



PROPOSAL FORM

All information requested in this questionnaire must be furnished by the Proposer and **MUST** be submitted with the proposal. Statements must be complete, accurate and in the form requested. Omission, inaccuracy or misstatement may be cause for rejection of the proposal. **Additional sheets may be attached hereto as necessary.**

SECTION I - GENERAL INFORMATION

i. Proposer is submitting this qualifications questionnaire for the following concession operation:

ii. Name of applicant exactly as it would appear on the concession agreement if selected:

iii. Address of applicant for purposes of notice or other communication relative to the proposal:

iv. Telephone number of applicant: _____

Fax number of applicant: _____

Contact person: _____

v. Form of business entity (check one and complete the appropriate business entity statement that follows):

Partnership Corporation Joint Venture

Individual Limited Liability Company

a) If Proposer is a subsidiary state name of Parent Company. Caution: All information provided herein must be as to Proposer (subsidiary) and not as to parent company.

b) If a corporation is a partner of a proposing partnership or a member of a proposing joint venture, the corporation statement that follows must be completed in addition to the appropriate Proposer's business entity statement.



vi. Complete one of the four sections below: either A, B, C or D, depending upon the organization of the applicant firm.

A. INDIVIDUAL STATEMENT

If a Sole Proprietorship, furnish the following:

1. Name in Full: _____
2. Residence Address: _____
3. Business Address: _____
4. Date of Birth: _____
5. Place of Birth: _____
6. NIB Number: _____

B. PARTNERSHIP/LIMITED LIABILITY COMPANY STATEMENT

If a Partnership or Limited Liability Company, furnish the following:

1. Date of Organization: _____
2. Type of Partnership (check one):
 - General Partnership
 - Limited Partnership
 - Limited Liability Company
3. Has the Statement of Partnership been recorded? Yes No
4. If the answer to question 3 above is “yes”:

Date: _____ Book: _____ Page: _____

5. Attach and mark as “Exhibit S-1” a complete copy of the Partnership Agreement or the Certificate of Incorporation and the Memorandum and Articles of Association or equivalent documents (as applicable).



6. For each partner or shareholder, attach and mark as “Exhibit S-2” the following information:

- a) Name
- b) Residence Address
- c) Percentage of ownership
- d) Indicate if the partner is a general or limited partner
- e) Birth Date
- f) Place of Birth
- g) Copy of passport

C. CORPORATION STATEMENT

If a **Corporation**, furnish the following:

1. Date of Incorporation: _____

2. Place of Incorporation: _____

3. Is the Corporation Registered to do Business in The Bahamas? Yes No

3a. Type of Corporation (check one):

- Public
- Private
- Limited Liability Company

4. If the corporation is publicly held, how and where is the stock traded? _____

5. Provide the following information

	Authorized	Issued	Outstanding
Number of Voting Shares			
Number of Non-Voting Shares			
Number of Shareholders			

	Par	Book	Market
Value of Common Stock			



6. For each officer, director and principal shareholder (any shareholder owning more than 10% of any class of stock), attach and mark as "Exhibit C-1" the following information:

- a) Name
- b) Title
- c) Residence Address
- d) Number of Voting Shares
- e) Number of Nonvoting Shares
- f) Copy of passport

D. JOINT VENTURE STATEMENT

If a Joint Venture, furnish the following:

1 Date of Organization:

2 Has the Joint Venture done business before? Yes No

3. If the answer to question 2 above is "yes," attach and mark as "Exhibit JV-1" a description of the nature of the joint venture's prior business.

4. Attach and mark as "Exhibit JV-2" a complete copy of the Joint Venture Agreement.

1. For each Joint Venture partner, attach and mark as "Exhibit JV-3" the following information:

- a) Name
- b) Residence Address
- c) Percentage of ownership
- d) Birth Date
- e) Place of Birth
- f) Copy of passport or certificate of incorporation (as applicable)

vii. All Proposers must respond to the following questions:

- a) Have any leases or concession agreements held by the Proposer ever been cancelled?
Yes No

If yes, attach a description of the circumstances.



b) Has the Proposer ever been notified of a lease, concession or permit default by the landlord or lessor?

Yes No

If Yes, attach a description of the circumstances.

c) Has the Proposer ever been involved in litigation with the lessor of property leased by the Proposer?

