



LYNDEN PINDLING
INTERNATIONAL AIRPORT
NASSAU, THE BAHAMAS

HOTEL

DEVELOPMENT OPPORTUNITY

REQUEST FOR EXPRESSIONS OF INTEREST (RFEOI)

MAY 01, 2025





CONTACT DETAILS

**Commercial Development Department
Nassau Airport Development Company Ltd.**

International Arrivals Terminal
3rd Floor
Lynden Pindling International Airport
Windsor Field Road
Nassau, The Bahamas

Email: LPIAEOI@nas.bs

REPRESENTATION

As operators of Lynden Pindling International Airport (LPIA), Nassau Airport Development Company (NAD) is seeking Expressions of Interest (EOIs) from Proponents to design, build, finance and operate a hotel development within LPIA's Gateway District.

RESERVATION OF RIGHTS

NAD expressly reserves the right, in its sole and absolute discretion, to reject any and all expressions of interest, submissions, offers, or proposals, and to terminate discussions with any party, at any time, or to extend the deadline set forth in the schedule presented in this RFEOI.

COMMUNICATION

All communications, inquiries, and other questions should be addressed to NAD Commercial Development Department via email noted above.

NAD will only accept written enquiries related to this RFEOI.

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OVERVIEW

THE OPPORTUNITY



OVERVIEW

THE OPPORTUNITY

LPIA is the primary international gateway to The Bahamas and the fourth busiest airport in the Caribbean.

As operators of LPIA, **NAD and Vantage Group** have embarked on an ambitious **Landside Development Master Plan and Strategy (LDMS)** for LPIA's properties to stimulate economic development; create sustainable revenue streams for the airport; grow airport operations and create an "iconic gateway experience".

The LDMS supports the airport's overall aviation mission by planning strategic commercial development of non-aviation land and optimizing LPIA's competitive advantage and connectivity.

The LDMS proposes a mix of land uses that would achieve a harmonious, sustainable airport offering, with places to stay, work, learn, and be entertained.

LPIA's Gateway District establishes the heart of the LDMS, providing the **"first and last experience"** of arrival and departure to LPIA, Nassau/Paradise Island, and the Bahamian Family Islands.

Within this dynamic Gateway District, NAD is seeking EOIs from qualified Proponents to design, build, finance, and operate a hotel development. Accordingly, this LPIA Request for Expressions of Interest (RFEIs) highlights hospitality opportunities, describes the desired project for a hotel development within LPIA's Gateway District, and provides submittal instructions.

Eoi submissions will be evaluated by NAD, who will then shortlist Proponents. Shortlisted Proponents will be invited to submit detailed proposals, NAD will then select the Preferred Proponents and enter into negotiations.

NAD welcomes EOIs from sole developers, investors, and operators or a consortium or joint venture of developers, investors, and operators. In submitting a response, Proponents shall be responsible for all costs, including for preparation of a response, and costs incurred for attending potential interviews and meetings. Proponents agree not to seek reimbursement for such costs from NAD.



02

ABOUT

LPIA & NAD



ABOUT

LPIA & NAD

NAD, the company that manages and operates LPIA, is a Bahamian company, owned by the Government of The Bahamas and managed by Vantage Group, making LPIA part of Vantage Group's worldwide network.

Vantage Group is a leading investor, developer, and manager of airports and transportation infrastructure around the world.

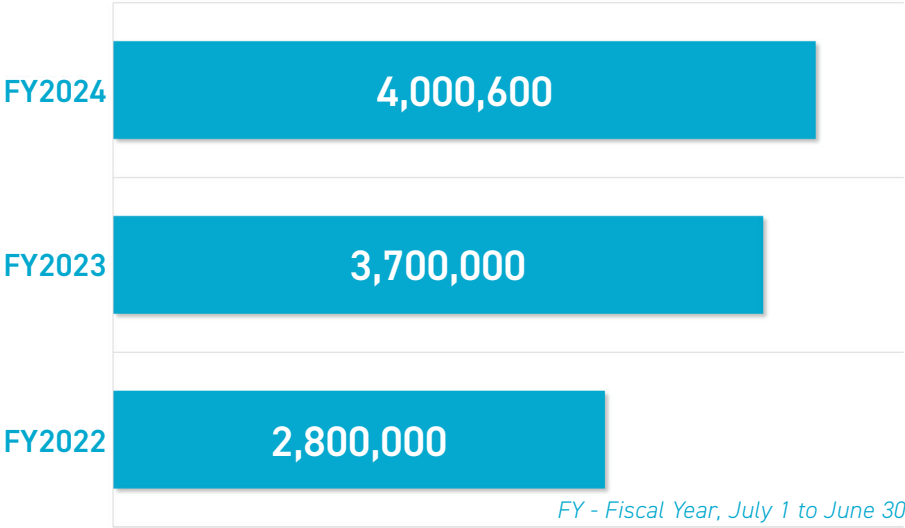
NAD is responsible for LPIA's revenue-generating and commercial development projects, as well as the airport's infrastructure including parking, terminals, the airside system, runways, and taxiways.

As a private company, NAD receives no government guarantees or grants and is a self-sustaining, commercial entity based on international best practices.

In the past 18 years of operating LPIA, NAD has invested **over \$410 million to transform it into a world-class, award-winning airport.**

NAD supports the overall aviation mission of LPIA by securing sustainable and economically beneficial development of LPIA's non-aviation properties. NAD's planned development of the LPIA Gateway District captures market opportunities, while optimizing the flow of airport stakeholders through the LPIA Gateway District.

