

## Space Available for Rent

### For the Construction and Operation of a Concession in the Departure Area, Terrance B. Lettsome International Airport

The British Virgin Islands Airports Authority Limited (BVIAA) is seeking interested proponents (individual, consortium, or joint venture) **to construct and operate a concession** in the departure area of the Terrance B. Lettsome International Airport, Beef Island, British Virgin Islands.

The concession presents a unique opportunity for interested parties to explore and engage the airport business model and the dynamic environment. With steadily increasing traffic of passengers, the location is ideal for vibrant business brand recognition, and interaction with an expansive customer base.

#### Interested entities are asked to provide:

1. Valid Trade License in the name of the business.
2. Financial Statements for the business for two years.
3. A Business Plan for the proposed venture inclusive of Cash Flow Projections for two years, Source of Funds for financing the business and a Plan Design for the Space.
4. A proposed revenue share model with BVIAA including minimum annual guarantees. BVIAA welcomes innovative revenue models in the expression of interest.
5. At least one bank reference letter.
6. Confirmation that the proponent can outfit at **least 560 square feet of retail space at a minimum annual rent of US\$55.00 per square foot.**

**Proposers are encouraged to consider business concepts that fall into at least one of the following:**

#### Categories:

1. Coffee and pastries
2. Travel accessories, sandwiches and coffee
3. Coffee, Food and Beverages

Interested Proponents should confirm their interest via email to the Business Development Unit at **businessdevelop@bviala.com** by **4:00 pm Thursday 28th September 2023.**