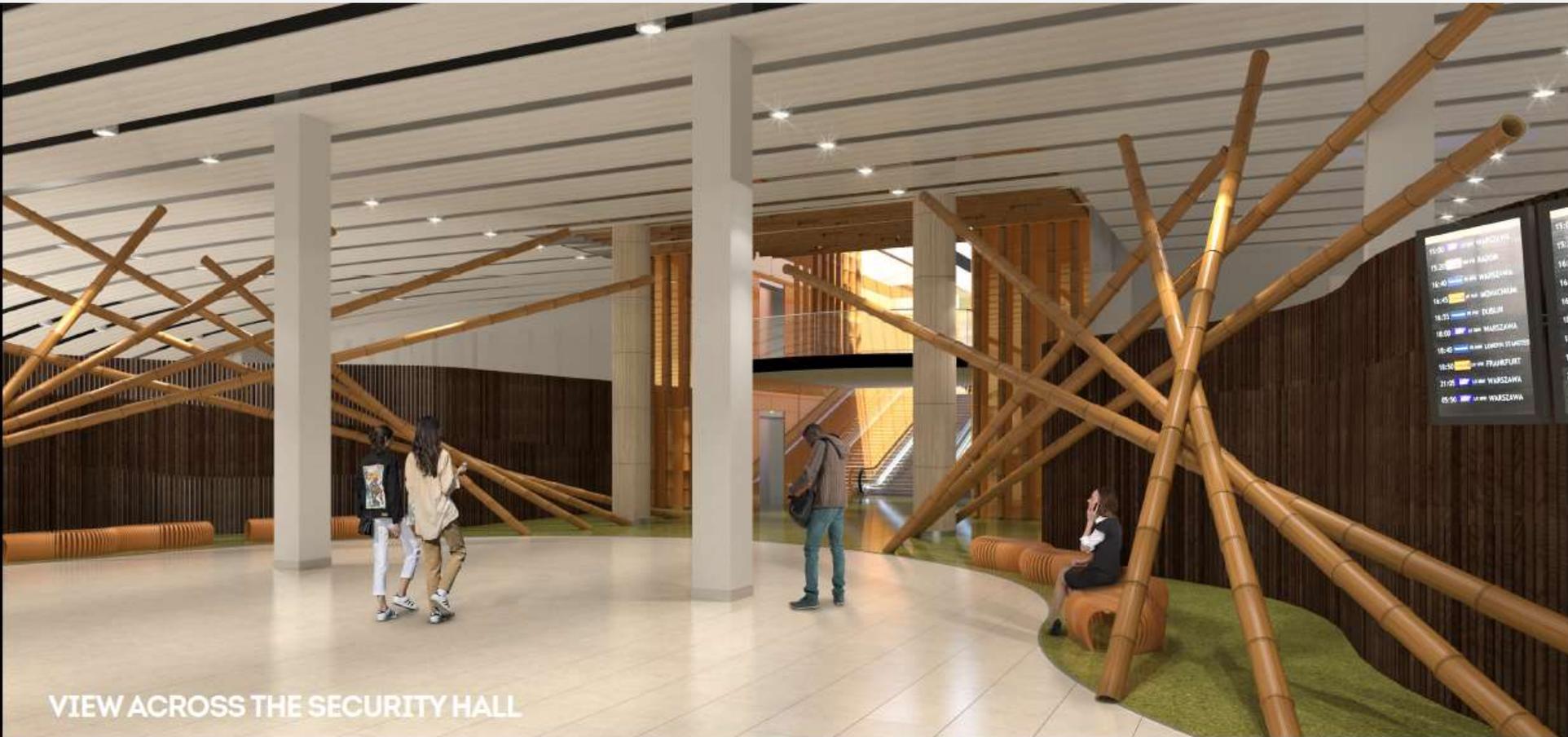


EXISTING CORAL COLUMNS



CAPTURING THE LAST GLIMPSE OF THE SEA

# Security



# Entrance to Departures Retail



# CENTRAL RETAIL



# FOOD COURT



# West Concourse



# Arrivals Journey



SIMPLE TIMBER INTERVENTIONS

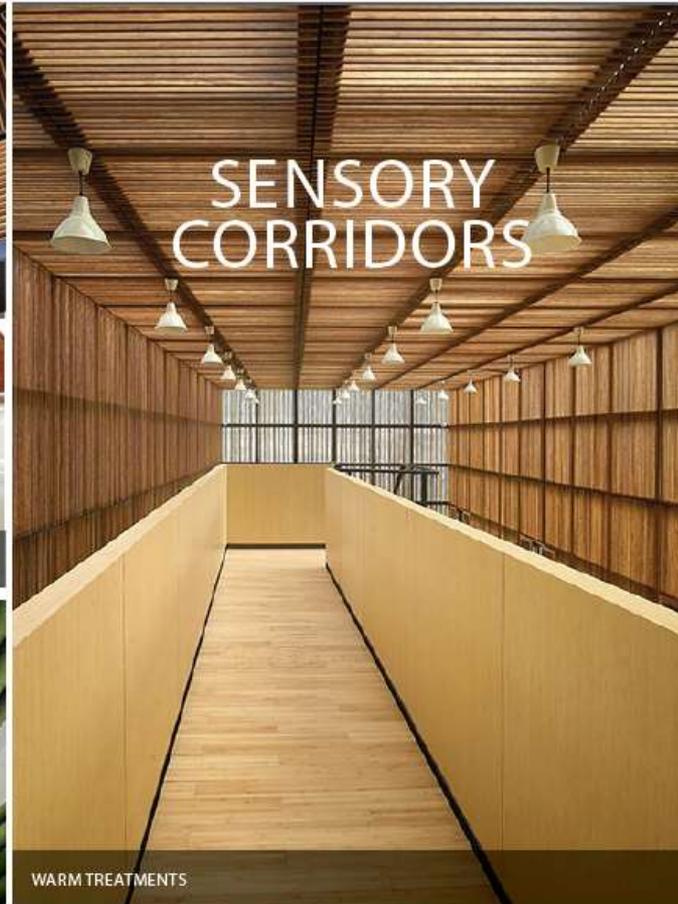


SCENTS

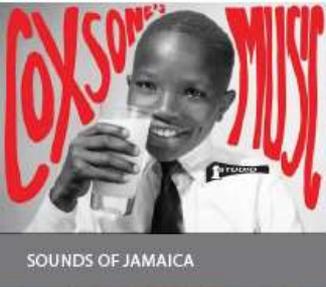
JAMAICAN HONEYSUCKLE



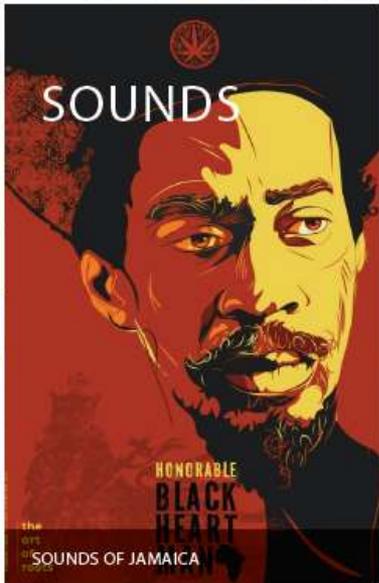