LPIA PASSENGER NUMBERS



PASSENGERS
IN FY2024



FY2024 YOY
INCREASE IN PASSENGER
NUMBERS ACROSS ALL
DESTINATION SECTORS

NAD'S

VISION

No Ordinary Airport
Exceptional Service
Motivated People
Uniquely Bahamian

NAD'S

MISSION

“ *To operate a safe, region-leading airport focused on offering quality customer experiences, while incorporating our local sense of place, embracing diverse commercial opportunities and investing in the continued development of our team members.* **”**





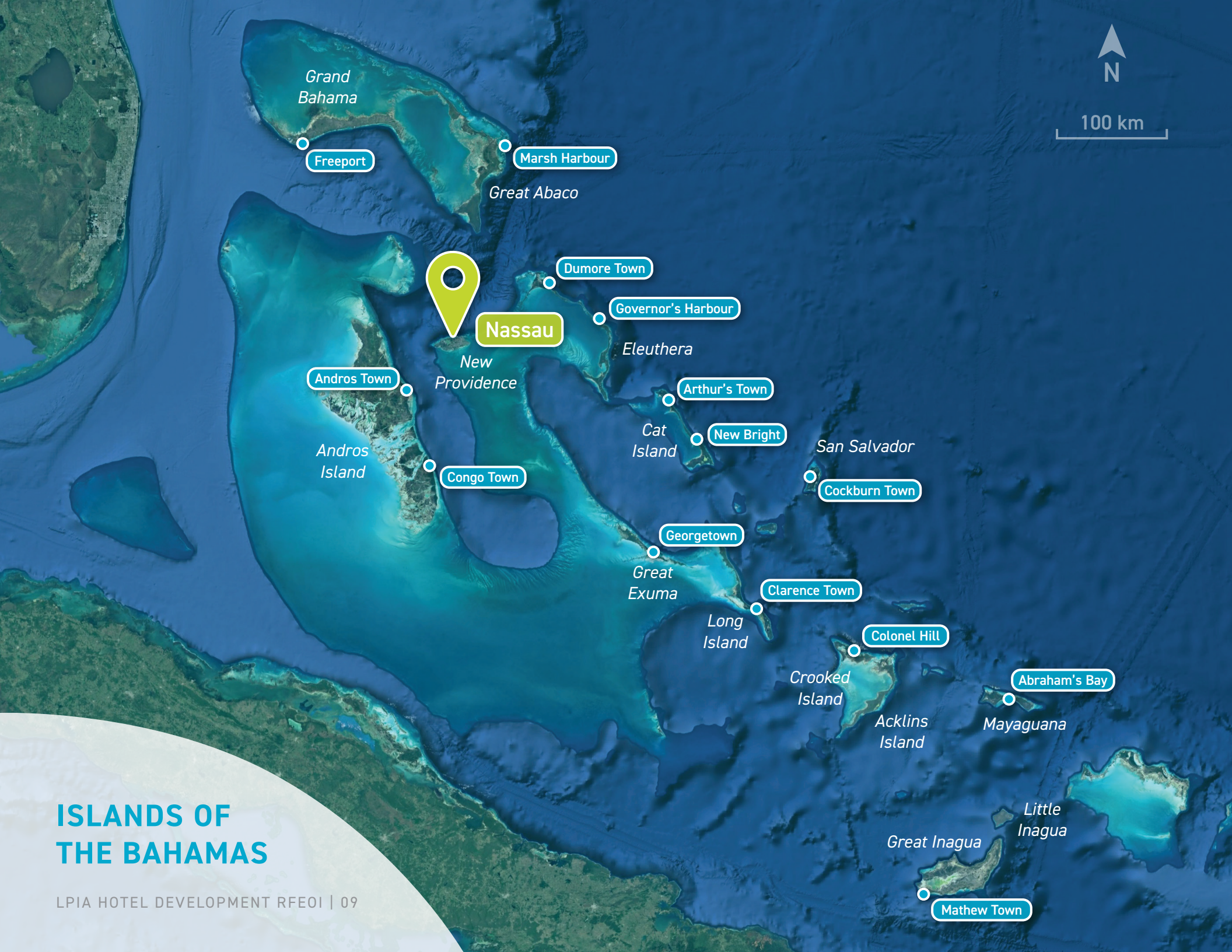
03

DEVELOPMENT

OPPORTUNITY







100 km

Grand Bahama

Freeport

Marsh Harbour

Great Abaco



Nassau

Dumore Town

Governor's Harbour

Eleuthera

New Providence

Andros Town

Andros Island

Congo Town

Arthur's Town

Cat Island

New Bright

San Salvador

Cockburn Town

Georgetown

Great Exuma

Clarence Town

Long Island

Colonel Hill

Crooked Island

Acklins Island

Abraham's Bay

Mayaguana

Great Inagua

Little Inagua

Mathew Town

ISLANDS OF THE BAHAMAS

THE BAHAMAS

A GROWING ECONOMY

POPULATION NEXUS OF THE BAHAMAS

LPiA is located in Nassau, on New Providence island, the most populated island in The Bahamas. Nassau serves as the capital and largest city in The Bahamas featuring the following highlights:



NASSAU
POPULATION OF
OVER 316,000



BAHAMIANS
LIVING IN
NASSAU

GROWING TOURISM

Nassau is the major economic hub in The Bahamas, attracting business and investment from all over the world.

Tourism continues to be the cornerstone of The Bahamian economy, accounting for 70% of The Bahamas' GDP, both directly and indirectly, and providing employment for over half of the country's workforce.

Recovery from COVID-19 has been strong, as evidenced by the quick rebound in tourist arrivals. In 2023, The Bahamas welcomed over **9.7 million air and sea visitors**, a record-breaking number that continued to grow to **11.2 million in 2024**.

GATEWAY TO THE BAHAMIAN FAMILY ISLANDS

Nassau plays a crucial role in the tourism economy as the primary gateway to the Islands of The Bahamas, and home to a cluster of luxury resorts, stunning beaches and vibrant nightlife. Paradise Island is also home to luxury resorts and is connected to Nassau by bridge, making the twin destination Nassau/Paradise Island.

FAVOURABLE BUSINESS ENVIRONMENT

National economic initiatives foster a favourable environment for foreign direct investment, particularly within the tourism industry.

