

**Carnival Grand Bahama Investments Limited
CELEBRATION KEY**

**Request for Proposal (RFP) for
Interest in Participating in F&B Operations
at Celebration Key at Grand Bahama**

November 2023

I. GENERAL

A. INTRODUCTION

Carnival Corporation & plc via its subsidiary Carnival Grand Bahama Investments Limited (“Carnival”) is requesting proposals from businesses (“Operators”) interested in participating in the development and the leasing of a variety of Food & Beverage (“F&B”) outlets at Celebration Key, currently under construction by Carnival at Sharp Rock on Grand Bahama Island (“the Destination”), approximately thirteen (13) miles from downtown Freeport.





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 (9) 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/>.

The Destination is being designed primarily to serve Carnival Cruise Line. Carnival Cruise Line is “The World’s Most Popular Cruise Line” and currently operates 25 ships on three to 24-day voyages worldwide. One new ship is scheduled for delivery – Carnival Jubilee in late 2023 – and one ship is scheduled to be transferred in – Carnival Firenze in 2024. 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 beachfront land (the “Site”, see Exhibit B), in the area known as Sharp Rock. Carnival is conserving a significant portion of the acreage as wetlands. Approximately forty (40) acres of land is being utilized for the initial phase of the landside development.

C. PROJECT DESCRIPTION

1. Objective

Carnival is constructing a dedicated cruise ship destination designed to accommodate two cruise ships per day, with a daily onshore capacity of up to 13,000 guests and 4,000 crew members. We expect 2M+ passengers annually, and we expect to have ship calls almost every day of the year, including holidays.

The Groundbreaking ceremony took place on May 12, 2022, and construction is underway. The Destination is expected to open mid-2025.

In order to provide Food & Beverage at the Destination, Carnival plans to negotiate and execute a series of commercial agreements with several qualified Bahamian 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.CelebrationKeyGrandBahama.com/> and follow us on Social Media:

- Instagram: <https://www.instagram.com/celebrationkeygrandbahama/>
- Facebook: <https://www.facebook.com/people/Celebration-Key-Grand-Bahama/61552410317019/>

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.

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

After an exhaustive RFP process, an investor/ operator for the large outlets on-site has been selected, and we are now ready to engage other businesses for the 20+ additional outlets that will provide food and beverage service across Celebration Key.

The scope of this RFP includes the outlets below:

1. Two (2) iconic ice cream / specialty coffee outlets:
 - Located in the Welcome Plaza and inside of the iconic sandcastle.
 - Standard menu of ice cream (for kids and adults), with Bahamian flavors.
 - Can include milk shakes and related products.
 - Standard menu of specialty coffee similar to what is provided in the United States.

- Operator to fit out the space made available by Carnival, according to Carnival's requirements.
- 2. One (1) Teen Club outlet:
 - Located within the Teen Club on the east lagoon.
 - Menu of light Bahamian fares, tailored to North American teenagers' taste.
 - Beverages can include mocktails, juices, etc. (no alcohol), with a Bahamian flair.
 - Operator to invest in the fit-out of the space made available by Carnival, according to Carnival's requirements.
- 3. Eight (8) Food Trucks / Food Trailers (guest area):
 - Located in guest areas in two clusters, one cluster on the east lagoon and one cluster on the west lagoon.
 - Bahamian inspired menu, tailored to North American guests' taste, preferred.
 - Operator to invest in food truck / trailer (including fit-out), that should comply with Carnival's requirements.
 - Only electricity will be provided on site; truck/ trailer must be self-sufficient otherwise (water, propane, wastewater, etc.).
 - Trucks / trailers may be rotated through guest and crew areas at Carnival's discretion.
- 4. Two (2) Food Trucks / Food Trailers (crew area):
 - Located in the crew area, which is located towards the east of the development.
 - Expect 1,000+ crew to disembark each two ship-day.
 - Operator to invest in food truck / trailer (including fit-out), that should comply with Carnival's requirements.
 - Only electricity will be provided on site; truck/ trailer must be self-sufficient otherwise (water, propane, wastewater, etc.).
 - Trucks / trailers may be rotated through guest and crew areas at Carnival's discretion.
- 5. One (1) Employee cafeteria:
 - Location will be in the employee break area towards the north of the development (inside of the administrative building).
 - Destination is projected to have approximately 300+ direct employees and 400+ indirect employees of third-party partners plus various contractors.
 - Bahamian menu items preferred, with international mix for a varied menu through the year (over 90%+ of staff to be Bahamian).
 - Operator to invest in the fit-out of the space made available by Carnival, according to Carnival's requirements.
 - Carnival is foreseen to partially subsidize some meals for direct employees.
 - Foreseen to serve breakfast, lunch and dinner.
- 6. Other F&B opportunities for micro businesses will be communicated later in 2024.