SIMPLE TIMBER PANELING



SENSORY  
CORRIDORS



SOUNDS OF JAMAICA



SOUNDS

SOUNDS OF JAMAICA



MONSOON ON SHEET ROOF



COCONUT AROMA



COFFEE AROMA



FEATURE ELEMENTS



SOUNDS OF JAMAICA

WARM TREATMENTS



# 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

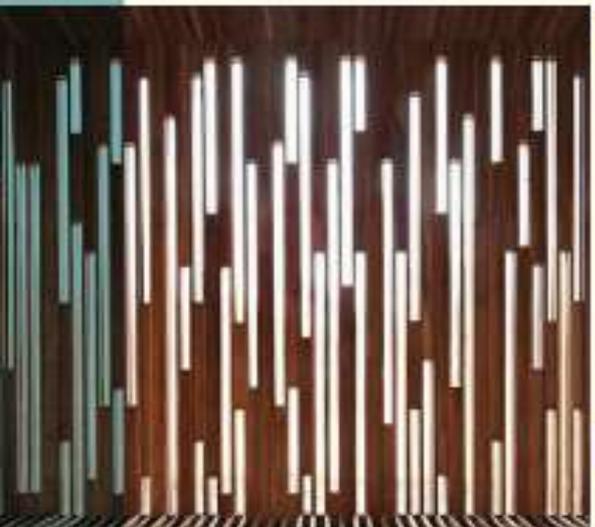
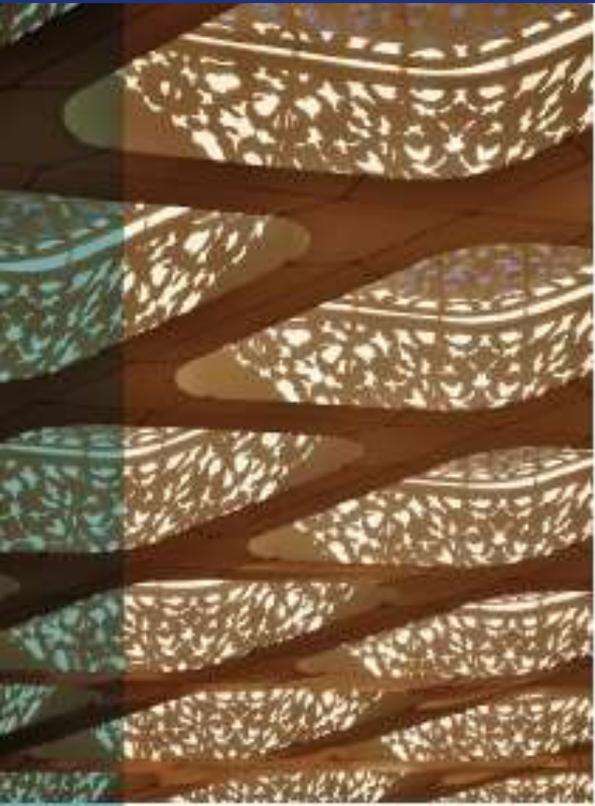
# STOREFRONT INSPIRATION



