

# **Carnival Grand Bahama Investments Limited**

## **Request for Qualifications (RFQ) to Participate in the Design, Build, Full Operation and Maintenance of High Volume Food & Beverage Operations at Grand Port**

### **I. GENERAL**

#### **A. INTRODUCTION**

Carnival Corporation & plc via its subsidiary Carnival Grand Bahama Investments Limited (“Grand Port”) is soliciting qualifications from parties (“Operators”) interested in participating in the design, build, full operation and maintenance of High -Volume Food & Beverage Operations (“F&B Operations” or the “Project”) for guests and crew at the planned, new cruise ship destination to be constructed and operated by Grand Port on the southern shore of Grand Bahama Island in The Bahamas (Exhibits B and C). Grand Port envisions awarding the Destination’s F&B Operations in their entirety to qualified Bahamian operators.

#### **B. BACKGROUND & PROJECT LOCATION**

##### **1. Carnival Corporation & plc and Carnival Cruise Line**

Carnival Corporation & plc, the world’s largest leisure travel company, provides travelers around the globe with extraordinary vacations at an exceptional value. The company’s portfolio of global cruise line brands includes nine distinct brands operating worldwide. Together, these brands comprise the world’s largest cruise company with a fleet of over 90 ships visiting more than 700 ports around the world. For more information, please visit <http://www.carnivalcorporation.com/>. Grand Port will be a branded Carnival Cruise Line Sun & Fun exclusive destination. Carnival Cruise Line, “The World’s Most Popular Cruise Line”, currently operates 24 ships on three- to 24-day voyages worldwide and has two new ships scheduled for delivery – Carnival Celebration in late 2022 and Carnival Jubilee in 2023. In addition, Costa Luminosa, a Luminosa Class ship, will be transferred from Costa to Carnival Cruise Line mid-2022. For more information, please visit <http://www.carnival.com>.

##### **2. Project Location**

The Destination will be located on the south shore of Grand Bahama Island on approximately 329 acres of land (the “Site”, see Exhibit B). While land planning is underway, it is expected that a significant portion of the total acreage will be maintained for conservation and phased/future development.

F&B Operations (including specialty and small-size opportunities which will be announced at a later date) will be located within the Site as the master plan is finalized.

## C. PROJECT DESCRIPTION

### 1. Objective

Grand Port is in the process of developing a dedicated cruise ship destination (“the Destination”) in Grand Bahama. The Destination is designed to accommodate two cruise ships per day, with a daily onshore capacity of up to 13,000 guests and 4,000 crew members. The Groundbreaking ceremony took place on May 12, 2022.

In order to provide Food & Beverage at the Destination, Grand Port plans to negotiate and execute a series of commercial agreements with several qualified Operators. The commercial agreement(s) will provide for the Operator(s) to participate in design, build, full operation and maintenance of F&B Operations at the Destination.

Operators are being invited to provide qualifications for consideration for specific F&B Operations. Operators are encouraged to consider their specific qualifications and experience in determining the appropriate scope for which they wish to be considered. For more information please visit <https://www.carnivalgrandport.com/>.

### 2. Extent and Scope of the Project

Overall F&B Operations at the Destination will be designed to provide daily food and beverage for several thousand guests and crew across a variety of daily operational scenarios. The Destination will primarily receive ships during the day (8 a.m. to 5 p.m.), although night operations are being designed for and to be considered. Approximately 1 million guests are expected to arrive to the Destination in its first full year of operation.

F&B Operations are initially planned to be comprised of various categories for guests and crew including:

- Up to three High-volume dining and bar operations (up to 435 meals during peak 2-hour per location – 1,400 meals total estimated for the whole location)
- Multiple supporting quick serve and bar operations.
- Dedicated crew dining area(s) – size to be determined.
- Small specialty food outlets as well as “Grab and Go” services (outside the scope of this RFQ; specific RFQ will be issued at a later date).
- Delivery service, where guests, using an app, can order food for delivery to their location on site, i.e. to their beach chair (outside the scope of this RFQ; specific RFQ will be issued at a later date).

*Please note: The “Grab and Go” and delivery services may also be considered as part of the high and/or supporting volume operations. Please address your qualifications and experience with both types of operations as well.*

Guests will be charged for all F&B purchases. Grand Port will work jointly with Operators to ensure competitive menu pricing.

In addition to that above, other desired attributes of the F&B Operation include:

- Total square footage shall be maximized consistent with a cost-effective design.
- F&B menus, service, and operations will be carefully designed to achieve an authentic Bahamian experience.
- F&B Operations shall incorporate elements of sustainable, healthy, and environmentally responsible design.
- Design, construction, operations and maintenance shall comply with applicable requirements of the Americans with Disability Act and Carnival Corporation’s Rules, Regulations, and Public Health Guidelines.

3. Proposed Project Schedule:

The Destination is planned to open in late 2024 (subject to Grand Port receiving all permits and licenses by July 2022), at which time the F&B Operations must be fully operational.

Request for Qualifications (RFQ), Phase I

RFQs Made Available via Webpage	July 29, 2022
RFQ Submittals Due via Upload to Webpage	August 31, 2022
Notification to Operators short-listed for RFP phase	September 30, 2022

**D. ANTICIPATED AGREEMENT STRUCTURE**

Grand Port will execute a series of commercial agreements with several Operators. The commercial agreement(s) will provide for the Operator(s) to participate in the designing, building, operating, and maintaining of their F&B Operations at the Destination.

The commercial agreement(s) for the F&B Operations as well as respective terms, fees, and capital requirements will be negotiated with shortlisted Operators. As the Destination will be cashless utilizing Grand Port’s technology platform, all sales will be collected and remitted to Operator, by Grand Port, net of applicable taxes and fees. Operator Improvement Allowances may be further considered by Grand Port.

Operator(s) will be responsible for any and all repairs of their facilities as well as paying for any and all costs associated with occupancy including, but not limited to, utilities, maintenance, structure, roof, exterior cladding, glazing and major mechanical systems of the buildings. Common Area Maintenance and Services fees structure will be defined as part of the commercial agreement(s).

**II. QUALIFICATION CRITERIA**

Grand Port will review all submittals that address the criteria outlined in this RFQ. This review will identify the Operators which, in Grand Port’s sole discretion, best meet the Project’s needs. Grand Port reserves the right to reject any or all submittals and to change or add to the screening criteria at any time during the screening process.

## **A. GENERAL**

The review and qualifications process is two steps:

- Phase I: Request for Qualifications (RFQ)
- Phase II: Request for Proposals (RFP)

Phase I: RFQ is initiated by this document. Objectives are to inform potential Operators of the business opportunity, to gather information about prospective Operators, to start building relationships between Grand Port and Operators via an exchange of information, and to allow Grand Port to evaluate candidates for the Phase II RFP. At the end of the Phase I RFQ, selected Operators will be invited to participate in the more detailed Phase II RFP.

## **B. REQUIRED SUBMITTALS (INSTRUCTIONS FOR INTERESTED OPERATORS)**

Qualification proposals have to be submitted by close of business on August 31, 2022. Interested Operators are requested to submit their qualifications, which must include and reference the elements included in the RFQ Response Outline (Exhibit A), via upload to our webpage: <https://www.carnivalgrandport.com/opportunities/rfq-rfp>

Any questions or issues with uploading should be addressed via e-mail to [FnB@carnivalgrandport.com](mailto:FnB@carnivalgrandport.com). All information provided will be held confidentially by Grand Port.

Emphasis should be on responsiveness to requested information and conciseness of format. Each response should reference the criteria section being addressed and pages should be numbered consecutively. Failure to respond to all requested information may be considered non-responsive and may disqualify an Operator from further consideration.

## **C. EVALUATION OF SUBMITTALS**

Qualification submittals will be evaluated on:

1. Operator Information: Ability of the Operator's team to address the complexities of the Project development.
2. Previous Experience: Ability of the Operator's team to demonstrate experience in similar development projects.
3. Financial Capability: Ability of the Operator's team to demonstrate appropriate financial capability to develop and operate the Project.
4. Management and Operations Experience: Ability of the Operator's team to demonstrate capability and experience operating and maintaining similar F&B operations.
5. Sustainability: Ability of the Operator to demonstrate its background and ability to adapt to sustainable construction techniques and operational practices as a key project component.

### **III. OPERATOR SELECTION TO PROCEED TO RFP PHASE**

Based upon review of the qualification submittals, Grand Port will select, at its sole discretion, a short list of Interested Operators who it believes are most qualified to undertake this project. Selected operators on the short list will be invited to submit detailed project proposals in response to the Phase II RFP.

**THANK YOU FOR YOUR PARTICIPATION.**

**EXHIBIT A:**  
**RFQ Response Outline**

1. F&B Operations interest: Indicate the category (or categories) of F&B Operations the Operator is interested in (High Volume, Crew Dining Hall).
2. Operator Information:
  - a. Company legal name and trade name (Doing Business As).
  - b. Street Address, City, State, and Country of company.
  - c. Full names of company officers and brief biographical summaries.
  - d. Legal status, Ownership Structure and Shareholders.
  - e. List of potential members of the project team including financial partner(s), management groups, design professionals, construction groups and any other applicable groups or individuals.
  - f. Operator's contact information (names, emails, and phone numbers) for correspondence on this Project.
3. Previous Experience: Submit project development histories of this project type and/or magnitude to the extent possible. Project histories should include:
  - a. Brief project description.
  - b. Statement regarding the duration of Operator's financial and operational involvement.
  - c. Discussion of project successes and overall results.
  - d. Description of challenges and problem-solving where relevant.
4. Financial Capability to Execute the Project: Submit information regarding financial capability to successfully pursue and complete the Project on a timely basis and financial ability to operate a project of this type and magnitude.
5. Management and Operations Experience in similar F&B operations.
6. Sustainability: Demonstrate expertise and experience with sustainable design strategies and techniques (including incorporating energy efficiency) and sustainable operating practices.
7. Interest, qualification and experience in "Grab & Go" and delivery services (if interested).
8. References: Please provide a reference from each of the following:
  - a. Business
  - b. Financial Institution
  - c. Personal
9. Other information pertinent to the operator and its ability to develop and operate a successful F&B operation.

Note: All applicants are subject to a check of their credit history/rating and verification of all required government and local business license(s), certificates demonstrating there is no criminal record of shareholders/directors as well as other documentation at the discretion of Grand Port.

**EXHIBIT B:**  
**Project Location & Area Map**

**Grand Port Location**



**EXHIBIT C:  
Updated Conceptual Plan**

