



Republic of the Philippines
CIVIL AVIATION AUTHORITY OF THE PHILIPPINES

PUBLIC INVITATION
for participation in the procedure of granting
**A CONCESSION SPACE AT GENERAL SANTOS CITY INTERNATIONAL
AIRPORT**

The Civil Aviation Authority of the Philippines (CAAP) invites all interested domestic and foreign legal entities and individuals that meet the requirements prescribed by the CAAP Concession Manual to participate in the procedure of granting a concession space at the new Passenger Terminal Building (PTB) at General Santos City International Airport (GSCIA).

I. Information on the Concession Space

- a. Office and counter space for essential services such as airlines and other government agencies.
- b. A 3m x 3m concession space for Food and Beverage, Food and Non-food souvenir inside the PTB of GSCIA.
- c. As the airport is still under warranty, no permanent furnishing and fixture are allowed. A modular kiosk is strictly required for Food and Beverage concession and Food and Non-food Souvenir concession. Kiosk design provided must be followed by concessionaires.
- d. Allowable hours of operation will vary on the operation of the Airport.
- e. Rental of the facility will be based on the Lease Offer submitted by the proponent, or as prescribed in the CAAP Fees and Charges whichever is beneficial to serve the best interest of both the facility users and CAAP.

II. Application Requirements

- a. The initial requirements for new application for concession are as follows:

Application Form	Can be downloaded at caap.gov.ph
Letter of Intent	Addressed to the Director General thru the Officer-in-Charge of the Business Development Division (BDD)
Business Plan	The Business Plan shall include the following: <ol style="list-style-type: none">1. Executive Summary;2. Company Description;3. Market Analysis;4. Management and Organization Structure;5. Products and Services (with pricing);

	6. Projected Financial Statement for one (1) calendar year with Capital Investment and Lease Offer; and 7. Detailed Architectural Plan/Layout/Design of proposed concession.
Undertaking of No Pending Case	Duly notarized statement that the proponent has no pending case against any government agency or institution
Declaration of No Relationship	Duly notarized declaration of No Relationship by consanguinity and/or affinity with a CAAP employee within the third (3 rd) degree, in compliance with the Civil Service Commission Regulation on Conflict of Interest

- b. Applications with incomplete requirements and components of the Business Plan shall be considered automatically disapproved without need for issuance of official letter.

III. Concession Limitations

For this particular airport, the CAAP shall consider applications that offer essential service to passengers from Airlines, Government Offices, Food and Beverage, Transportation, Banking and etc.

IV. Lease Term

The term of the contract will vary based on the Capital Investment submitted by the interested parties. Matrix is as follows:

CAPITAL INVESTMENT	LEASE TERM
Less than Php250,000.00	One (1) Year
More than Php250,000.00 but less than Php500,000.00	Two (2) Years
More than Php500,000.00 but less than Php1,000,000.00	Three (3) Years

V. Selection Process

Factors that may affect safety, security and operational interests of CAAP are the primary considerations for the selection process. Secondary factors may include economic viability, proponent's management track record and business experience, as well as planned business improvements that may have an impact on CAAP's operations and interests.

All submitted intent which punctually met and completed the initial requirements, based on the CAAP received date, shall be evaluated and summarized by the CAAP Business Development Team and shall be presented to the Corporate Planning Chief for final recommendation, prior to the approval of the Director General.

VI. Critical Dates

PROCESS	DATES
Posting of the Public Invitation	25 May 2021 -15 June 2021
Deadline for submission of complete Initial Requirements	15 June 2021, 5:00 PM
Evaluation and summary by the CAAP BDD Team	16-31 June 2021
Processing and approval of evaluation	1- 15 July 2021
Posting of approved proponent	16 July 2021 - onwards

Interested applicants are instructed to apply through the Online Application for New Concessions found in the CAAP Official Website <caap.gov.ph>. Applications may also be submitted directly to GSCIA Office or sent via email at gensan_concession@caap.gov.ph copy furnish businessdev@caap.gov.ph.

Signed.

ATTY. EDELIZA M. IRUGUIN
OIC, Business Development Division