# SIGNAGE INSPIRATION



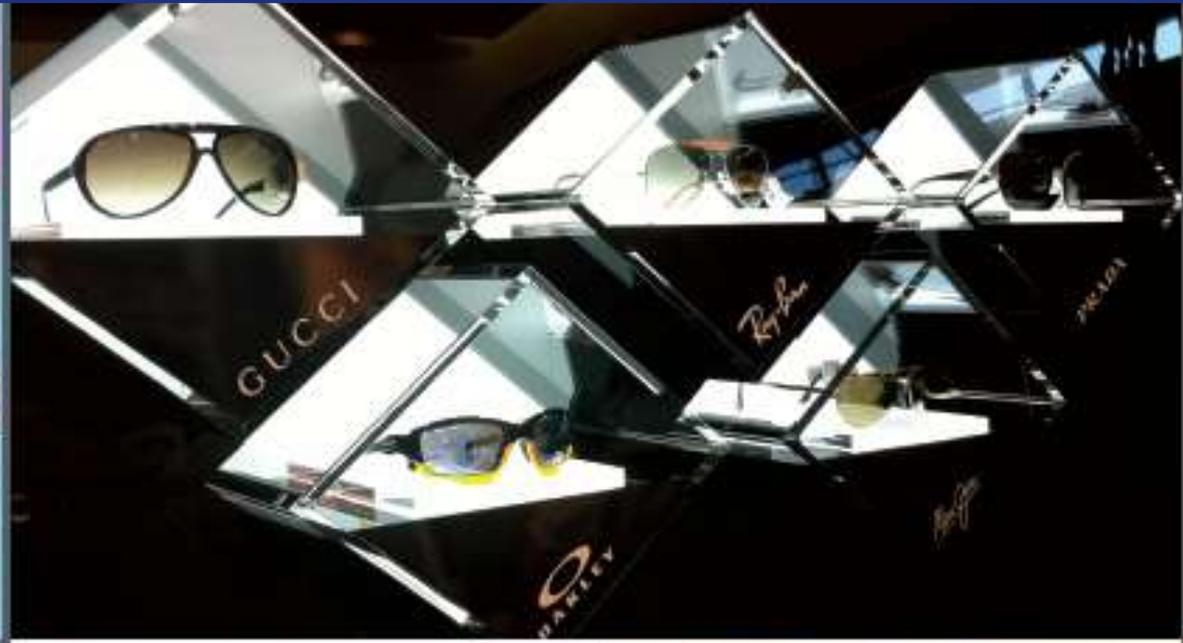
# LIGHTING INSPIRATION



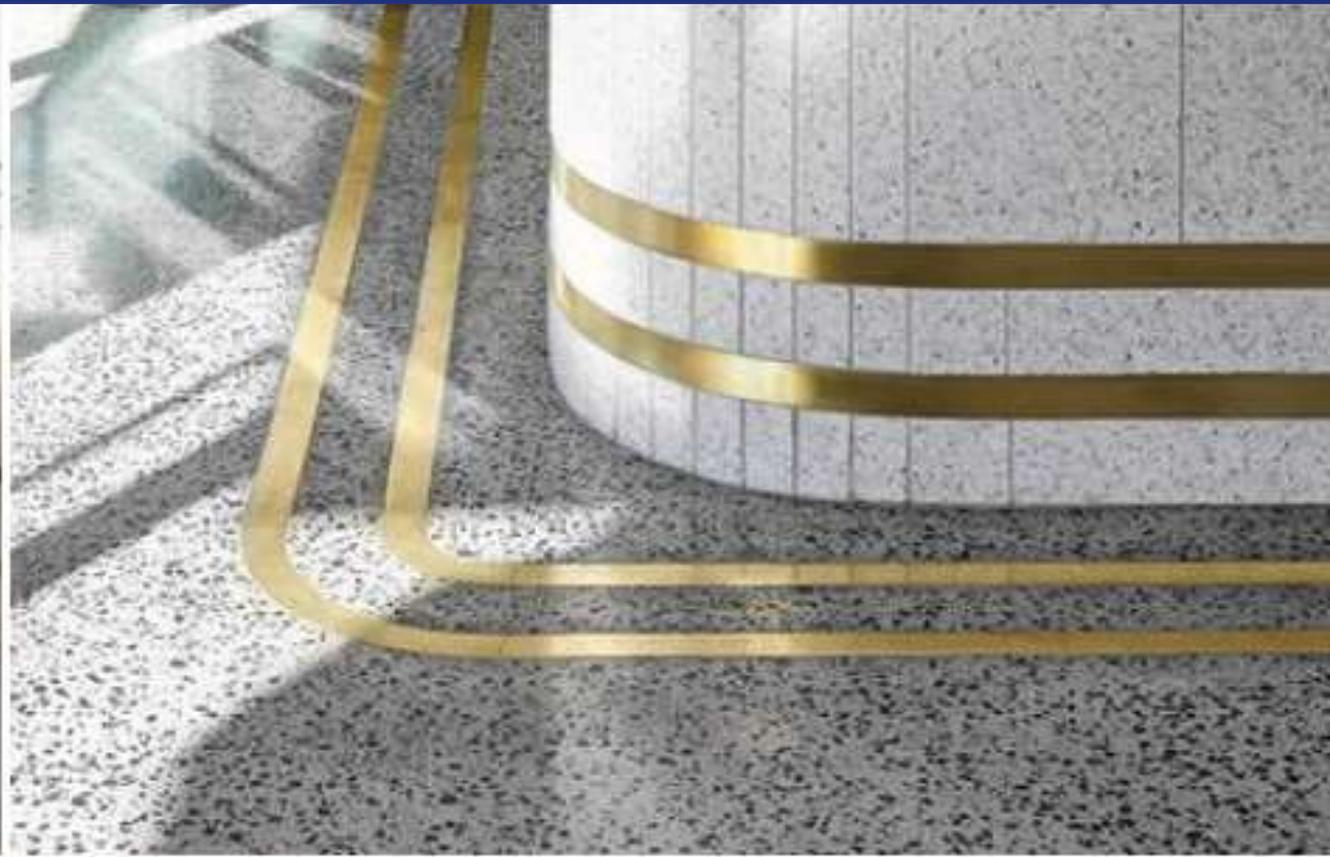
# MATERIALS INSPIRATION



# DISPLAY INSPIRATION



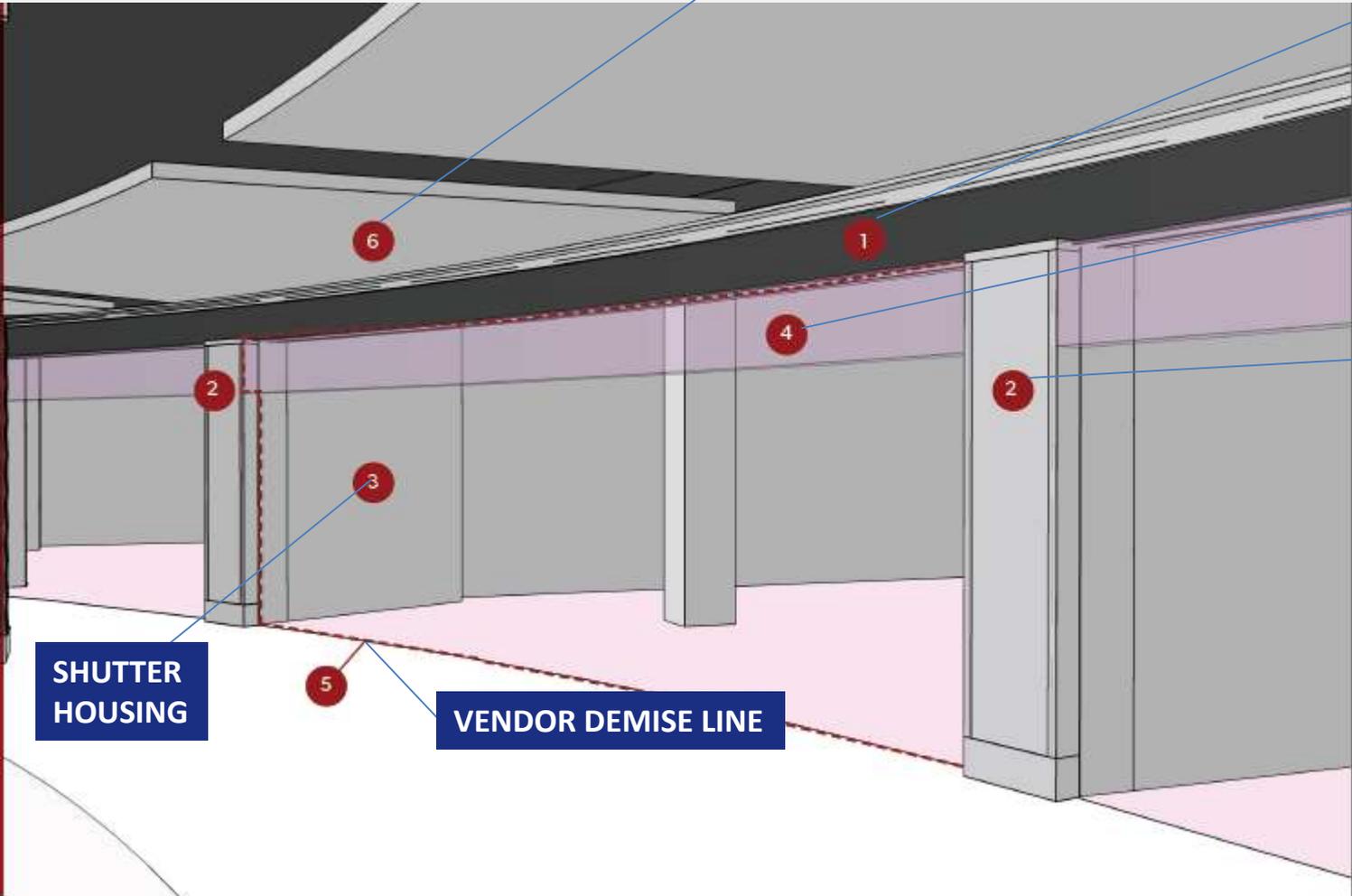
