



## **JFK Terminal 6 Concessions Program Update**

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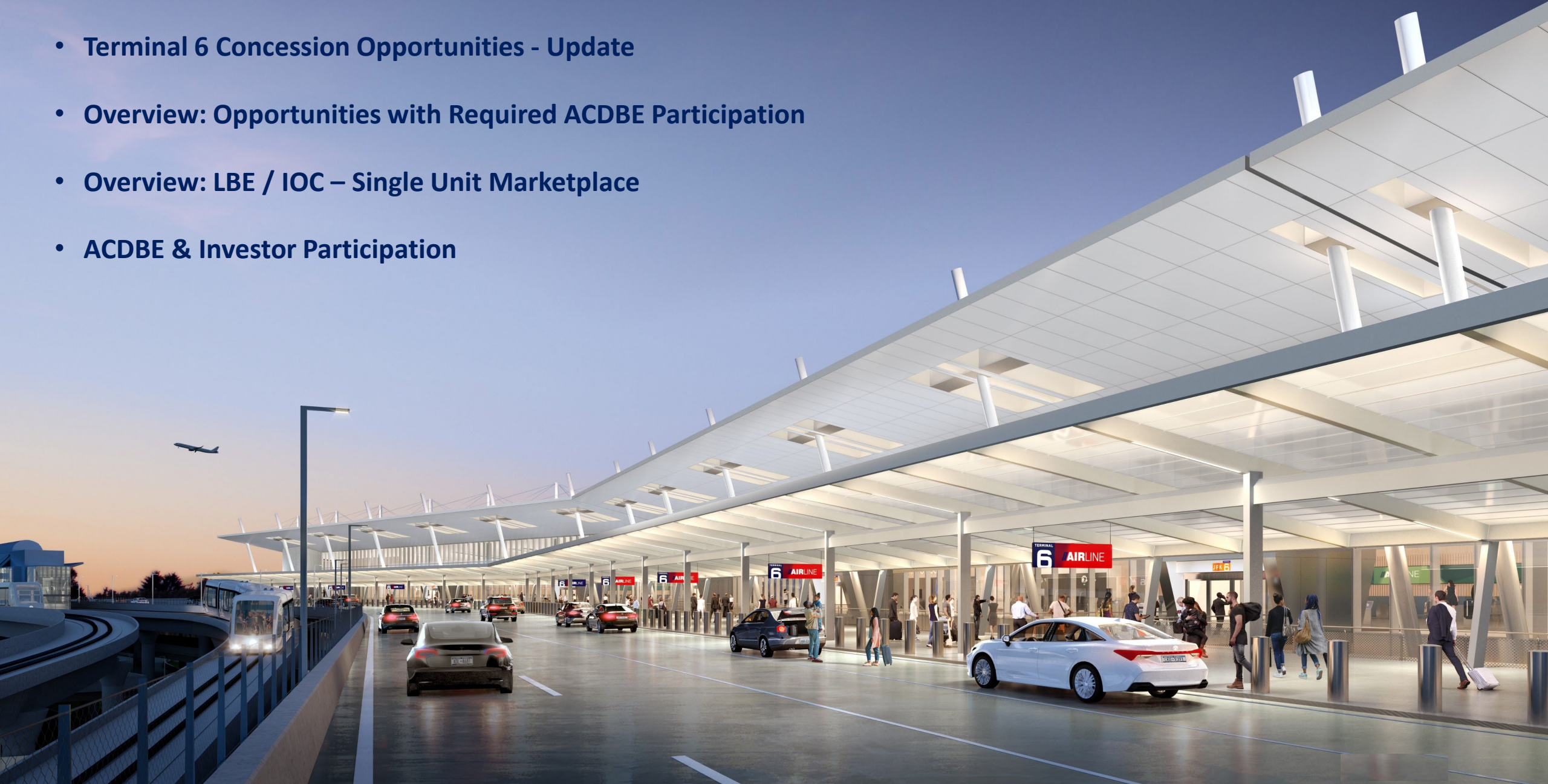
**Folasade Olanipekun-Lewis | Vice President, Community & Operating Partnership**

**December 19, 2023**

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# Agenda

- Terminal 6 Concession Opportunities - Update
- Overview: Opportunities with Required ACDBE Participation
- Overview: LBE / IOC – Single Unit Marketplace
- ACDBE & Investor Participation



# Terminal 6 Concession Opportunities - Update

## Program started with 4 Types of Opportunities

- Concessionaires should determine which opportunity(s) is most suitable for their business.