The **Hotel Encouragement Act** incentivizes the construction of hotels in The Bahamas by providing for certain concessions and tax exemptions.

Nassau is also a leading offshore financial centre, with strong numbers of business travellers through LPiA.

LPIA - GATEWAY

TO THE BAHAMAS

GATEWAY TO THE BAHAMAS AND THE CARIBBEAN

LPIA is the primary international gateway to The Bahamas and the fourth largest airport in the Caribbean, playing a vital role in connecting The Bahamas with the rest of the world.

LPIA'S GROWING CONNECTIVITY

LPIA reached a record number of **4.06 million passengers in FY2024**, surpassing the pre-COVID-19 pandemic record set in 2019 and representing a **9.3% YOY increase across all destinations – US, International (Non-US), and Domestic**.

Passenger numbers are expected to continue to grow, with airlines increasing seat capacity and expanding seasonal routes due to increasing demand from travellers.

LPIA primarily serves the US tourist market, with around **70% of traffic to/from North America**.

AIR HUB OF THE BAHAMAS

LPIA serves as the hub airport for neighbouring Bahamian islands, as a key transfer point, solidly representing **20% of LPIA's passenger traffic**.

23 commercial airlines provide scheduled and charter service to **55 domestic and international destinations**.

LPIA is also the Bahamian hub for Corporate and General Aviation, with Fixed Base Operator (FBO) support facilities to accommodate this segment.

The average **length of stay for origin and destination stopover visitors reached a strong 6.6 nights in 2024**, indicating not only a preference for longer vacations, but also the sustained appeal of Nassau/Paradise Island as a premier travel destination.



5 km



Atlantis
Paradise Island

Nassau Cruise Port

Sandyport

Baha Mar

The Caves

Nassau
(Capital City)

Paradise
Island

LPIA

Lyford Cay

New Providence

Albany Resort

NEW PROVIDENCE



LPIA - GATEWAY

TO THE BAHAMAS

LPIA CONTRIBUTES SIGNIFICANTLY TO THE BAHAMIAN ECONOMY, INCLUDING:

- Providing for over 3,690 direct jobs.
- Contributing over \$130 million in direct GDP.
- Generating annual operational revenues over \$100 million.



4+ MILLION
PASSENGERS PER YEAR



FY2024
RECORD PASSENGER GROWTH



\$119+ MILLION
OPERATIONAL REVENUE FY2024



DESTINATIONS
INTERNATIONAL AND DOMESTIC



INTERNATIONAL
AIRLINE SEAT CAPACITY GROWTH, FY2019 - FY2024



COMMERCIAL
AIRLINES

MARKET OPPORTUNITY

FAST GROWING WEST SIDE

GROWING AND UNDERSERVED WEST SIDE

Nassau's economy is showing strong recovery, supported by a robust tourism sector and favorable investment conditions. **Employment has increased by 4%**, and visitor numbers continue to rise.

Longer-term, The Bahamas' strategic fiscal policies, including tax relief measures, continue to make the country an attractive destination for investment.

The West Side of New Providence is rapidly growing with several new mixed-use real estate developments evolving in proximity to LPIA, shifting the critical mass of the island's infrastructure investment towards the airport.

There is strong demand for commercial and industrial properties on the island, particularly in prime locations on the West Side with good connectivity and infrastructure.

LPIA OFFERS STRONG INTERCEPTING LOCATION

LPIA's highly competitive and connected location benefits from strong visibility and exposure to John F Kennedy Drive/Windsor Field Road, the main east-west arterial road connecting the West Side with Nassau and the rest of New Providence, with significant daily traffic numbers of local, business, and tourism flow.



FAST GROWING WEST
SIDE IS UNDERSERVED



LPIA ON PRIMARY ROUTE
CONNECTING NASSAU
TO THE WEST SIDE



STRONG HOTEL
MARKET OPPORTUNITY



HOTEL ADR (AVG DAILY RATE)
INCREASE FROM 2023 TO 2024



WEST SIDE OF NEW PROVIDENCE



HOTEL

MARKET OPPORTUNITY

STRONG HOTEL MARKET OPPORTUNITY



There is a **significant lack of hotel room supply** in the New Providence market driven by a shortage of new hotel products and lack of pipeline projects, particularly on the West Side of the island. The market continues to be affected by the **loss of approximately 1,200 of its 10,000 hotel rooms** due to closures and demolitions following the COVID-19 pandemic.



This shortfall in supply is coupled with **rising demand with healthy and growing tourism levels**, continuing to see year-on-year increases.



Growing hotel demand is reflected by the recorded **March 2024 Average Daily Rate peak of \$592.06**, representing a 9% increase from previous years.



Occupancy rates have also climbed, **reaching 72.1% in 2023 on average**, with some hotels reaching **95% in Easter 2024 and similar occupancy levels in Easter 2025**.



The current hotel inventory market is heavily focused on luxury waterfront resorts, leaving gaps for business travellers, mid-budget travellers, and Bahamian Family Island residents.

Addressing these customer segments represents a strong **opportunity for a new hotel development within LPIA's Gateway District**.

