

# VIP Lounge / FBO Brief

An opportunity exists for an organisation(s) to establish a VIP Lounge and International Lounge within Darwin International Airport.

Darwin International Airport Pty Limited is embarking upon a Terminal Expansion Project (TXP) which is scheduled to commence in two stages (late in 2011), with final completion expected in early 2014. The increased terminal capacity is designed to meet anticipated growth to 2017/2018.

Planning objectives and forecasts are available in an online version of the DIA Approved 2010 Masterplan at: [www.darwinairport.com.au/property/master-plan](http://www.darwinairport.com.au/property/master-plan)

## VIP LOUNGE

There is scope to develop a VIP Lounge on the ground floor of the passenger terminal with discreet access, security screening and access to the Regular Public Transport Apron (RPT Apron). The lounge will cater primarily for arrival and departures of corporate and charter aircraft operating domestic sectors however, subject to cooperation from border agencies, may also service international sectors.

There is provision within the current TXP planning for a facility circa 200m<sup>2</sup>. Darwin International Airport Pty Limited seeks expressions of interest from organisations with experience in operating FBO's or corporate lounges.

## INTERNATIONAL LOUNGE

The International Lounge is to be located on the first floor of the terminal within the second phase of the TXP due for completion in 2014. The lounge could be operated as a "walk up" or "pay as you go" model similar to those on offer throughout Asia. The primary market of the lounge is passengers who are in transit or embarking in Darwin from an international flight. The lounge may also cater for outbound domestic passengers in off-peak periods.

Darwin International Airport seeks expressions of interest from organizations with experience in managing F&B outlets and lounges.

## EXPRESSIONS OF INTEREST

Expressions of interest (EOI) must detail operational experience; capability; corporate structure; minimum facility requirements; and any further information considered relevant by an organisation. The EOI process shall be used to shortlist operators and establish a platform to commence negotiating commercial agreements. The submission of an EOI does not obligate Darwin International Airport Pty Limited to negotiate with an interested party. An EOI does not constitute an offer capable of acceptance by Darwin International Airport Pty Limited.

All EOIs will be treated as strictly confidential and all parties will be advised of their success or otherwise in writing.

All queries and expressions of interest should be addressed to:

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**Expressions of interest close at the close of business on Friday 8 July 2011.**