### ACDBE Single-Unit Operator

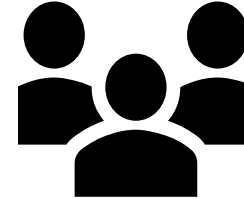
- ✓ Only available to ACDBEs
- ✓ Food and beverage in the East Food Hall

**\*Qualifications were submitted Oct 30th, and Phase 2 of selection process has commenced**



### LBE Single-Unit Operator

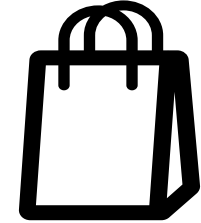
- ✓ Only available to LBEs
- ✓ Food and beverage in the East Food Hall



### Packages Requiring Minimum ACDBE Requirements

- ✓ Available to all qualified concessionaires
- ✓ Food and beverage; retail; duty-free
- ✓ Must include at least 35% ACDBE ownership (30% for duty-free)

**\*RFP launched on Oct 13th. All Phase 1 Submissions due Feb 9, 2024.  
(moved from Jan 10/17)**



### LBE / IOC – Single Unit Marketplace

- ✓ Available to LBEs / IOC graduates only
- ✓ One unit reserved for IOC graduates only
- ✓ Retail
- ✓ Short term deals in pre-built units and kiosks

**\*Process will commence mid 2024**

# Terminal 6 Concession Opportunities - Packages Requiring Minimum ACDBE Requirements



## Packages Requiring Minimum ACDBE Requirements

- ✓ Available to all qualified concessionaires
- ✓ Food and beverage; retail; duty-free
- ✓ Must include at least 35% ACDBE ownership (30% for duty-free)

### CURRENT OPPORTUNITIES

Opportunities			Timeline	
F&B Package T6 – FB6	5 Units	35% ACDBE	<b>Open:</b> 10/13/23	Deadline for initial submissions: <b>2/9/24</b> (formerly 1/10 or 1/17)
F&B Package T6 – FB7	5 Units	35% ACDBE	10/13/23	
Retail Package SR1	6 Units	35% ACDBE	10/27/23	
Premium Coffee	1 Unit	35% ACDBE	12/6/23	
Duty-Free Package	5 Units	30% ACDBE	10/27/23	

### FUTURE OPPORTUNITIES

Opportunities			Timeline	
Currency Exchange	2 Units	35% ACDBE	Feb. wk. 1	Apr. wk. 3
Amenities & Services	1 Units	35% ACDBE	2028 Opportunity	



Terminal 6 Concession Opportunities -LBE / IOC – Single Unit Marketplace



LBE / IOC –  
Single Unit  
Marketplace

- ✓ Available to LBEs / IOC graduates only
- ✓ One unit reserved for IOC graduates only
- ✓ Retail
- ✓ Short term deals in pre-built units and kiosks

FUTURE OPPORTUNITIES

Opportunities			Opening Timeline
Marketplace #1	1 Unit	IOC Graduate	Phase 1, 2026
Kiosk #1	1 Unit	100% LBE	Phase 1, 2026
Kiosk #2	1 Unit	100% LBE	Phase 1, 2026
Marketplace #2	1 Unit	100% LBE	Phase 2, 2028
Marketplace #3	1 Unit	100% LBE	Phase 2, 2028

- ✓ **JMP is building out the Marketplace spaces to allow the procurement to be conducted closer to opening** (Phase 1: early 2026, Phase 2: 2028).
- ✓ Will have robust outreach with in-person and virtual sessions to ensure the community awareness of these opportunities specific to Queens businesses.

## How Can You Get Involved?



### ACT NOW

#### Packages with Required ACDBE Participation

- ✓ Contact [T6ConcessionCSP@vantageairportgroup.com](mailto:T6ConcessionCSP@vantageairportgroup.com) subject: **ACDBE-JV**
- ✓ Complete a confidentiality agreement
- ✓ Return email agreement and receive the RFP
- ✓ Stage 1 Submission Deadline is **February 9, 2024**
- ✓ Stage 2 process is outlined in the RFP document



### COMING SOON

#### LBE / IOC Marketplace Opportunities

- ✓ Contact [T6ConcessionCSP@vantageairportgroup.com](mailto:T6ConcessionCSP@vantageairportgroup.com) to be added to email list, subject: **LBE-IOC**
- ✓ Attend outreach events in 2024 (tbd)
- ✓ Procurement will commence mid-2024

**ACDBEs can participate in multiple ways, including:**

## **1. Direct Operations**

- ✓ ACDBEs can bid directly for one of the packages by themselves.
- ✓ ACDBES who want to only operate a portion of the units in a multi-unit package can agree to sub-sublease such unit(s) from a prime concessionaire.