DEVELOPMENT OPPORTUNITY

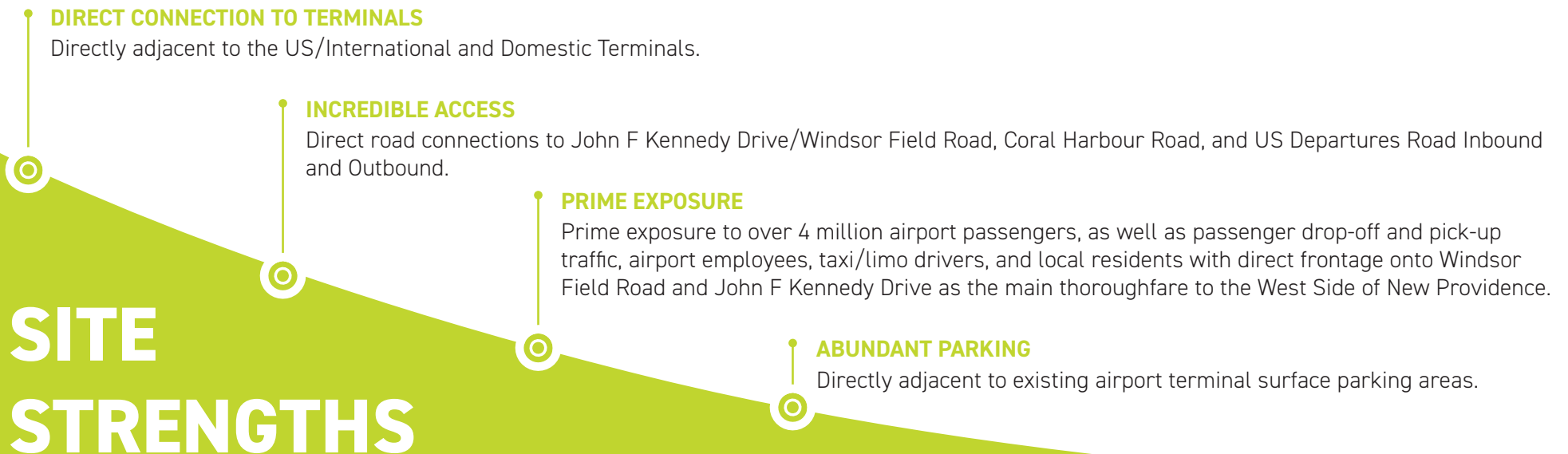
LPIA GATEWAY DISTRICT

The **LPIA Gateway District** is situated at the entrance to LPIA, enjoying strong visibility and exposure to **John F Kennedy Drive and Windsor Field Road**, the arterial roads at the centre of New Providence connecting Nassau with the growing West Side. **Three existing roads with traffic circle intersections off John F Kennedy Drive/Windsor Field Road** provide direct access into the LPIA Gateway District at Coral Harbour Road, US Departures Road Inbound, and US Departures Road Outbound.

Within the overall LDMS, retail and office developments are planned to create a vibrant hub at this strategic gateway to not only LPIA, but the entire West Side of New Providence.

The LPIA Gateway District is already anchored by the Shell Service Station at Coral Harbour Road and John F Kennedy Drive, with the highest-grossing gas station sales in The Bahamas. Proposed development at the LPIA Gateway District will optimize LPIA's focal point as a **Service Hub** for local residents, Bahamians, and tourists.

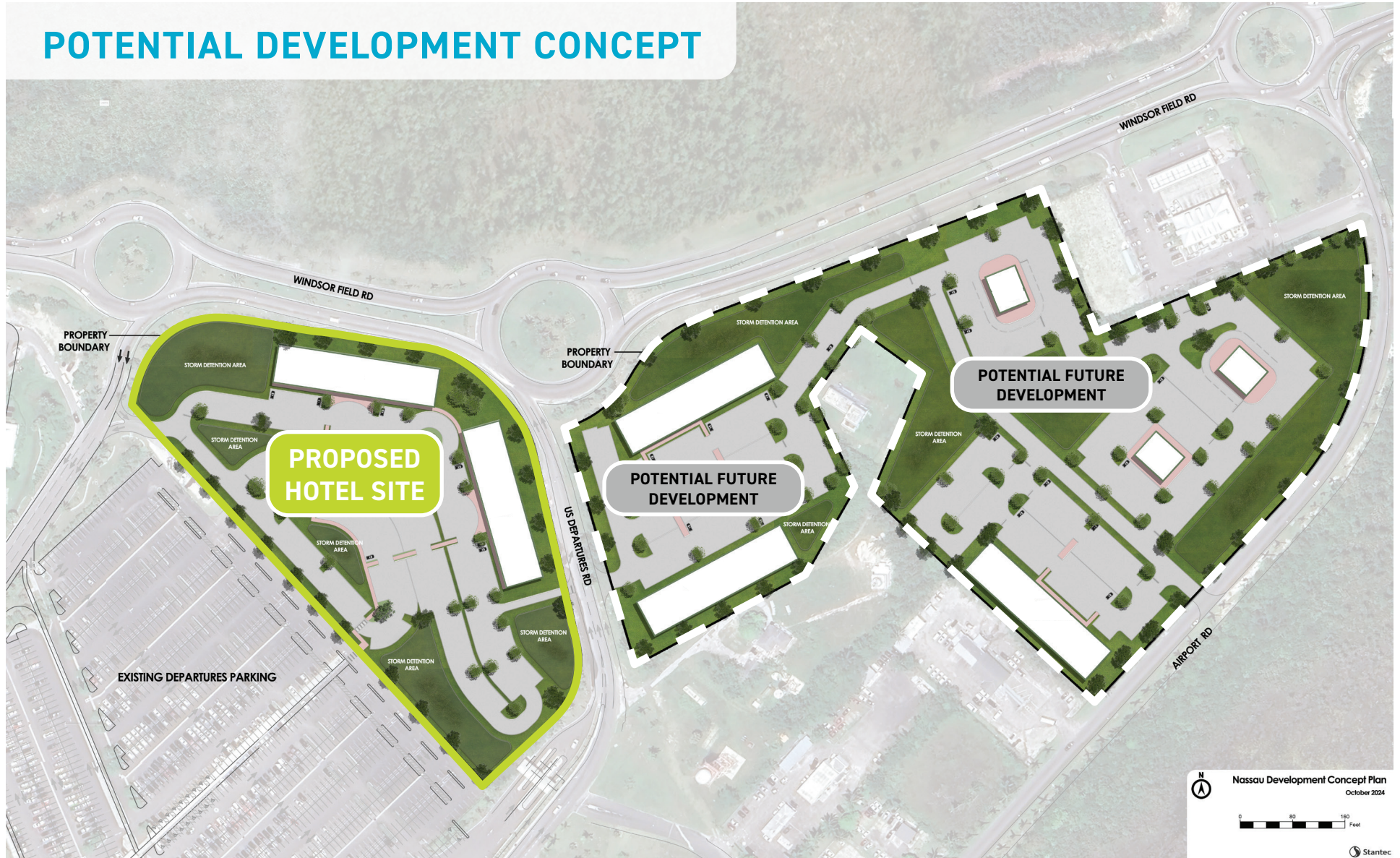
Proposed development in the LPIA Gateway District includes a mix of **Hotel, Food and Beverage, and Office uses**. The development areas are predominantly flat, graded, and benefit from the presence of existing trunk access roads and infrastructure.





