

## Proposal Form A

# Experience and Qualifications Statement

*Provide the following information for the Respondent. Complete a separate statement for each joint venture partner. Use additional sheets if necessary.*

1. Provide a list of current or past airport or other high-volume, high traffic venues that Respondent was responsible for developing, managing and/or operating.
  - Name and location of airport (or other facility)
  - Contract dates - commencement and expiration
  - Description of the concession
  - Description of Respondent's role
  - Description and costs of any development borne by Respondent
  - Annual Gross Sales and Revenues paid to the airport (or other facility) for the past three to five years
  - Annual passenger (or visitor) traffic volumes for the airport (or other facility) for the last three to five years
  - Contact person and contact information
2. Provide a statement of the history of Respondent and its concession experience including, but not limited to, design and construction, scope and size of operations, number of employees, number of stores and organizational history, marketing efforts, etc.
3. Attach photographs of the interior and exterior of any like or similar concessions or similar facilities.
4. Furnish any other additional information that will indicate Respondent's experience as it pertains to this RFP.
5. Attach resumes of key personnel, including principles and on-site management. Also include a brief description of their potential roles in operations at the Airport.