## **2. Equity Partnership/Joint Venture**

- ✓ ACDBEs may form joint ventures/partnerships with prime concessionaires with the ACDBE owning an equity interest in the joint venture that bids for a package.
- ✓ LBEs are also encouraged to partner with ACDBEs.

## **3. Service Vendor/Supplier/Wholesaler**

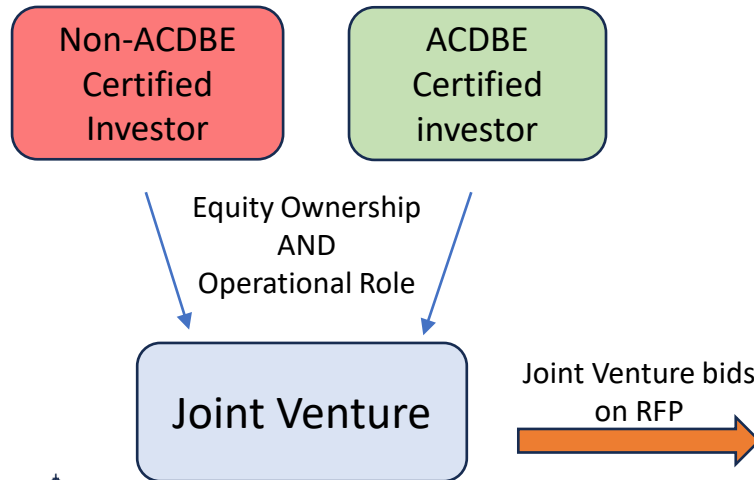
- ✓ Prime concessionaires may also meet requirements by committing to hire services/purchase supplies from ACDBEs.
- ✓ Services could include but are not limited to: printing materials, janitorial, logistics.

***JMP's concessions program follows FAA ACDBE program rules  
and all terms are subject to such rules and approval by the PANYNJ***

# Participation as an Equity Investor

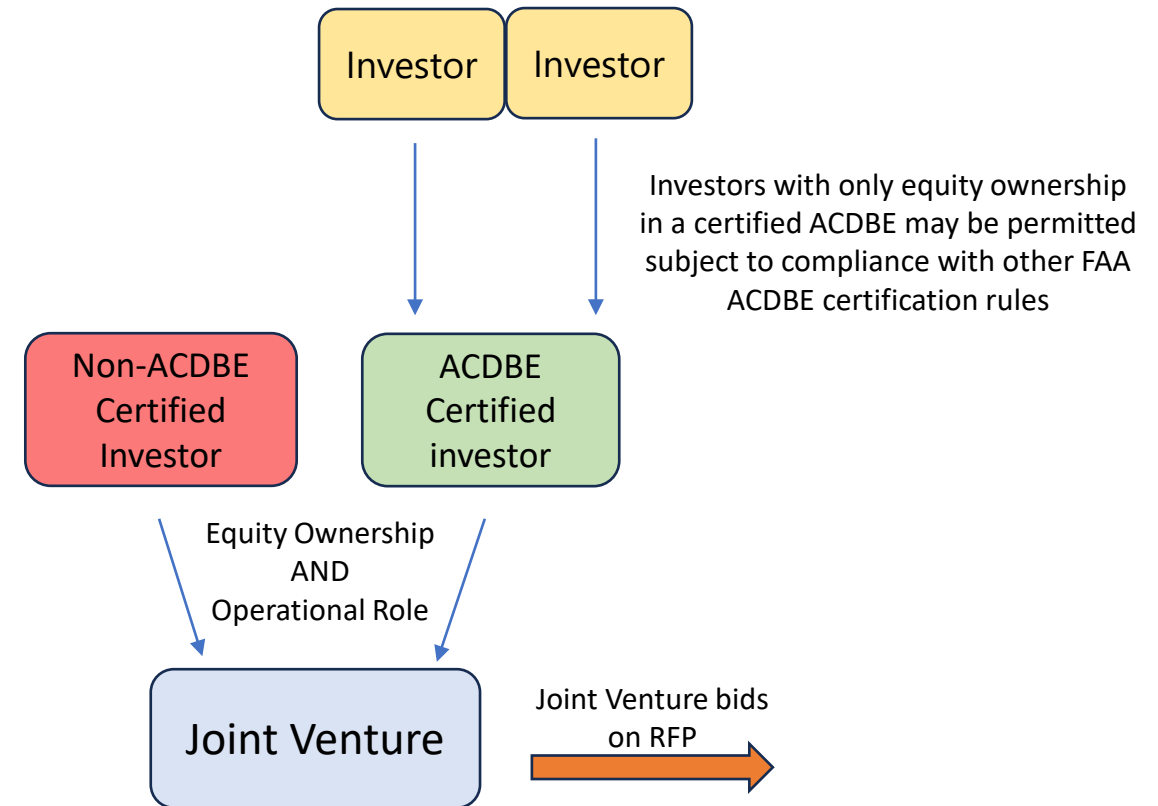
## Joint Ventures with Prime Concessionaires