Yes No

If yes, attach a description of the circumstances.

d) Has the Proposer and or any of its officers, or employees responsible for obtaining or administering a contract been convicted of any of the following:

- (i) criminal offense related to a public or private contract violation; or
- (ii) fraud or equivalent crimes which are indicative of a lack of business integrity

Yes No

If Yes, attach a description of the circumstances.

e) Has the Proposer or any principal or partner undertaken or participated in other business projects at LPIA?

Yes No If yes, indicate

DATE: _____

LOCATION: _____

SECTION II - FINANCIAL AND BACKGROUND DATA

1. Financial Information

a) Please provide a statement indicating how the proposed level of capital investment will be financed and how working capital needs will be met. Any person or entity providing a guarantee must provide a written statement indicating the level of commitment.



- b) Furnish a statement of income, balance sheet and statement of cash flow, including notes thereto, all reviewed by an independent Certified Public Accountant, and attested to by the Proposer's chief financial officer, in sufficient detail to show the Proposer's financial capability to undertake and complete all the obligations specified in the Agreement.

Said financial statements should be as of or for the period ending on the last day of your most recently completed fiscal year. A financial statement may be consolidated with that of a subsidiary or parent corporation as the case may be, but if consolidated with a parent corporation, the financial statement of the subsidiary shall be separately attested to by the chief financial officer of the subsidiary. A personal financial statement of an officer of a corporation shall not satisfy this requirement. If the Proposer is a recently formed entity, each participating member must submit their own financial documents, as required in the preceding paragraph.

2. Surety Information

Have you, or any entity you have had an ownership interest in, ever had a bond or surety cancelled or forfeited? Yes No

If yes, state the name of the bonding company, date, amount of bond and reason for such cancellation or forfeiture:

3. Bankruptcy Information. Have you, or any entity you have had an ownership interest in, ever filed a petition for bankruptcy, or been declared bankrupt or insolvent or had a receiver or liquidator appointed?

Yes No

4. Have you ever entered into an agreement with the NAD or the Airport Authority of The Bahamas?

Yes No

If yes, please explain:



5. Have you ever been sent a default notice concerning an agreement identified in question 4 above? Yes No

If yes, please explain:

6. Experience Statement. Please attach a detailed description of the nature and extent of the Proposer's experience. The following information must be included:

a. Number of years the Proposer has operated a Food & Beverage sales or related business.

b. Description of the Proposer's other operations or experience, including:

i. Number and type of other operations (fast food, specialty food, concession, etc.).

ii. Locations of current operations.

iii. Description of menu.

iv. Photographs of existing operations.

v. Organizational chart and description of the organization and or suborganization(s) which would have responsibility for the proposed airport operation. Include resumes of individual managing operators who will be assigned to the operations or job descriptions and level of experience that would be required of these individuals.

vi. Resumes of any persons owning more than a 10% share of the business.

vii. Give name, location and date of any of the Proposer's food and beverage concession agreements or leases that have been terminated within the past five years, either voluntarily or involuntarily, prior to the expiration of their term and also list any judgments terminating, or any pending lawsuits for the termination of, any food and beverage concession(s) or operating agreement(s) operated by Proposer within the past five (5) years.



viii. Gross revenues for the past 5 years, if the business has operated for at least 5 years or gross revenues for the amount of time the business has operated if less than 5 years.

ix. Other information which may be relevant in determining the nature and extent of the experience of the firm and its principals.

SECTION III - REFERENCES

On the following pages, list four persons or firms with whom Proposer has conducted financial transactions related to business operations during the past three years. At least two of the references named are to have knowledge of Proposer's debt repayment history and at least one should be an entity with whom the Proposer has a lease for an existing operation if any such reference exists.

Reference #1:

Name: _____

Title: _____

Firm: _____

Address: _____

Telephone: _____

Nature and magnitude of purchase, sale, loan, business association, etc.:

Reference #2:

Name: _____

Title: _____

Firm: _____

Address: _____

Telephone: _____

Nature and magnitude of purchase, sale, loan, business association, etc.:



Reference #3:

Name: _____
Title:
Firm: _____
Address: _____
Telephone: _____

Nature and magnitude of purchase, sale, loan, business association, etc.:

Reference #4:

Name: _____
Title: _____
Firm: _____
Address: _____
Telephone: _____

Nature and magnitude of purchase, sale, loan, business association, etc.:

