



JFK Millennium
Partners

SELECTION PROCESS

T6 LOCAL BUSINESS MARKETPLACE
FOR LOCAL QUEENS BUSINESSES AND GRADUATES OF THE INSTITUTE OF CONCESSION

TERMINAL 6, JFK INTERNATIONAL AIRPORT, NEW YORK

SECTION 0: TABLE OF CONTENTS

SECTION 1: EXECUTIVE SUMMARY

SECTION 2: GENERAL INFORMATION

SECTION 3: JFK MILLENNIUM PARTNERS (JMP)

SECTION 4: PASSENGER TRAFFIC, AIRLINES, DESTINATION, AND OTHER GUEST DEMOGRAPHICS

SECTION 5: EXPECTATIONS & SCOPE OF OPPORTUNITY

SECTION 6: LIABILITY AND INSURANCE

SECTION 7: PRICING/AGREEMENT TERMS

SECTION 8: OTHER KEY TERMS

SECTION 9: APPLICATION REQUIREMENTS

SECTION 10: OTHER TERMS AND CONDITIONS OF THIS APPLICATION

SECTION 11: T6 LOCAL BUSINESS MARKETPLACE APPLICATION FORM

1. EXECUTIVE SUMMARY

JFK Millennium Partners (“JMP”) invites eligible applicants (“Applicants”) to participate in its selection process for the commercial occupancy for one of either (a) one (1) in-line retail concession unit, or (b) one of two (2) mobile retail units (collectively the “T6 Local Business Marketplace”) within JFK’s new Terminal 6 (the “New Terminal”) currently under development at John F. Kennedy International Airport (“JFK”).

Eligibility is defined as entrepreneurs who have been operating for at least 3 years and meet one or both of the following criteria:

- i. A retail business either with headquarters in PANYNJ Tier 1 & Tier 2 zip codes*, or
- ii. A graduate of the PANYNJ Institute of Concessions program.

JMP’s expectation is to award each of the Concession Outlets to separate successful Applicants.

The T6 Local Business Marketplace will feature the talent, diversity, and vibrancy of Queens to the passengers of Terminal 6. These businesses will enhance the passenger experience and contribute to their journey, introducing unique brands, products, and delicacies that can only be discovered in NYC.

The purpose of the T6 Local Business Marketplace is to create meaningful opportunities for local businesses within the community of Queens. Our program will support Entrepreneurs through every stage, from outreach and procurement through day-to-day operations & marketing to maximize their chances for success at the airport.

JMP recognizes funding for Premises improvements is one of the single most significant hurdles many local, small businesses must overcome. As JMP understands these key hurdles and strives to maximize participation and provide opportunities; JMP has developed a creative approach to procure and support local businesses. The costs of design, construction, and basic fixturing will be covered by JMP. With JMP providing a ready-to-use space or kiosk, the operator is required to provide product, signage, staffing and point of sales systems.

The target opening date for the New Terminal is February 2026 (“Phase 1”), when all the marketplace units subject to this Selection Process, are expected to open.

Participating in this Selection Process offers innovative, competent, and skillful retail operators a unique opportunity to be at the forefront of a transformative project. We eagerly await your application as we work together to make Terminal 6 a premier destination replete with surprising and delighting concepts for airport passengers.

Although JMP has commenced this selection process, JMP is under no obligation to negotiate or execute a contractual or other commercial arrangement with any Applicant hereto or with any of the Preferred Applicants.

*PANYNJ JFK Redevelopment Tier 1 & Tier 2 zip codes: 11405, 11411, 11412, 11413, 11414, 11416, 11417, 11418, 11419, 11420, 11421, 11422, 11423, 11428, 11429, 11430, 11432, 11433, 11434, 11435, 11436, 11451, 11691, 11692, 11693, 11694, 11695, 11697, 11559, 11598, 11096, 11516, 11557, 11003, 11580, 11581, 11582

A Note about Future Solicitations:

One or more competitive solicitations for other concession outlets in other portions of Terminal 6 may be conducted by JMP. Subject to the stated rules for participation and any other requirements hereof and thereof, all interested parties are invited to participate in all subsequent solicitations irrespective of participation in this application process or the outcome hereof. Applicants who are selected under this process will remain eligible to win opportunities in future competitive solicitations conducted by JMP, subject to the rules and requirements thereof.

2. GENERAL INFORMATION

A. INTRODUCTION

JFK Millennium Partners invites applicants to participate in the application process for the Local Business Marketplace at Terminal 6 at John F. Kennedy International Airport on the terms and conditions set forth herein (this “**Selection Process Document**”). The Applicants selected will license and operate one (1) of the three (3) Local Business Marketplace retail/kiosk units, delivering a five-star guest experience and contributing to the world-class commercial offering at Terminal 6.

B. SELECTION PROCESS

This selection process will be conducted in two stages:

- Stage one, the application stage, which is open to all eligible Applicants.
 - In stage one, JMP is seeking applications from experienced retail operators with a strong history of creativity, innovation, visually dynamic design, and a reputation for best-in-class operations and service.
 - During stage one, Applicants will have the opportunity to (i) express their qualifications and (ii) submit their planned concept for the T6 Local Business Marketplace.
 - See Evaluation Criteria in Section 10. A.
 - At the end of stage one, JMP intends to select 10 – 15 Preferred Applicants (each a “Preferred Applicant”) who will each be asked to participate in stage two by participating in an interview with members of our Evaluation Team in support of their applications.
- Stage two, the “interview” stage, is open to only a select group of Preferred Applicants.
 - Applicants will be invited to meet with two members of the T6 Local Business Marketplace Evaluation Committee.
 - A sampling of questions will have been provided in advance to assist with preparation for this interview.
 - See Evaluation Criteria in Section 10. A.
 - At the conclusion of Stage Two, selected Applicants are expected to transition immediately into the planning and shop design process.

C. PROPOSAL DUE DATE AND TIME

Applications must be received by **no later than 5pm, January 17, 2025** (the “**Application Deadline**”).

All applications should be emailed as **one PDF file to t6concessioncsp@vantagegroup.com**

JMP has no obligation to consider any proposal received after the Application Deadline.

D. COMMUNICATION WITH JMP; INFORMATIONAL SESSIONS; QUESTIONS ABOUT THE APPLICATION;

Information Sessions

JMP will host a series of informational sessions (the “**Informational Sessions**”) from October 8 – November 21, 2024 **to discuss the details of this process and to provide support in completing the application.** Though not mandatory, JMP urges all interested parties to attend. Events will be both in-person & virtual.

The sessions and topics are as follows:

- T6 Local Business Marketplace Outreach (General Information)
- Gateway to Growth: Completing the Application
- Concessions Access to Capital Information Session
- Doing Business at the Airport Panel Discussion

The details and RSVP links for each session will be available on the website for the Port Authority of New York and New Jersey: [Community Events - Public Calendar - JFK International Airport Redevelopment \(anewjfk.com\)](https://www.panynj.gov/en/community-events-public-calendar-jfk-international-airport-redevelopment.html)

Q&A Process & Format

All communication regarding this Application and any questions in connection with this process must be directed to t6concessioncsp@vantagegroup.com no later than December 3, 2024.

All correspondence must be clearly labelled with the subject line: “**Application – JFK Terminal 6 Marketplace**”.

JMP will issue written responses to questions received by the Question Deadline, which may be shared with all Applicants. JMP shall have no obligation to respond to questions received after the Question Deadline.

Throughout this process, JMP may in its sole discretion conduct bilateral meetings with certain Applicants, including asking questions to clarify any information provided by an Applicant. If for the purposes of the preparation of its response to this Application, an Applicant wishes to rely upon anything said or indicated at a bilateral meeting, then the Applicant must submit a written question as set forth above, including by the Question Deadline. Oral advice or representations made by or on behalf of JMP should not be relied on by Applicants.



E. TIMELINE

The timeline in Figure 1 below is intended to illustrate the anticipated timeline for this process.

STAGE	TIMELINE
Stage 1: Outreach & Application Support Program	October 8 – November 21, 2024
Q&A Questions Due	December 3, 2024
Q&A Answers & License Agreement Published	No later than December 20, 2024
Stage 1: Application Deadline	January 17, 2025
Stage 1: Rolling Decision Notification to Applicants	Starting March 17, 2025
Stage 2: Interviews Begin	March 31, 2025
Stage 2: Interviews Conclude	May 2, 2025
Opportunities Awarded	June 2025

Figure 1

3. JFK MILLENNIUM PARTNERS (“JMP”)

JMP is a private consortium composed of Vantage Group, American Triple I, RXR Realty, and JetBlue. JMP, through its partners, offers a proven track record of successful, innovative projects at some of the most challenging and exciting airport and infrastructure projects around the world. JMP is delighted to offer its global expertise to develop the world class terminal that JFK passengers deserve.

JMP is building a world class, 1.2 million square foot Terminal 6, which will occupy the site of the former Terminal 6 and Terminal 7 when completed.

This \$4.2 billion redevelopment will transform the guest experience at Terminal 6 while offering numerous opportunities for minority, women-owned (MWBE), service-disabled, veteran-owned (SDVOB) and local business enterprises (LBE) to participate.