Interested parties should note that:

- Only Bahamian owned and operated businesses qualify.
- All Look & Feel guidance will be provided by Carnival (including potential outlet names).
- Design, construction, operations and maintenance shall comply with applicable requirements of the Americans with Disability Act and Carnival Corporation’s Rules, Regulations.
- All operators will be required to adhere to strict Public Health Guidelines.
- Each operator will be required to follow Carnival’s Health, Safety and Environmental strict requirements, which will be audited frequently.

Guests/ Crew will be charged directly by the Operator for all purchases, via credit card and cash.

Existing Bahamian brands, or brands uniquely created for the Destination, are preferred.

3. Proposed Project Schedule:

The Destination is planned to open July 2025, at which time the F&B Operation must be fully operational.

RFPs Made Available via Webpage and Social Media	November 10, 2023
RFP Submittals Due via Upload to Webpage	January 15, 2024
Notification to Operators short-listed for visit phase	February 15, 2024

Note: RFP for Micro businesses opportunities will be launched in Fall/ Winter 2024.

II. REQUIRED SUBMITTALS

Information is to be submitted by close of business on January 15, 2024. Interested Operators are requested to submit their information, which must include and reference the elements included in

the RFP Response Outline (Exhibit A), via upload to our webpage: <https://www.carnivalgrandport.com/opportunities/rfq-rfp> and via email to F&B@carnivalgrandport.com.

Any questions or issues with uploading should be addressed via e-mail to F&B@carnivalgrandport.com. All information provided will be held confidentially by Carnival.

**EXHIBIT A:
RFP Response Outline**

Please feel free to use additional pages if running out of space.

1. Operator Information:
 - a. Individual or Company name and, if applicable, trade name (Doing Business As).

 - b. Street Address, City, State, and Country of company.

 - c. Operator’s contact information (names, emails, and phone numbers) for correspondence on this Project.

2. F&B outlet interest (include all that apply):
 - a. Food Truck / Trailer
 - b. Employee Cafeteria
 - c. Ice Cream / Specialty Coffee
 - d. Teen Club

3. F&B Concept: Please provide a high-level description of the concept and menus examples (doesn’t need to be final; you can also attach pictures and/or additional descriptions to your submittal).

4. Is this a currently existing outlet Yes No
Does the company have proper licenses (government, GBPA) Yes No

If existing, please indicate where you currently operate, under what name and for how long.

5. Alignment with Vision:
 - a. Is the brand an existing Bahamian brand? Yes No
 - b. Is the brand uniquely created for the Destination? Yes No
 - c. Would you be willing to create a brand uniquely for the Destination? Yes No

6. Alignment with Vision: what makes your menu/ concept “Bahamian inspired”, or how would you tailor your menu/ concept to be more aligned with the Vision?

7. Describe the ownership of the business (please add if not enough space):

Owner 1: Name, nationality, % ownership

Owner 2: Name, nationality, % ownership

EXHIBIT B:
Project Location & Area Map

Celebration Key Location