# INTEGRATION WITH TERMINAL DESIGN



## IN-LINE RETAIL



# IN-LINE RETAIL UNIT



**MBJ CEILING**

**MBJ FASCIA**

**SIGNAGE ZONE**

**MBJ PILASTER**

**SHUTTER HOUSING**

**VENDOR DEMISE LINE**



# 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

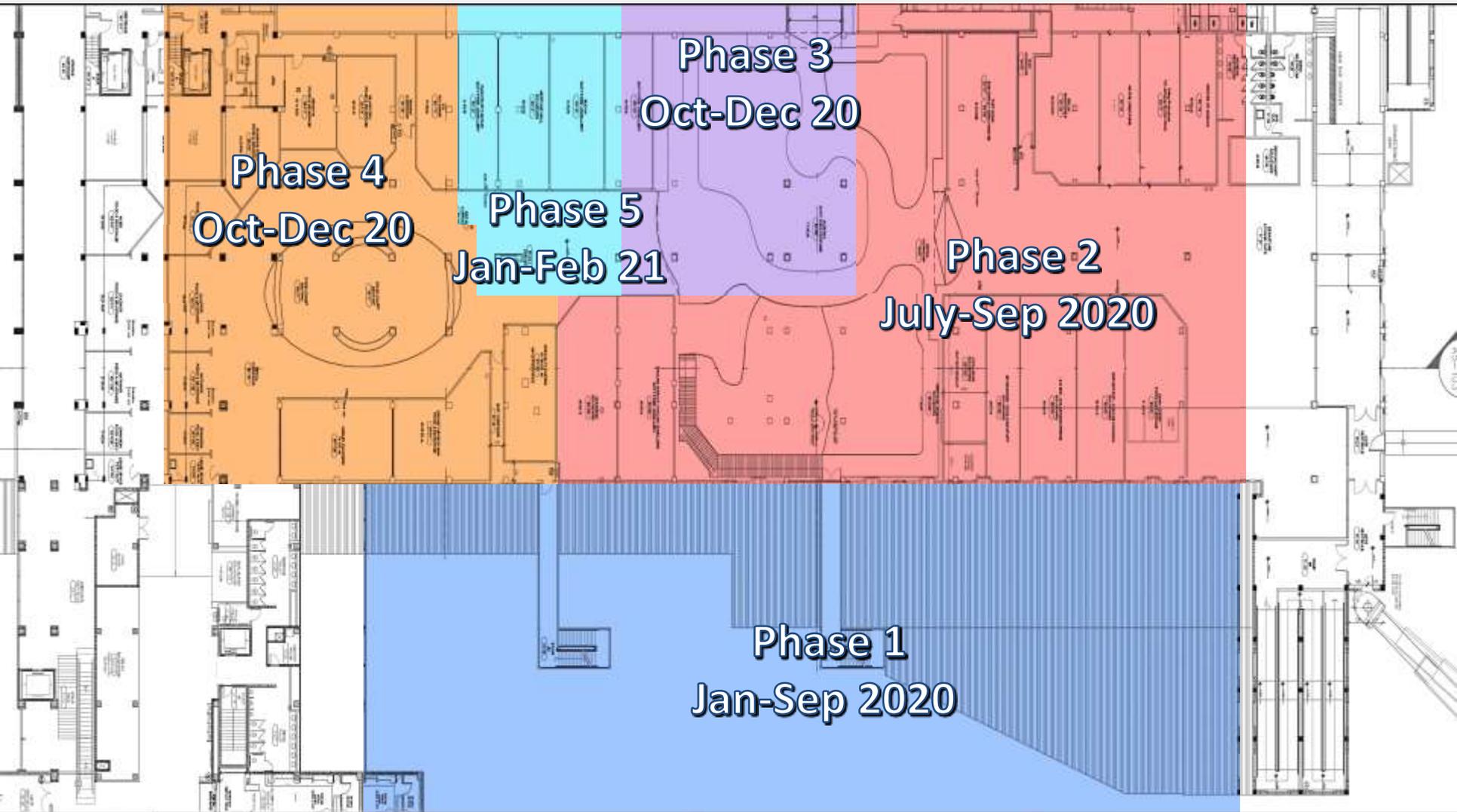
## **Stage 2 - Final Design Concept**

- The full package of design concept drawings will be submitted

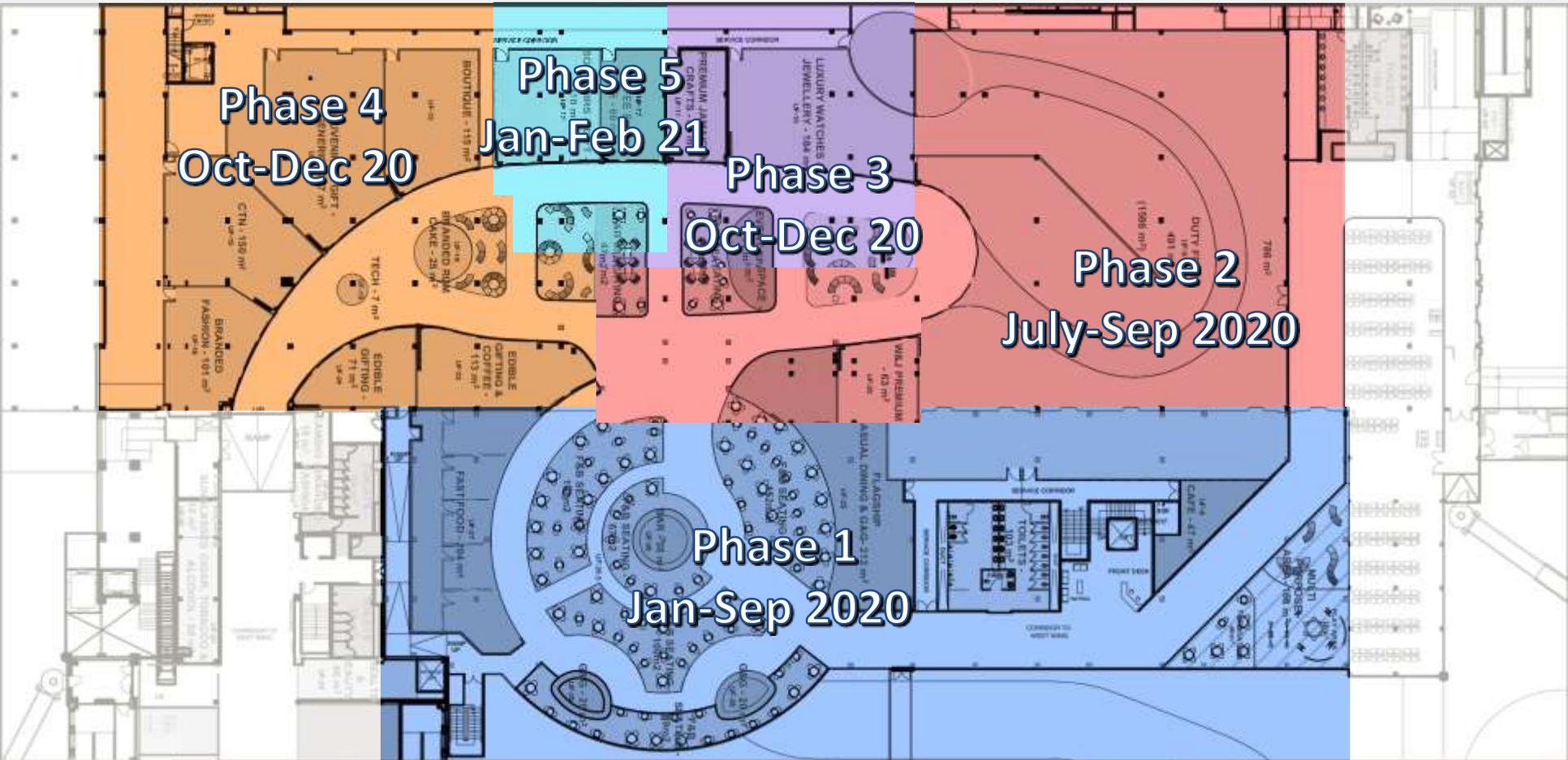