Google Earth

POTENTIAL DEVELOPMENT CONCEPT



DEVELOPMENT OPPORTUNITY

LPIA GATEWAY DISTRICT

LPIA GATEWAY DISTRICT DEVELOPMENT PROGRAM

The LPIA Gateway District is envisioned as a **dynamic mixed-use hub** that combines convenient hotel accommodations, modern office spaces, and a vibrant selection of food and beverage offerings. This development aims to serve as a premier destination for both airport passengers and local residents, creating a lively service-focused environment that enhances connectivity, convenience, and community engagement.

The table below details **anticipated development at the hotel site**, as well as potential future development of surrounding office and food and beverage locations. The development program and development concepts illustrated are intended to showcase potential development across the LPIA Gateway District. However, NAD welcomes expressions of interest for the hotel site across one or two buildings.

| LPIA GATEWAY DISTRICT HOTEL DEVELOPMENT PROGRAM | | | |
|--|-----------|--|--------------------------|
| Development Use | Site Size | Desired Development Program | Estimated Parking Stalls |
| Hotel | 5.0 Acres | 240 Rooms across 120,000SF in one or two buildings | 280 |
| POTENTIAL FUTURE DEVELOPMENT | | | |
| Office | 7.0 Acres | 3 Office Buildings | 320 |
| Food & Beverage | 4.4 Acres | 3 Restaurants | 200 |

LPIA GATEWAY DISTRICT

ILLUSTRATIVE CONCEPT

View looking northeast towards Nassau



These concepts are intended for illustrative purposes only, to showcase the potential development of the LPIA Gateway District. NAD welcomes expressions of interest for the hotel development across one or two buildings on the site.

LPIA GATEWAY DISTRICT

ILLUSTRATIVE CONCEPT



These concepts are intended for illustrative purposes only, to showcase the potential development of the LPIA Gateway District. NAD welcomes expressions of interest for the hotel development across one or two buildings on the site.