Sustainability and innovative technologies are at the forefront of this project, with responsibly sourced building materials, rooftop solar power, solar-powered hot water, energy efficient baggage systems, water bottle refill stations, and graywater collection and reuse planned throughout the new terminal. Passengers can also look forward to the latest security screening technologies and digital concierge services.

With bright and airy check-in and arrivals areas, NYC-inspired shopping, dining and amenities, public art, luxury lounges and generous seating areas – the new Terminal 6 will feel more like a luxury boutique New York hotel. It strives to become one of the superlative airport terminals in the world, with the first phase expected to open in early 2026 and terminal completion expected in 2028.



4. PASSENGER TRAFFIC, AIRLINES, DESTINATION, AND OTHER GUEST DEMOGRAPHICS

Terminal 6 will truly serve the world through airline partnerships with Lufthansa group, Cathay Pacific, and Aer Lingus, with more major carriers scheduled to be announced as JMP is finalizing relationships with several other international and domestic airline partners. When the first phase opens in 2026, it is anticipated over 2 million passengers will depart to European capitals such as Paris, Berlin, London, and Rome while other guests will embark on adventures to Asia’s most iconic destinations in Hong Kong, Tokyo, and Shanghai. Terminal 6 will serve the most astute wanderer visiting beautiful Africa, historic Middle East, and vibrant South America, yet we will still embrace the vacationing family and business travelers heading to domestic destinations, the Caribbean, Canada, and Mexico. By 2030, Terminal 6 departing passengers are slated to reach over 4.8 million.

For planning purposes, a preliminary forecast of enplanement distribution has been provided in Figure 2 below. While destinations are subject to finalization of the carriers, at the time of Terminal 6 completion approximately 80% of passengers are expected to travel internationally leading to a projected average dwell time exceeding 200 minutes, providing an extended, leisurely window for visitors to engage with Terminal 6’s many services and amenities.

Group	2026	2028	2030	2035	2040
Domestic	34%	19%	23%	23%	23%
International (Europe)	47%	39%	40%	40%	40%
International (Asia)	19%	20%	17%	18%	18%
International (Central/South America)	0%	14%	13%	13%	13%
International (Middle East)	0%	8%	7%	7%	7%
Total	100%	100%	100%	100%	100%

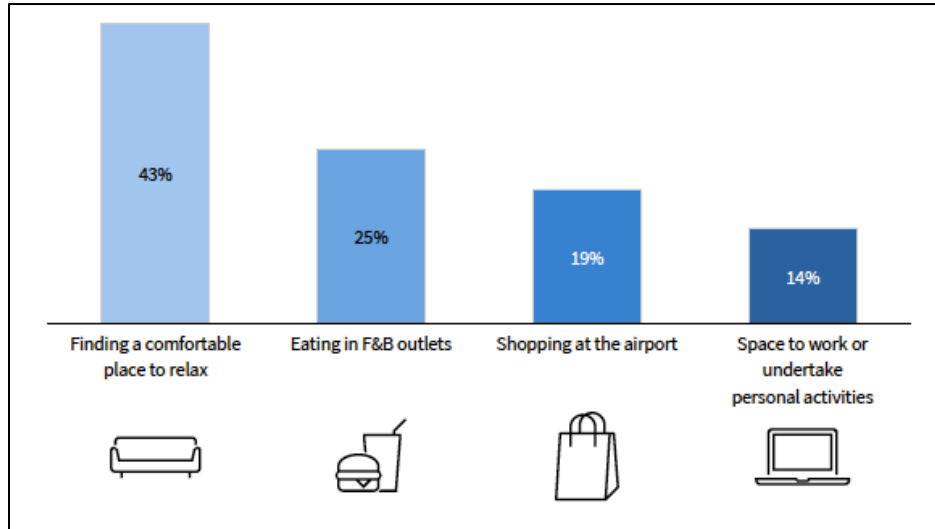
Figure 2

PASSENGER BEHAVIORS

To further strengthen and reinforce JMP’s understanding of future passenger profiles, JMP conducted market research with an independent firm that included a survey of participants from a sizeable sample size across eight countries that are likely to represent key destinations for Terminal 6. The following information was learned through the market research.

Most applicants claim to arrive at the airport between 1-3 hours before their international flight departure time which provides for a substantial dwell time for passengers to be captivated by and engage with the commercial offerings. 43% of applicants chose finding access to a space to relax as their preferred activity, with 25% prioritizing F&B outlets, 19% seeking to shop, and 14%

space to work / undertake personal activities.



5. MUTUAL EXPECTATIONS & SCOPE OF OPPORTUNITY

JMP will provide our T6 Local Business Marketplace members with operational and marketing consultation services.

OPERATIONS

- ✓ Weekly touch-bases
- ✓ Monthly business review meetings
- ✓ Quarterly Marketplace meetings
- ✓ Subject matter expertise specific to support specific business needs
- ✓ Job Fairs for sourcing talented staff
- ✓ Connections to airport suppliers

MARKETING

- ✓ Wayfinding
- ✓ Events & promotions
- ✓ Social media
- ✓ Announcements in aviation industry & community media
- ✓ Branding & visual support & standards
- ✓ Merchandising support

The selected Applicants will be expected to manage and operate a marketplace unit or kiosk, delivering a world-class shopping experience to travelers. This scope outlines the duties, responsibilities, and expectations of the operator to ensure alignment with the JMP’s service standards and business expectations. All design and merchandising plans must be approved by the JMP Commercial Team. Through collaboration with JMP’s Commercial Team, the Operator will ensure the retail space enhances the overall traveler experience while meeting revenue targets and maintaining high standards of quality.

Operator Responsibilities include, but not limited to:

A. RETAIL SPACE DESIGN & SETUP

Interior Design: Develop a retail environment that reflects the aesthetic & ethos of your brand.

Boutique Layout: Create an efficient and visually appealing layout that maximizes the use of space while ensuring customer comfort and easy navigation.

Signage & Display: Incorporate clear, modern signage, following Terminal 6 visual standards, with effective product displays designed to drive engagement and sales.

Technology Integration: Implement retail technology, including point-of-sale systems, inventory management tools, and digital displays.

B. PRODUCT OFFERING & MERCHANDISING

Product Selection: Curate a collection of products suited to the target customer base (see section 4).

Inventory Management: Maintain adequate stock levels without overstocking, and anticipate seasonal and high-traffic trends.

Visual Merchandising: Design creative and compelling in-store displays that drive customer interest and sales.

C. CUSTOMER EXPERIENCE

Exceptional Service: Provide exceptional customer service, including personalized shopping experiences, multilingual support, and concierge services.

Staff Training: Ensure all staff undergo specialized training to meet Terminal 6 service standards, focusing on hospitality, product knowledge, and customer engagement.

Customer Feedback: Develop and adjust strategy based on customer feedback to continually improve the shopping experience.

D. COMPLIANCE & OPERATIONAL REQUIREMENTS

Terminal Safety & Security Regulations: Safety & Security are at the forefront of JMP Terminal operating standards. Standards of Operations Requirements will be provided by JMP. Operator

must ensure all retail operations comply with airport security protocols, including staff background checks and secure transportation of goods. Requirements from the Port Authority of New York and New Jersey can be researched on <https://www.panynj.gov/port-authority/en/index.html> under Operator Resources.

Street Pricing: Adopt & follow PANYNJ Street Pricing Standards. Pricing is subject to JMP approval. Additional details in section 7.A. and available on the website of the Port Authority of New York and New Jersey.

Operating Hours: The retail space must operate in accordance with Terminal 6 hours, including holidays and peak travel times, ensuring staff coverage at all times. Terminal 6 hours are subject to change and are based on passenger utilizing of the terminal facilities.

E. MARKETING & PROMOTIONS

Collaborative Marketing: Work closely with the JMP Commercial Marketing team to create joint promotional campaigns that align with the Terminal's image. All marketing campaigns, promotions, and events must be submitted to JMP's Commercial team for approval prior to any communication or execution.

Seasonal Promotions: Develop promotional strategies timed with major holidays, travel seasons, and events to maximize sales.

Digital Marketing: Develop & propose content for terminal-based digital screens to attract and engage travelers.

F. SUSTAINABILITY & CORPORATE RESPONSIBILITY

Sustainable Practices: Adopt Terminal 6's environmental policies, put forth good faith efforts to use sustainable materials and offering eco-friendly packaging. Policies will be provided by JMP's Environment & Sustainability Department.

Local & Global Impact: Showcase a commitment to both local and global corporate responsibility, supporting community initiatives, and ensuring ethical sourcing practices.

G. REPORTING & ANALYTICS

Sales Reporting: Provide detailed sales reports on a weekly and monthly basis, including product performance, revenue, and rent calculations.

Customer Insights: Offer insights into customer demographics, purchasing behaviors, and

feedback to help inform future operational and marketing decisions.

Key Performance Indicators (KPIs): Regularly monitor KPIs such as foot traffic, conversion rates, average transaction value, and customer satisfaction scores.

H. MAINTENANCE & UPKEEP

Boutique Maintenance: Ensure the retail space is well-maintained, including lighting, flooring, and display areas, with regular checks to meet mutual standards.

Repairs: Respond promptly to any repairs needed in the space to eliminate safety issues and minimize disruption to operations.

6. LIABILITY AND INSURANCE

Applicants are requested to include a comprehensive liability and insurance plan with their application. This plan shall detail the Applicant's liability coverage and insurance policies relevant to the operation of a retail concession unit. Applicants are encouraged to provide detailed information to ensure alignment with project requirements and compliance with relevant regulations.

7. PRICING/AGREEMENT TERMS

Successful Applicants will be required to enter into an agreement (the "**Concession Sublease**") to license their assigned unit/kiosk described in this Application Document on certain terms and conditions set forth in the Concession Sublease.

A. STREET PRICING AND VALUE FOR MONEY STANDARDS

The Port Authority Airports, like many US large hub airports, have a long-standing policy of requiring concessionaires to sell products at "Street Pricing" and concessionaires will be required to comply with such Street Pricing Policy and the Port Authority's Value for Money Standards and Guidance, each may be updated from time to time by the Port Authority. The current version of the Port Authority's Street Pricing Policy caps concession prices at the applicable Street Prices plus a maximum surcharge of 10% and requires Concessionaires to offer some lower-priced food and beverage options to provide value-for-money. Respondents should review the Port Authority's Street Pricing Policy and Value for Money Standards and Guidance for further information.

B. PERCENTAGE RENT

Percentage Rent will be the primary monthly rent component due under the Concession Sublease. There will be no Minimum Annual Guarantee, or "MAG," required or included in the Concession Sublease.

"Percentage Rent" is an amount derived by multiplying a set percentage by the concessionaire's Gross Receipts (as defined in the Concession Sublease) for the applicable period. Each Local Business Marketplace unit will have its own Percentage Rent rate of 15% of each month's gross sales.

C. ADDITIONAL RENT

In addition to Percentage Rent due, concessionaires will be required to pay Additional Rent which includes Loading Dock Fees.

Loading Dock Fees for actual costs to receive, store, transport and deliver concessionaire's goods, inventory and equipment to and from loading docks and the concession premises will be variable based on the costs thereof and the concessionaire's use of such services and be billed monthly as a pass through only.

D. EMPLOYEE DISCOUNT REQUIREMENT

All concession tenants shall be required to offer a ten percent (10%) discount on sales to JFK airport and airline employees who display valid identification, as set forth in the Concession Sublease.

8. OTHER KEY TERMS

A. TAXES, LICENSES, PERMITS

The successful Applicant is solely responsible for the timely payment of all appropriate taxes, license, and permit fees that may be levied by the Port Authority, any other City, County, State, or Federal government or any agency thereof.

B. LABOR HARMONY

The Port Authority has enacted a labor harmony policy applicable to JMP's commercial partners. The successful Applicant will be expected to comply with such labor harmony policy, to the extent applicable, and the Concession Sublease will set forth certain labor harmony related

provisions in connection with that policy.

9. APPLICATION REQUIREMENTS

As noted in this Application Document, all Applicants must submit their Application and supporting documents as one PDF by the Application Deadline. JMP has no obligation to review any application that is submitted after the Application Deadline.

A. CONTENTS OF APPLICATION

In addition to the other required information described in this Application Document, Applicants should ensure their proposals include the following:

- **Cover Letter:** Each Applicant shall submit a cover letter with their application identifying the Applicant, summarizing their brand, website and/or socials, and including other important information deemed significant enough to be highlighted (such as media spotlights, awards, customer reviews, etc.). The cover letter must also provide the name, number, e-mail, and title of the individual responsible for the proposal. The cover letter shall not be more than two pages.
- **JFK T6 – Local Business Marketplace Application Form:** Applicants must complete this application form to be considered for this opportunity. This form includes requests for details such as company financials, history, certifications and disclosure of any conflicts of interest with JMP.
 - **Conflicts of Interest Disclosure:** Applicants should disclose any known current or past relationships that may constitute a real or perceived conflict of interest in this Applicant including any known current or past relationships between the Applicant, its affiliates or any key personnel and the following (or their affiliates):
 - JMP
 - Vantage Group
 - American Triple I
 - RXR Realty
 - JetBlue
 - The Port Authority



10. OTHER TERMS AND CONDITIONS OF THIS SELECTION PROCESS

A. EVALUATION

JMP has developed this Application Document based on the principles of competition, fairness, inclusion, transparency, and integrity.

The membership of any committee that created and approved this Application Document, that will evaluate any and all applications, and that developed the structure, processes and procedures for such evaluation has been and will be determined by JMP in its sole discretion.

The criteria used to evaluate each Applicant’s submission has been determined by JMP in its sole discretion. See Figures 3 and 4 for the Evaluation Criteria for Stage 1 and 2, respectively.

Stage 1 Evaluation Criteria

	QUALIFICATION	VALUE
MANDATE	<ul style="list-style-type: none"> ▫ Graduate of the PANYNJ IOC program OR Business with headquarters in Tier 1 & Tier 2 Queens zip codes AND ▫ Operating for at least 3 years 	Pass/Fail
NEW YORK SENSE OF PLACE	<ul style="list-style-type: none"> ▫ Brand celebrates Queens (or NYC) in an authentic way, capturing the raw, bold, and eclectic nature of NYC. This can be accomplished through products, designs and visuals that reflect street style, modern minimalism, or a blend of a high-fashion and accessible aesthetic. – 15 <i>points</i> ▫ A differentiated product offering including a range of high & low, features standout pieces you could find “only in NY”, reflects emerging trends in their category (unique, memorable, commemorative of a trip NYC). I.e: Collaboration with local artists, musicians, designers, to create limited edition items for fresh, limited-edition items bringing in the city’s iconic architecture and neighborhoods to capture the imagination of locals and tourists alike. – 20 <i>points</i> 	35%

	STAGE 1 QUALIFICATION CONTINUED	VALUE
OPERATIONS	<ul style="list-style-type: none"> ▫ Leadership demonstrates a customer-centric ethos, putting guest experience first and foremost through staff development and supporting company policies – 5 points ▫ High-grossing retail experience with a track record of handling an average of 1500 transactions per month – 15 points ▫ Existing infrastructure, both front & back of house, ability to replenish and restock inventory seamlessly in the airport environment. – 15 points 	35%
FINANCIAL	<ul style="list-style-type: none"> ▫ Demonstrated ability to grow both top-line sales while maintaining profitability – 10 points ▫ Strong financials & financial references – 15 points 	25%
EXTRA	<ul style="list-style-type: none"> ▫ Experiential component and/or local cause partnership (or capability) – Interactive in-store components, technological innovation or partnership with local cultural institution. Some examples of this might be a featured product line with a “buy-one give-one” component, the ability to customize one’s purchase in-store, or VR/AR social media engagement moment. – 5 points 	5%

Figure 3

Stage 2 Interview Evaluation Criteria

	QUESTION CATEGORY	VALUE
BRAND	<ul style="list-style-type: none"> • Business Model and Market Fit – 10 points • Brand Strength and Recognition – 10 points • Competitor Landscape and Differentiation – 10 points 	30%
OPERATIONS	<ul style="list-style-type: none"> • Operational Considerations - 20 points • Customer Experience - 15 points • Security and Regulatory Compliance – 15 points 	50%
FINANCIAL	<ul style="list-style-type: none"> • Financial Projections and Risk Management – 20 Points 	20%

Figure 4

B. LIABILITY FOR ERRORS

While JMP has made efforts to ensure an accurate representation of information in this Selection Process Document, the information contained in this Selection Process Document is supplied solely as a guideline and may be subject to change and should not be relied upon by any person.

The information contained in this Selection Process Document, is not guaranteed or warranted to be accurate by JMP, its shareholders or any of its agents or affiliates, nor is it necessarily comprehensive or exhaustive.

JMP has no obligation to update the information contained in this Selection Process Document or notify you of any updates to such information.

Nothing in this Selection Process Document is intended to relieve Applicants from forming their own opinions and conclusions with respect to the matters addressed in this Selection Process Document.

By providing you with access to this Selection Process Document, JMP does not assume any liability to you in connection with your use of the information contained in this Selection Process document.

C. NO CLAIM FOR EXPENSES, DAMAGES OR COMPENSATION

Each Applicant and each other party accessing this Selection Process Document is solely responsible for its own costs and expenses in relation to this Application including preparing and submitting any response hereto and/or attending meetings with JMP during the evaluation process.

JMP is not liable to pay such costs and expenses or to reimburse or to compensate an Applicant or any other party under any circumstance and JMP has no obligation to enter into a contract or other commitment with any Applicant or any other party.

Applicant, by submitting a response to this Application or otherwise participating in this opportunity, agrees that it will not assert any claim whatsoever against JMP, its shareholders, directors, affiliates, employees, contractors, or agents relating to this Application, its participation in this Application or any outcome of this Application.

Applicant, by submitting a response to this Application or otherwise participating in this

opportunity, waives any claim for damages or loss of profits if Applicant is not selected or is not otherwise successful in this Application.

No Applicant shall have any claim for any compensation of any kind whatsoever, as a result of submitting a response to this Application or otherwise participating in this opportunity, each Applicant shall be deemed to have agreed that it has no claim.

D. VERIFICATION AND DUE DILIGENCE

JMP reserves the right to verify any statement or claim contained in any Applicant's submission, or related materials, or made subsequently by an Applicant or its representatives in any correspondence or discussion. That verification may be made by whatever means JMP considers appropriate including, without limitation, contacting any references provided by the Applicant and any proposed contractors or partners of the Applicant.

In submitting any Application, the Applicant is deemed to consent to JMP, as part of its due diligence, verifying any information provided by third parties, including Applicant's references and proposed subcontractors and partners, and to obtaining additional information from third parties regarding Applicant, its directors, officers, shareholders, owners, key employees, subcontractors and any other person associated with Applicant as JMP may deem appropriate. JMP may also make inquiries with the Port Authority and its partners regarding previous relationships Applicant may have had with those organizations.

Applicant understands and accepts that JMP may in its sole discretion consider none, some or all such information verified and obtained in its evaluation of the Applicant's submission and related materials.

E. NOTIFICATION OF APPLICANTS / NO OBLIGATION TO AWARD CONTRACTS

JMP will notify Applicants regarding the outcome of JMP's review and evaluation in writing. JMP will make reasonable efforts to notify Applicants who are not selected, provided that JMP is under no obligation to do so.

JMP's evaluation of Applicant submissions and related material will remain confidential and JMP is not obligated to disclose its evaluation of such information to any Applicant or any third party.

There will be no public opening of the Applicant submissions, related materials, or any other documents received by JMP. Submissions will be opened privately by JMP after the deadline for submissions. No public announcement of the contents of any submissions will be made at any

time.

Regardless of the outcome of this Selection Process, JMP is under no obligation to select any Applicant or negotiate or award a contract of any sort in connection with the matters contemplated by this Application and may terminate this Application at any time. At no time will JMP have any duty or obligation to disclose to Applicants or third parties any information regarding JMP, the evaluation of submissions, any further stages of this Application, or anything related thereto.

F. AGREEMENT WITH TERMS

By participating in this Application, Applicant agrees to all the terms and conditions of this Application as set forth in this Selection Process Document and agrees to follow all JMP's rules and regulations applicable hereto. All responses to this Application and any supplementary material will become the property of JMP. JMP reserves the right to change the terms and conditions of this Application and this Selection Process Document at any time in its sole discretion.



11. APPLICATION FORM

JFK Millennium Partners’ Application for T6 Local Business Marketplace

John F. Kennedy International Airport - Terminal 6

October 2024

Issued by JFK Millennium Partners, LLC
Application Form

JFK Millennium Partners has created the T6 Local Business Marketplace to showcase the talent, diversity, and vibrancy of Queens to our passengers. The purpose of the JFK T6 Local Business Marketplace is to create meaningful opportunities for local businesses and Graduates of the PANYNJ Institute of Concessions.

As set forth in the Local Business Marketplace Selection Process Document in which this Application Document is included, in order to participate in this Selection Process you must complete this Application Document and upload it together with all required documentation in a single PDF or as a single folder of separate files to the email specified in the Marketplace Selection Process Document. You should carefully review the Marketplace Selection Process Document and the other instructions set forth therein on the procedures for completing this Application Document. Capitalized terms used but not defined herein shall have the meanings set forth in the Selection Process Document.

1. Company Information

Name of Company (Full Legal Name):	
Business or Operating Name:	
Eligibility Validation 1: <i>Are you a Tier 1 or Tier 2 Local Business Enterprise (“LBE”) or Institute of Concessions Graduate (please indicate)</i>	
Eligibility Validation 2: <i>Has your business been in operation for at least 3 years?</i>	



Business Street Address:	
Mailing Address (if different):	
Address for Delivery of Legal Notices (if different):	
Primary Contact Name:	
Position:	
Telephone:	
Email:	

2. Key Personnel:

2.1. Provide the names and titles and a brief biography of key personnel (Chief Executive Officer and Chief Financial Officer or equivalents, Members of Board of Directors or equivalent governing body, or any other key personnel you wish to identify for JMP) and/or shareholders owning more than 25% of the voting and/or economic interest in the Company:

Name	Brief Biography



- 2.2. Please attach one or more organizational charts of the Company that identify (i) ownership structure of the Company – including the holders of voting and/or economic interests in the Company (and the percentage thereof) and (ii) the position of the key personnel identified in Question 2.1 within the Company, with your submission of this form.

3. Company Details

- 3.1. Describe your company structure and formation:

Company Type (Corp, LLC, etc.):	
Ownership Type (Private, Public, etc.):	
Year of Formation:	
Jurisdiction Where Formed:	
Address of Registered Office in New York State (if any):	
Business Federal Tax ID or Individual’s Social Security Number:	
Are you a graduate of Port Authority of New York and New Jersey’s Institute of Concessions Program? (If yes, please indicate year of graduation)	



3.2. Provide additional information:

<p>Number of years in operation?</p>	
<p>Describe any change of ownership of the Company during the last 5 years?</p>	
<p>Describe any change of name or licence number during the last 5 years?</p>	
<p>Describe authority to operate in New York State.</p>	
<p>Has Company been the subject of a bankruptcy proceedings or other insolvency proceedings in the past 10 years? Have any key personnel of the Company (as identified in Question 2.1) been the subject of such a proceeding or served as an officer or director of a company that has been the subject of such a proceeding in the past 10 years? If yes to any of the above, please provide details.</p>	
<p>Has Company been the defendant in any proceedings involving fraud, tax evasion or any other financial crime or deception? Have any key personnel of the Company (as identified in Question 2.1) been the defendant in such a proceeding or served as an officer or director of a company that has been the defendant in such a proceeding in the past 10 years? If yes to any of the above, please provide details.</p>	



4. ACDBE, LBE and/or IOC Graduate Certifications

Describe all applicable certifications of the Respondent and, if the Respondent is not ACDBE/LBE or and IOC Graduate its shareholders. If Respondent (or shareholders) are in the process of certification, please indicate in the Comments.

Entity Name	Certified Since	Certified By	Percentage ACDBE Participation	Comments

5. Qualifications and Experience

Please summarize retail experience below for Applicant, shareholders, and key operational employees:

Name / DBA	Location	Length of Experience (Years)	Sales Volume	Description of experience (include title, and ownership interest)



6. Disclosure of Current Relationships

In the tables below, disclose any current relationships with JMP or other tenants at Existing JFK Terminal 7, including:

- 6.1. All current arrangements with (1) JMP, Vantage Group, American Triple I, RXR Realty or Jet Blue (or any affiliate of the foregoing), (2) any entities currently, or to your knowledge are expected to, operate in Terminal 7 at JFK Airport and (3) other terminal operators at JFK Airport,
- 6.2. All current and past relationships with the Port Authority as well as contracts or leases held at any Port Authority facilities, and
- 6.3. Any relationships or current arrangements which may constitute a real or perceived conflict of interest in this Selection Process.

Institution/Company:	
Name and Title of Primary Contact:	
Phone:	
Email:	
Start / finish dates of Relationship:	
Description of Relationship:	

Institution/Company:	
Name and Title of Primary Contact:	
Phone:	
Email:	
Start / finish dates of Relationship:	
Description of Relationship:	

Institution/Company:	
Name and Title of Primary Contact:	
Phone:	
Email:	
Start / finish dates of Relationship:	
Description of Relationship:	



Institution/Company:	
Name and Title of Primary Contact:	
Phone:	
Email:	
Start / finish dates of Relationship:	
Description of Relationship:	

7. Disclosure of Current Franchise, License and/or Similar Arrangements

Demonstrate accreditation where applicable. Please include any supporting documentation:

Franchisor / Licensor	Date Entered	Exclusivity / Territory	Describe Key Terms / Rights / Limitations

8. Company Financial Information

8.1. List annual revenue and net operating income by year, as applicable:

	Annual Revenue		Net Income	
	Total	In NY and NJ	Total	In NY and NJ
2019				
2020				
2021				
2022				
2023				



- 8.2. Attach most recent Annual Report for the company, if available.
- 8.3. Attach most recent audited financial statements or current financial statements with a certification of CFO or CEO for a period ending within 90 days of the date of this Response Submission Form. Provide description below of financial statements that have been provided.

- 8.4. If available, attach a current credit rating report from a credit agency, including Moody's, Standard and Poor's, Fitch, or Dun & Bradstreet. Provide description below of any such credit rating report that has been provided.

9. Financial References

Please provide the below financial references as applicable and inform them that you have allowed JMP to contact them and request information.

- 9.1. Bank:

Institution/Company:	
Name and Title of Contact:	
Phone:	
Email:	



9.2. Accredited Credit Rating Agency

Institution/Company:	
Name and Title of Contact:	
Phone:	
Email:	

9.3. Accounting or Other Financial Services

Institution/Company:	
Name and Title of Contact:	
Phone:	
Email:	

9.4. Professional Affiliations (Airport Minority Advisory Council, National Restaurant Association, Chamber of Commerce, etc.)

Institution/Company:	
Name and Title of Contact:	
Phone:	
Email:	

APPLICATION END

Thank you.