## **Stage 3 - Construction Drawings**

- A full set of construction drawings will be submitted

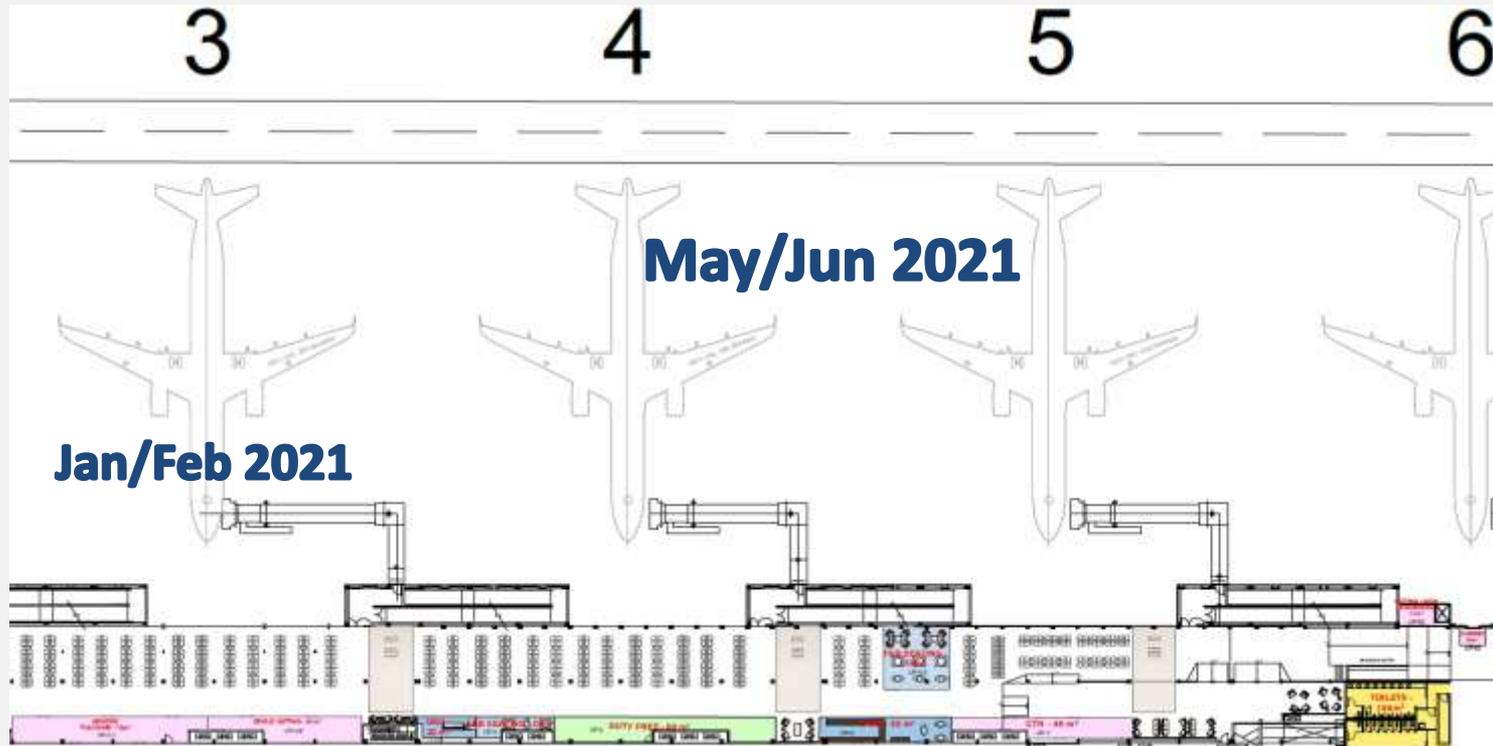
# Central Construction Phasing (Current)



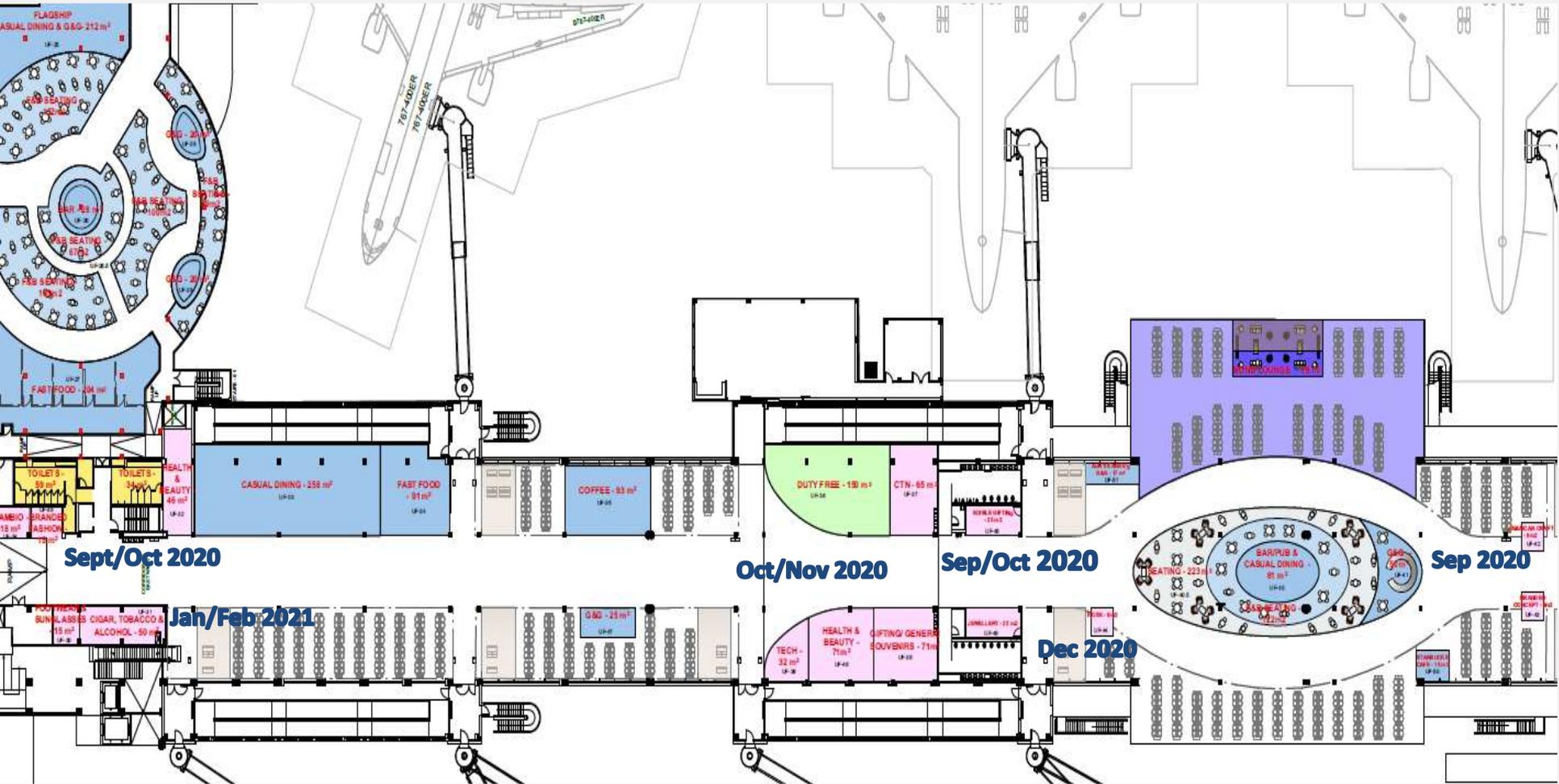
# Central Construction Phasing (New)