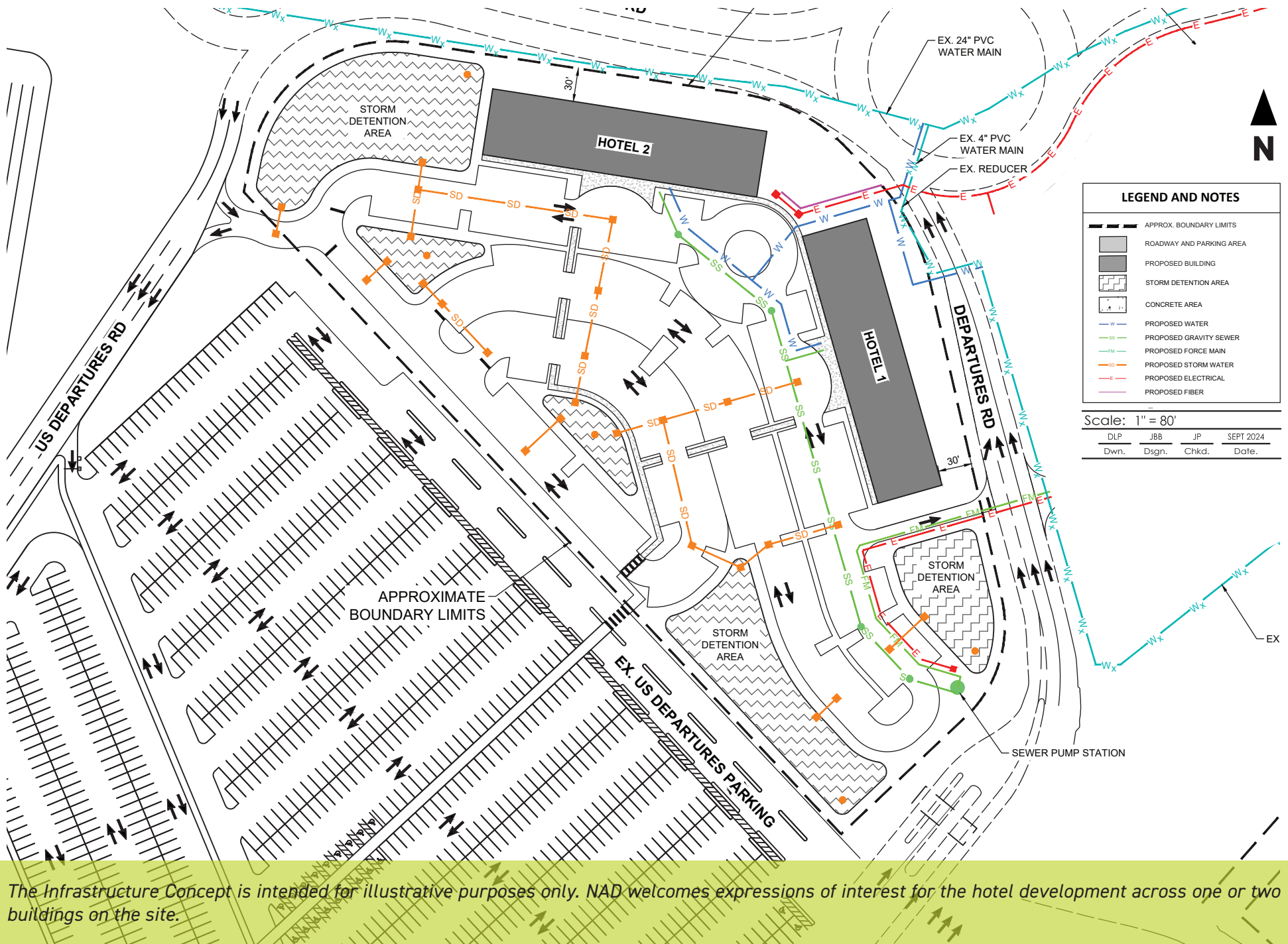
INFRASTRUCTURE CONCEPT

HOTEL SITE: READY FOR IMMEDIATE DEVELOPMENT

For the preparation of this RFEOI, NAD and its consultants have prepared an infrastructure concept that identifies existing and future services and utilities necessary to service the hotel development. As illustrated, this concept addresses the following existing and future services:

- **Infrastructure:** Fully supported with existing infrastructure to facilitate immediate development.
 - » **Potable Water:** Direct access to the potable water main along Windsor Field Road.
 - » **Sanitary Sewer:** A sanitary lift station will need to be provided to pump wastewater into the existing sanitary sewer force main.
 - » **Electricity:** Developers will need to collaborate with Bahamas Power & Light (BPL) to establish a new power substation across Windsor Field Road, with electric lines extending directly into the site.
 - » **Cable/Fibre:** The development will connect to existing cable/fibre nodes, ensuring modern connectivity solutions.
 - » **Stormwater Drainage:** On-site storm inlets will collect runoff, directing it to dedicated detention areas for effective water management.

Upon completion of the RFEOI process, the Preferred Proponent(s) who will be invited to submit proposal(s) will be furnished with the above studies.



The Infrastructure Concept is intended for illustrative purposes only. NAD welcomes expressions of interest for the hotel development across one or two buildings on the site.



This concept is intended for illustrative purposes only, to showcase potential future development of site.

DESIRED PROJECT

HOTEL

HOTEL PROGRAM

DEVELOPMENT POSITIONING

NAD is seeking expressions of interest from Proponents to design, build, finance and operate a hotel development at the site illustrated. NAD welcomes EOI's for hotel developments across one or two buildings on the site.

FORMAT & TARGET SEGMENTS

The hotel should be targeted at the Midscale to Upper Midscale market, for:

- International Visitors/Tourists
- In Transit Stopover Passengers
- Flight Crews
- Business Travellers
- Family Island Visitors
- Local Residents
- Seasonal Residents

POTENTIAL AMENITIES

- Restaurant & Bar/Cafe
- Fitness Centre
- Business Centre
- Meeting Rooms/Convention Centre
- Pool

SUSTAINABILITY

The proposed hotel(s) should incorporate the latest in sustainable and renewable energy along with green construction and operational practices.



ACRES



ACROSS ONE OR TWO BUILDINGS



PARKING STALLS

| LPia Gateway District Conceptual Development Program | | | |
|---|-----------|--|--------------------------|
| Development Use | Site Size | Desired Development Program | Estimated Parking Stalls |
| Hotels | 5.0 Acres | 240 Rooms across 120,000SF in one or two buildings | 280 |



DESIRED PROJECT

HOTEL

EXISTING CONDITIONS

PHYSICAL CONTEXT

- Site already cleared and generally flat.
- Majority of site is currently an open gravel area used for overflow parking.
- Northwestern portion of the site is currently paved and used for limousine and shuttle bus staging, which will be relocated to a more optimal location.

ACCESS

- Immediate, direct access from US Departure Road Inbound as well as US Departure Road Outbound.
- Excellent pedestrian access from LPIA Terminals.

SERVICING CONDITIONS

- The site is fully supported with existing infrastructure to facilitate immediate development.

DESIRED PROJECT

SITE EXISTING CONDITIONS



04

SELECTION

PROCESS



SELECTION

PROCESS

NAD is seeking EOIs from Proponent(s) to design, build, finance and operate a hotel development at LPIA's Gateway District. Proponents may be a sole developer, investor and operator or a consortium or joint venture of developers, investors and operators.

This is part of a two-step process, where shortlisted Proponent(s) from the RFEOI will be invited to submit more detailed proposals. This phased approach provides NAD with greater clarity on market interest and ensures a competitive process by attracting qualified Proponents with the necessary experience and expertise.

The RFEOI invites Proponents to demonstrate their qualifications, financial capability, and overall approach to project delivery. Shortlisted Proponent(s) will be invited to submit more detailed proposals including innovative structures for delivering the project.

Proponents will need to demonstrate how they plan to incorporate local Bahamian participation into their team on an on-going basis, and how they will support and cultivate the local community through community investment programs and initiatives.

SELECTION

PROCESS

RFEOI STAGE - CURRENT STAGE

- — EVALUATION OF EOI RESPONSES BY NAD
- — SHORTLISTING OF EOI RESPONSES BY NAD
- — POTENTIAL IN-PERSON OR ONLINE INTERVIEWS WITH SHORTLISTED PROPONENT(S)
- — SELECTION OF PREFERRED PROPONENT(S)

RFP STAGE

- — SHORTLISTED PROPONENT(S) INVITED TO SUBMIT DETAILED PROPOSALS
- — EVALUATION OF DETAILED PROPOSALS BY NAD
- — NEGOTIATION WITH PREFERRED PROPONENT(S)

Please see page 40 for the Submission Schedule that provides details of the process timeline.

