



**Request For Proposals (RFP)**  
**FOOD AND BEVERAGE CONCESSION**  
**LYNDEN PINDLING INTERNATIONAL AIRPORT**

Nassau Airport Development Company (NAD), the operator of the Lynden Pindling International Airport is interested in attracting experienced, enthusiastic and imaginative operators for a prime food and beverage concession. Proponents must be capable of designing, financing and operating an internationally branded concession located post-security in the United States Departures Terminal of the airport.

**Interested proponents are asked to provide:**

1. A written proposal outlining the proposed concept and brand; operations and management plan; and the menu and marketing plan
2. A financial offer that includes a revenue share model with NAD including minimum annual guarantees
3. Projected 5-year Pro-forma Statements
4. List of food and beverage outlets and their square footage owned and operated by the proponent along with years of business experience
5. Confirmation that the proponent has the capacity to build-out at least 625 square feet of food and beverage space at B\$200.00 per square foot in the airports most prime food and beverage location.

**Minimum Qualifications:**

1. 5 to 10 years experience as a food and beverage operator

**NAD's Goals and Objectives are to:**

1. Achieve a high standard of excellence and customer service
2. Offer a food and beverage option that will appeal to the complete spectrum of passengers served by the airport

A detailed **RFP Document** for the above is available for distribution to qualified and interested parties via email by contacting:

Mr. Dexter Bodie, Manager  
Commercial Business Development  
**LPIARFP@nas.bs**

**Pre-submission Meeting & Tour:**

Tuesday, June 18, 2019 or Wednesday, June 19, 2019, 4:00 p.m.

NAD Boardroom

Lynden Pindling International Airport

RSVP By Friday, June 14, 2019

Request for Proposal Due Date: **Friday, July 26, 2019, 3:00 p.m.**