# West Construction Phasing



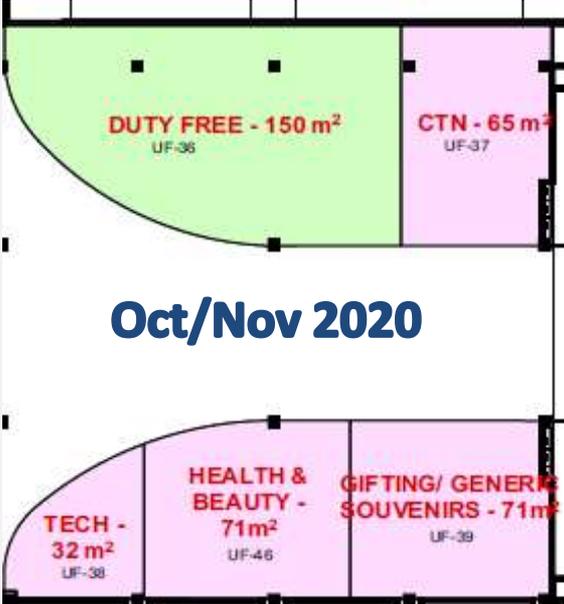
# East Concourse Phasing



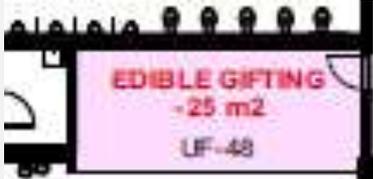
# East Construction Phasing



**Sept/Oct 2020**



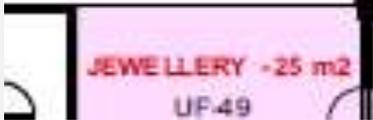
**Oct/Nov 2020**



**Sep/Oct 2020**



**Jan/Feb 2021**



**Dec 2020**



**Sep 2020**



# 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**

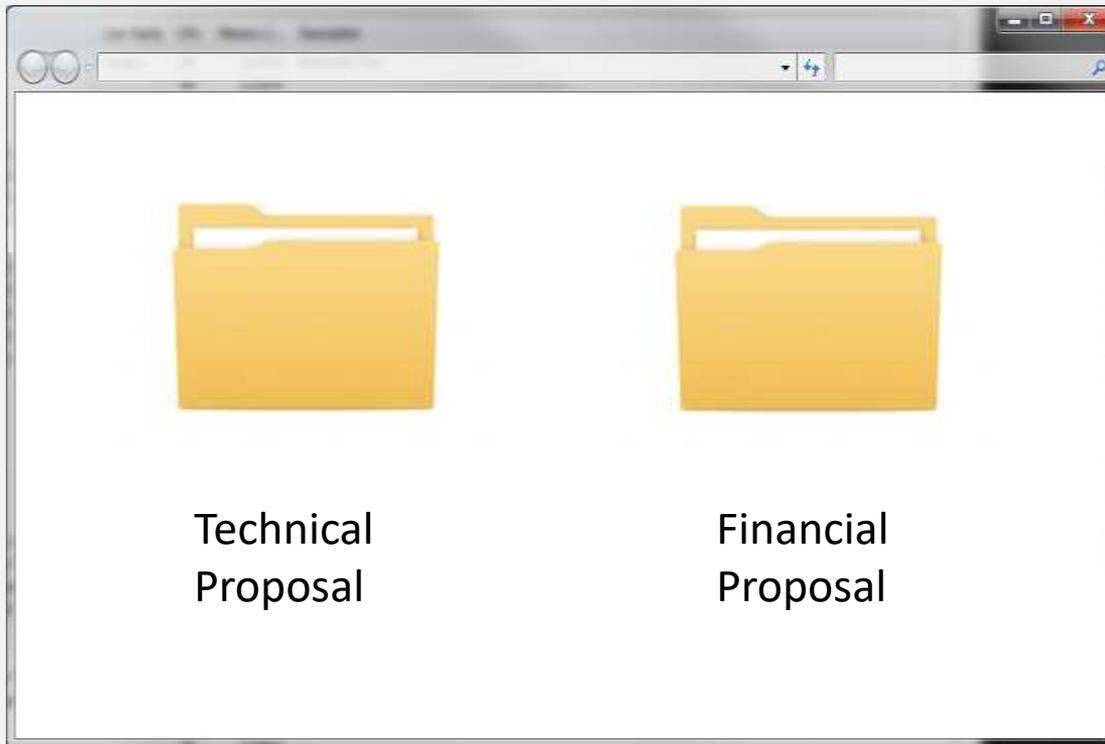
[BIDDER'S NAME]  
[BIDDER'S ADDRESS]