- As noted on the previous slide, ACDBE participation can be met through joint ventures between certified ACDBEs and non-ACDBE parties, including prime concessionaires where the certified ACDBE owns equity in the joint venture that bids on the RFP.
- Pursuant to FAA requirements for joint ventures, the ACDBE partner must have a meaningful management/operational role that is commensurate with their equity ownership interest.
- Silent ACDBE partners (i.e. equity ownership only) in such joint ventures are not permitted.



## Equity Investment in ACDBEs

- Parties may also choose to invest in an ACDBE entity itself.
- Silent partners in an ACDBE entity itself may be permitted under FAA requirements so long as the ACDBE itself maintains its ACDBE certification.





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# APPENDICIES

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# ACDBE Certification

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## Overview: Airport Concessions Disadvantaged Business Enterprise (ACDBE) Certification

**Definition:** An Airport Concessions Disadvantaged Business Enterprise is a for-profit business entity located in an airport engaged in selling consumer goods or services to the public.

### Eligibility Criteria for Certification:

- 51% owned by individuals or individuals categorized as economically or socially disadvantaged citizens or permanent residents.
- Domiciled at the airport or provide a service to the customers and concessionaires at the airport.
- Has size standards for program, industry, and Personal Net Worth (PNW).
- Site visits required.
- Applicant assigns its own North American Industry Classification System (NAICS) code(s).
- 90 days is given to complete a new application with a grace period of 60 days.
- The application is available at the agency portal: <https://panynj.diversitysoftware.com/>
- Contact the certification hotline at 212-435-7888 or email [certhelp@panynj.gov](mailto:certhelp@panynj.gov)

**\*THIS IS NOT A FULL SUMMARY OF ALL THE ACDBE CERTIFICATION REQUIREMENTS. YOU SHOULD REVIEW THE APPLICABLE FAA RULES FOR THE ACDBE PROGRAM AND THE PANYNJ WEBSITE FOR MORE INFORMATION\***

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# Frequently Asked Questions

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## Frequently Asked Questions

### **Where can I find Terminal 6 Concession RFPs?**

Instructions to access the latest concession procurements can be found at the JFK Redevelopment Website's ([www.anewjfk.com](http://www.anewjfk.com)) "Work With Us" Page for JFK Millennium Partners, under "Access Concession Opportunities" <https://www.anewjfk.com/work-with-us/work-with-jmp/>. All interested parties must sign a non-disclosure agreement with JMP to access the RFP.

### **What is ACDBE certification?**

ACDBE stands for Airport Concessions Disadvantaged Business Enterprise. ACDBE certification is a federal program that promotes the participation of socially and economically disadvantaged individuals in airport concessions.

### **How do I get ACDBE certified?**

The Port Authority of NY & NJ manages the ACDBE certification. Apply for certification at: <https://panynj.diversitysoftware.com/>

### **If I am not ACDBE certified, are there opportunities for me?**

Yes, there are opportunities available for locally-based businesses and direct operators.

### **If I am an ACDBE, can I partner with a non-ACDBE party like a prime concessionaire and meet ACDBE participation requirements by owning equity interest in the partnership/joint venture that submits a response to the RFP?**

Yes, ACDBEs may form joint ventures with prime concessionaires with the ACDBE owning an equity interest in the joint venture that bids for a package. Pursuant to FAA requirements for joint ventures the ACDBE partner must also have a meaningful management / operational role that is commensurate with their equity ownership interest – silent ACDBE partners in the joint venture with a prime concessionaire are not permitted.

