



## Frequently Asked Questions:

### Question:

How are operators selected for concession opportunities at YVR?

### Answer:

The Authority attempts to generate optimal revenue from concession operations and at the same time provide optimal products and services to customers. Where proposals are invited through a request for proposals process, the invitation generally will set out the criteria for selection. The Authority reserves the right to accept or select any proposal that the Authority considers to be most beneficial and advantageous, and reserves the right to reject any or all proposals.

### Question:

How do we learn about opportunities that arise from time to time? Who is invited to submit proposals?

### Answer:

There are many established operators, at YVR and at other airports, who are known to YVR. The Authority will carry out industry research from time to time. Occasionally the Authority advertises opportunities. Occasionally the Authority will seek out an operator or operation perceived to be innovative or complementary, or an emerging brand, product or service.

The Authority sometimes draws upon names submitted by prospective operators. The on-line "CONCESSION APPLICATION FORM" is appropriate to make known your interest in concession opportunities at Vancouver International Airport.

The Authority attempts to command a high standard in the products and services offered at YVR. If you have a product or service that you think might be right for YVR, then we encourage you to submit your information.

### Question:

We would like to meet with you and make a presentation. Are you open to that?

### Answer:

For obvious reasons the Authority cannot meet with every person who has made a request, but at the same time the Authority wants to encourage strong candidates to come forward. We would encourage you to first submit the on-line "CONCESSION APPLICATION FORM", and include a brief description portraying your proposed operation, brand, products and services.

### Question:

Who should we talk to, if we have more questions?

### Answer:

Inquiries should be directed to

Concession Opportunities  
Retail and Passenger Services  
P.O. Box 23750  
Airport Postal Outlet  
Richmond, BC  
V7B 1Y7  
Phone: 604.303.3447