## **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

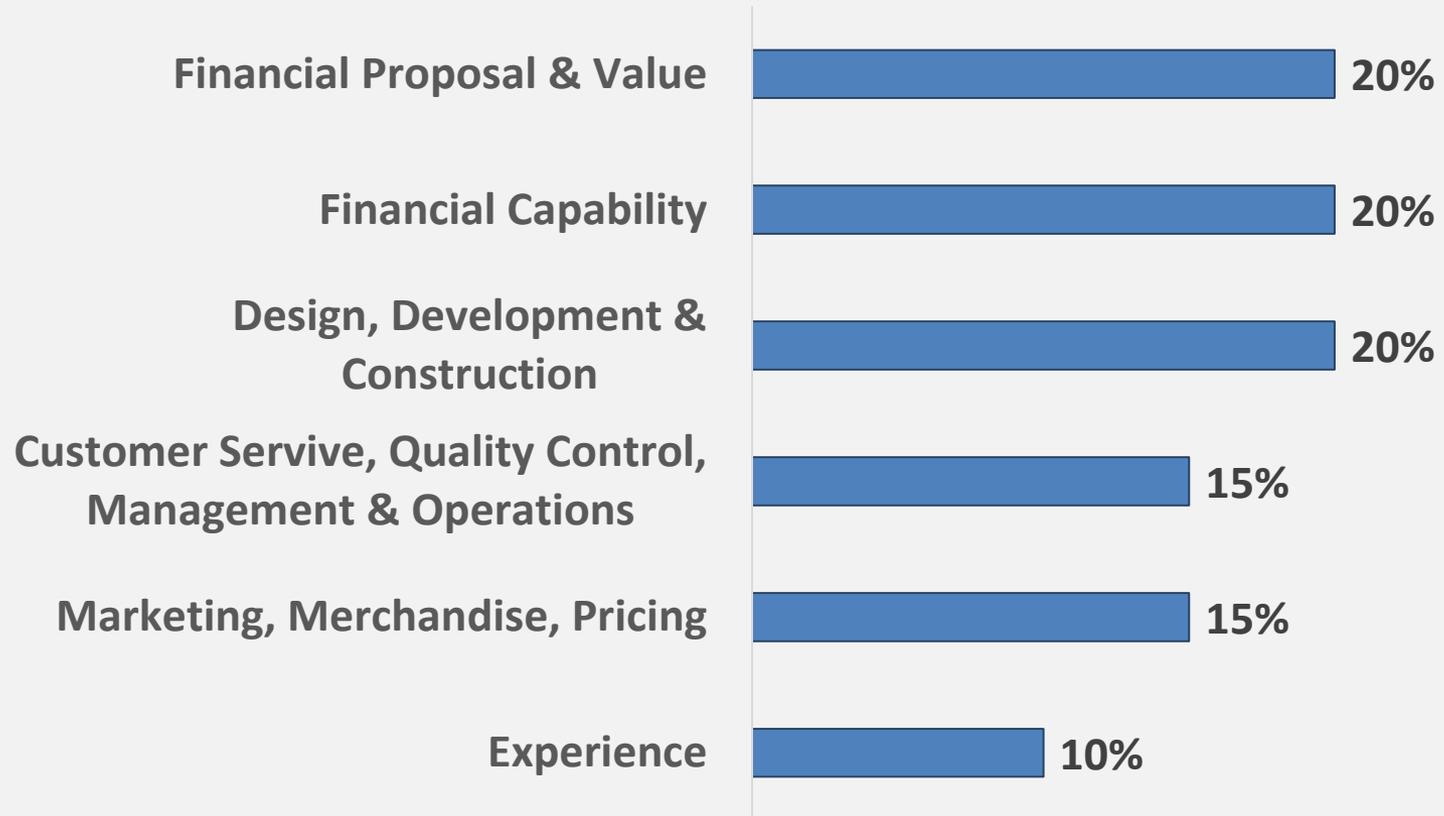
• USD 50,000

Kiosk

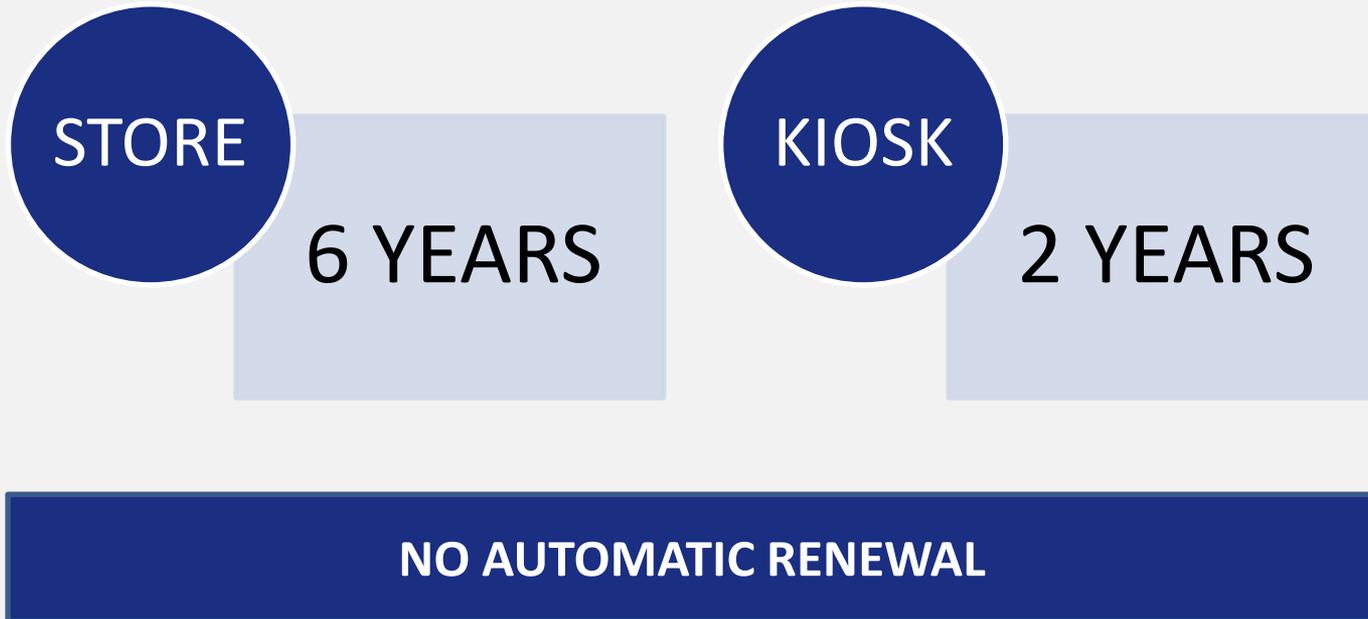
• USD 20,000

**To be submitted as part of Technical Proposal**

# Evaluation Criteria



# Basic Terms of License - Tenure



# 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 – 1<sup>st</sup> day of each month in USD
- Revenue = Higher of MAG or Percentage of Sales
- Percentage of Sales payable on 3<sup>rd</sup> 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](mailto:commercialrfp@mbjairport.com)**

**ALL INQUIRIES MUST BE DIRECTED TO EMAIL ABOVE.**

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



Thank You!