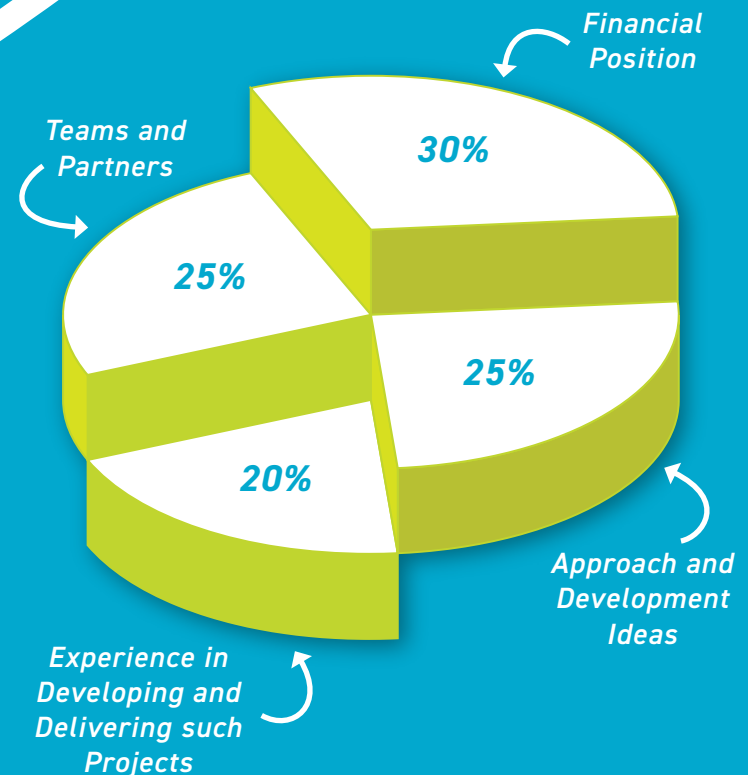
EVALUATION CRITERIA

Proponents and their RFEOI response submissions will be evaluated by NAD.

NAD will consider all items included in Proponents' responses to the RFEOI, as well as information gained while evaluating responses, and other relevant information to make its determination.

NAD will select the Proponent or Proponents that in NAD's sole opinion are best able to design, build, finance, and operate the hotel development and provide the services necessary to achieve NAD's needs and objectives for the LPIA Gateway District.

THE **EVALUATION CRITERIA** FOR THE RFEOI PROPONENT SUBMISSIONS WILL BE AS FOLLOWS:



EVALUATION CRITERIA BREAKDOWN

05

SUBMISSION

REQUIREMENTS





RFEOI SUBMISSION

CONTENT

Proponents are invited to submit an EOI for the development of a hotel within the LPIA Gateway District in Nassau, The Bahamas.

Submissions should be structured into two main sections: **Proponent Information and Qualifications**, and **Project Concept**.

The submission should not exceed **50 pages** plus additional details and drawings attached as Appendices. Proponents should provide concise, well-structured responses and ensure that appendices are used only for essential supplementary material.

Pages should be letter sized with double spaced 12 point font.

RFEOI SUBMISSION

CONTENT

SECTION 1: PROPONENT INFORMATION AND QUALIFICATIONS

This section should provide background information on the Proponent, demonstrate relevant experience, and establish financial capacity.

The following elements should be included:



INTRODUCTION & EXECUTIVE SUMMARY

Provide an overview of the Proponent entity, including corporate structure, ownership, and key leadership. Summarize the company's experience in hospitality development, particularly in the Caribbean region, and in airport-adjacent developments. Briefly outline the Proponent's understanding of the opportunity and interest in the project.

Page Limit: 2 pages



TEAM BACKGROUND & STATEMENT OF QUALIFICATIONS

Provide a summary of the Proponent's expertise, qualifications, and credentials relevant to hotel development and operations. Outline key personnel and project team members, highlighting relevant experience and roles in past projects. If two or more entities will work together on this project, describe previous collaborations (roles and responsibilities of each team, leadership, dispute resolution, etc.)

Page Limit: 5 pages with Resumes and additional details in Appendices



OVERVIEW OF EXPERIENCE ON SIMILAR PROJECTS

Provide examples of at least **two (2) similar hotel projects** completed within the last **ten (10) years**. Include details such as project location, scale, brand affiliation, development timeline, and financial structure. Describe challenges encountered and how they were successfully managed. Pictures of development should be included as well as project developments costs, services provided, size of developments, ownership stake, capital funding approaches, and reference contact information.

Page Limit: 2 pages per project, with details, drawings and images in Appendices

RFEOI SUBMISSION

CONTENT

1.4

STATEMENT OF FINANCIAL PROPOSITION

Provide an overview of the proposed financial structure for the development. Demonstrate and provide evidence of financial capacity and ability to finance the project via various funding sources and mechanisms. Define revenue sharing ideas and potential transaction structures with NAD. Provision of detailed financing/funding models, budgeting, and assumptions will be required at the next stage of the process.

Page Limit: 10 pages with details in Appendices

1.5

LOCAL PARTICIPATION

Provide an overview of the Proponent's plans to incorporate local Bahamian companies into its team as team members and/or subcontractors, including:

- Describe in detail how Bahamian companies will be used during the design, build, finance, and operation of the hotel development, including roles and responsibilities, as well as how any Bahamian personnel will be employed during all phases of the project, including any required training.
- The Proponent should also provide sufficient information to demonstrate how they will support and cultivate the local community through a strategic community investment program that facilitates the transfer of new expertise, educational opportunities, alternative energy education, environmental awareness, and promotion of Bahamian culture. Give specific examples of past community investment programs and initiatives.

Page Limit: 3 pages

RFEOI SUBMISSION

CONTENT

SECTION 2: PROJECT CONCEPT

This section must outline the Proponent's vision for the hotel, including brand alignment, conceptual design, and key features. The following elements should be addressed:



PROJECT VISION

Provide a **clear and compelling** vision for the proposed hotel and its role within the LPIA Gateway District. Describe how the project aligns with the airport's broader development strategy and enhances Nassau's hospitality offerings.