## Frequently Asked Questions

### **What types of concessions is Terminal 6 looking to have?**

Food and beverage, premium coffee, retail, duty-free and pre-packaged goods.

### **Is there a way for investors to participate only as a silent partner (i.e. equity ownership only)?**

Although participants in a joint venture that actually bids for a package must have a meaningful management/operational role, silent partners in an ACDBE entity that then forms the joint venture with a prime concessionaire may be permitted under FAA requirements so long as the ACDBE itself maintains its ACDBE certification.

### **Can you provide information on the required documents, and any deadlines for submission?**

Each procurement may have a different deadline and required documentation. As mentioned, we are extending the multi-unit deadlines to February 9, 2024. An addendum to each RFP is being released to formally revise this deadline. Please refer to each RFP package at <https://www.anewjfk.com/work-with-us/work-with-jmp/>

### **Can I use my MWBE certification in place of the ACDBE certification?**

No, although MWBE certified business may be eligible for ACDBE certification, only the participation of persons or businesses holding ACDBE certification will be counted toward ACDBE minimum requirements.

### **Who can I email if I have any concession questions?**

Please email [t6concessioncsp@vantageairportgroup.com](mailto:t6concessioncsp@vantageairportgroup.com)



# About JFK Millennium Partners

# JFK Millennium Partners

JFK Millennium Partners (JMP) is the consortium selected by the Port Authority of NY & NJ to lead the \$4.2 bn redevelopment of JFK Terminal 6. The consortium consists of:

- **Vantage Airport Group**, a leading developer and operator of award-winning global airports, including LaGuardia Terminal B;
- **American Triple I**, a minority-owned investor and infrastructure developer
- **RXR Realty**, a leading New York real estate firm, and;
- **JetBlue**, New York's Hometown Airline.®
- The **Port Authority of New York and New Jersey** is leading the JFK Airport Redevelopment, an airport-wide, \$19bn redevelopment of Terminals 1, 4, 6 and 8.



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# JFK T6 Redevelopment Overview

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# Overview: JFK Terminal 6 Redevelopment

Anchoring JFK's north side and built on the sites of the former Terminal 6 and the current Terminal 7, which will be demolished in 2026, JFK T6 is part of a more extensive redevelopment of JFK led by the Port Authority of New York and New Jersey.

The Terminal 6 redevelopment will feature:

- **1.2 million square** foot terminal complex
- Capacity for up to **10 gates**, including nine to accommodate wide-body aircraft
- Over **100,000 square feet** of dining and shopping, airline lounges, and recreational spaces
- Seamless connections to JetBlue's Terminal 5 operations
- New roadways, utilities, aircraft aprons, and shared ground transportation center with Terminal 5
- Creation of over **4,000 direct jobs** and direct payroll wages of \$1.9 bn
- Passenger traffic (enplanements) projected to exceed **3.9M by 2030**. Approximately 80% of passengers are expected to be international travelers





# Project Timeline: JFK Terminal 6 Development-

2021

- Port Authority project approval

2022

- Financial close
- Interim operations of T7

2023/  
2024

- Ground-breaking
- Phase I construction of new T6

2026

- Phase I completion: central hall, first new gates open; demolition of T7

2026/  
2027

- Phase II construction

2028

- Phase II completion: additional gates open; Full terminal occupancy



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# JFK T6 Concession Outreach

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# Previous Concessions Outreach

## Outreach Throughout the Queens Community

1<sup>st</sup> Outreach Event / Greater Nexus- June 21, 2023

**Co-hosted by Queens Chamber of Commerce and the Greater Jamaica Development Corporation**

2nd Outreach Event / Queensborough Hall, July 11, 2023

**Co-hosted by Queens Borough President,  
Donovan Richards**

3rd Outreach Event / Beach Dunes Eats & Arts Café, July 27, 2023

**Co-hosted by Councilwoman Brooks-Powers, Assemblyman Anderson, and Senator Sanders**

4th Outreach Event / York College, August 9, 2023

**Co-hosted by Senator Comrie, Assemblywoman Hyndman, and Councilwoman Williams**

5<sup>th</sup> Outreach Event/York College, October 4, 2023

**Co-hosted by Congressman Gregory Meeks and Speaker of the NYC Council Adrienne Adams**

**Over 400 attendees to-date**

**Every event was catered by a Queens based caterer.**





If you have any questions, email [T6ConcessionCSP@vantageairportgroup.com](mailto:T6ConcessionCSP@vantageairportgroup.com)

**Thank you!**