

Newark Liberty International Airport Terminal One Concession Program Information for ACDBE Operators



EWR Terminal One LLC / Munich Airport





HOW DO WE HOST THE NEW JERSEY WAY?

Newark Liberty International Airport – Redevelopment Terminal One Concession Program – What Types of Spaces will be Available?

Food and Beverage Spaces:

- Large Full-Service Restaurants [Packages]
- Stand-Alone Bars
- Quick-serve restaurants which include:
 - Grab-and-Go Restaurants & Cafes
 - Fast-Food Restaurants
 - Snack Bars

Retail and Service Locations:

- Convenience Stores
- Specialty Retail, such as Electronics, Toys, Apparel or Cosmetics
- “Focused Specialty Retail” in smaller centrally located shops
- Services such as Beauty and Nail Salons, Barber Shops, Hair Salons, and Massage Services

Newark Liberty International Airport – Redevelopment Terminal One

Challenges to operate in an airport

- **Level of Investment:** Tenants are responsible for the fit-out of the retail spaces.
- **Opening hours:** Airports are transit facilities and the operating hours are determined by the traffic and require a high level of flexibility, e.g. during irreg operations due to weather. Also, we will require core opening hours for the terminal where concessions need to be open. All tenants will have to follow the opening hour regulations.
- **Security Regulations and Terminal Access:** Most of the locations at the new Terminal One will be AIRSIDE, i.e. staff and goods need to be checked before getting access. This increases time and planning efforts.
- **Staffing:** Staff needs to be able to obtain an airside access pass / airport ID and will have to undergo a background check.
- **Operating cost:** all aforementioned topics influence operating cost, which are generally higher at an airport than in a street location.

Newark Liberty International Airport – Redevelopment Terminal One

Concession Program – How do I prepare for the upcoming RFP?

Organize your legal and financial documents. You will need documents that show that your company is in legal good standing with the state of its incorporation and that you are a certified ACDBE operator. You will need documents which indicate your financial ability to perform as an operator and to complete the construction build-out of any space which you bid on. Financial documents may include evidence of you or your company's net-worth, a corporate guarantee from your franchisor or other partners, or documents which show your ability finance/borrowing money for the construction build-out of your space.

Prepare letters of recommendation and a history of your company performance or ability to operate a successful retail or restaurant business. Collect information on your past performance, such as sales numbers, net-profit, number of locations. If you have never operated a business in an airport be prepared to explain why you can be successful in the airport environment. Contact banks or other partners which you have done business with and ask for letters of recommendation.

Envision what your space will look like. Space design and construction are important things to consider before bidding on an RFP. Consider if you will need to hire an architect or designer to assist you. Be inspired, think about what will make your space unique, invite people in, and add to the overall experience at the airport Terminal.

Have Fun. An RFP process is a challenging process and requires extensive preparation and planning. However, a lot can be learned along the way and great ideas for you and your business can evolve from this process, so enjoy the journey.

Newark Liberty International Airport – Redevelopment Terminal One

Concession Program – What do we need from you TODAY?

We would like to get an overview of what YOU CAN DO for our new terminal. In order to get a better understanding, please send us an email now with the following information, so that we may include you in the RFP process:

- **Full Contact Details** [name, company name, email, phone]. Please describe your company and the services you can offer.
- **Description of your type business, brands you are using, assortment, etc.** Please let us know why your business is special and how it contributes to our vision for the new Terminal One.
- **Definition of space requirements.** How much space do you need to provide your services?
- **Previous Experience** of operating a similar business than the one you are proposing for EWR Terminal One. Doing business at an airport can be challenging. Please describe your previous experience and why you believe you are able to operate out of an airport.

Please send those documents to concessions@ewr.munich-airport.com until APRIL 10, 2020