Page Limit: 3 pages



BRAND IDENTIFICATION & POSITIONING

Identify the **proposed hotel brands** and discuss any existing partnerships or brand commitments. Provide background on the selected brand's positioning in the market and its alignment with the project's vision. If a brand has not been secured, outline the criteria for brand selection and intended positioning.

Page Limit: 3 pages



CONCEPT DESCRIPTION

Provide an overview of the **hotel size, room count, and key amenities** (e.g., meeting spaces, restaurants, fitness center, business facilities). Describe target customer segments (e.g., business travelers, leisure tourists, airline crews). Summarize the approach to hotel operations, including considerations for service levels and guest experience enhancements. Include reference images, or details of precedent projects that illustrate the development vision.

Page Limit: 10 pages with images, drawings and additional details in Appendices

CONTENT

2.4

GENERAL APPROACH TO SITE PREPARATION, SUSTAINABILITY, AND OTHER RELEVANT ASPECTS

Outline a high-level approach to **site preparation**, including coordination with LPIA and local authorities for infrastructure readiness. Describe **sustainability initiatives**, such as energy-efficient building systems, water conservation measures, and waste management strategies.

Page Limit: 5 pages with drawings and additional details in Appendices

2.5

COMMITMENT TO LOCAL ECONOMIC DEVELOPMENT

Highlight the Proponent's commitment to **local economic development**, including engagement with local suppliers, contractors, and workforce training programs.

Page Limit: 3 pages

RFEOI SUBMISSION

CONTENT

Proponents are encouraged to provide concise, well-structured responses with relevant supporting information. Proponents must adhere to the identified page limits and ensure that Appendices are used only for essential supplementary material.

Shortlisted Proponent(s) will be invited to submit proposals with more detailed requirements including architectural site plans, renderings, comprehensive financial models, site preparation strategies, sustainability initiatives, and a fully developed operational plan aligned with the LPIA Gateway District's vision. A Bid Bond may be required at the proposal stage by Proponent(s).

Submissions to this RFEOI should be **delivered electronically in PDF format** by the specified deadline on Page 44 to the contact provided on the last page of this RFEOI document.





REFERENCES

Provide references for the Proponent's lead firm or firms, as well as for supporting team members including the name, title, organization, relevant project's, address, email address, and telephone number. Proponents must provide a minimum of three recent references for the lead firms, preferably for projects involving airports.

MINIMUM

QUALIFICATIONS

Proponents, whether individuals, consortiums, or joint ventures, must demonstrate in their responses that they meet the following minimum qualifications, including:

- Proponents must have a minimum of 10 years experience in designing, building, financing, and operating an internationally branded hotel, within the last 15 years.
- Proponents must demonstrate their partnership, commitment, or affiliation with recognized international hotel brands that they propose for the LPIA hotel development.
- Proponents must provide evidence of their financial capacity to design, build, finance, and operate the hotel development.
- Proponents, including all team members, must not be currently barred, disqualified, or suspended from participating in, or bidding on airport contracts or programs at LPIA. If Proponents have any affiliation with NAD, they must be in good standing with NAD. No EOI submission will be accepted from, or a project awarded to any Proponents which have any team members that are a person, firm, or corporation that are in arrears with or in default of its obligations to NAD under any agreement or arrangement. Additionally, no project will be awarded to any Proponents which have any person, firm, corporation or guarantor that has failed to perform on any prior contract or lease with NAD.

Any responses that do not demonstrate that the Proponents meet these minimum qualifications by the deadline for submittal of responses will be considered non-responsive and not be eligible for selection.

FORM

REQUIREMENTS

- Non-Disclosure Agreement

SUBMISSION

INSTRUCTIONS

- NAD requests that Proponents submit a PDF version of their response via the contact details in this RFEOI document. Submissions must be received by NAD on **June 25, 2025**, not later than **3:00 PM Eastern Time**, via LPIAEOI@nas.bs.
- EOIs must be submitted via this email address with the Proponent's name, and submittal date included in the document file name. Responses must be complete and contain all the information and documents required by this RFEOI. Responses will become the property of NAD.
- Shortlisted Proponent(s) will be invited to submit more detailed proposals including architectural site plans, renderings, comprehensive financial models, site preparation strategies, sustainability initiatives, detailed financing/funding models, and a fully developed operational plan. A Bid Bond may be required at the proposal stage from shortlisted Proponent(s). NAD will then select the Preferred Proponent(s) and enter into negotiations.
- NAD reserves the right to reject all responses that do not meet the RFEOI requirements. Proponents will be notified of results according to the specified schedule within this RFEOI. At its discretion, NAD may (or may not) invite Proponent(s) to present their RFEOI responses virtually or in person to NAD after their RFEOI responses are submitted. At the sole discretion of NAD, selected Proponent(s) may be required to complete a contract with NAD, as well as provide all supporting materials requested by NAD.

SUBMISSION

SCHEDULE

| | |
|--|-----------------|
| » REQUEST FOR EXPRESSION OF INTEREST ISSUANCE | » MAY 01, 2025 |
| » PROPONENTS' WRITTEN QUESTIONS DUE TO NAD | » MAY 15, 2025 |
| » NAD'S RESPONSES TO PROPONENTS' QUESTIONS | » MAY 23, 2025 |
| » RFEOI SUBMISSION DUE DATE | » JUNE 25, 2025 |
| » TARGET DATE FOR SHORTLISTING OF PREFERRED PROPONENT(S) AND INVITATION TO SUBMIT DETAILED PROPOSALS | » JULY 30, 2025 |

Subsequently, Preferred Proponent(s) will be provided with submission instructions for detailed proposals.

**FOR MORE INFORMATION
PLEASE CONTACT:**

**Commercial Development Department
Nassau Airport Development Company Limited**

International Arrivals Terminal
3rd Floor
Lynden Pindling International Airport
Windsor Field Road
Nassau, The Bahamas

Email: LPIAEOI@nas.bs



DEVELOPMENT OPPORTUNITY

REQUEST FOR EXPRESSIONS OF INTEREST (RFEOI)