

**AIRPORTS AUTHORITY OF INDIA**  
**JAMMU AIRPORT / NORTHERN REGION**

**Minutes of LCAC Meeting**

Dated: 07.12.2021

**Subject:-RFP for Concession to Design, Fit-Out, Finance, Develop, Market, Operate, Maintain and Manage the F&B Outlets at Jammu Civil Airport.**

**PRESENT: -**

1. Shri Sukriti Bansal, AGM (Finance)
2. Shri Khurshed Ahmed Mir, SM (Ops.)
3. Shri Shyam Sunder Patil, SM (Comml.)

**A. BACKGROUND: -**

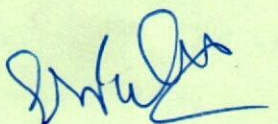
(1). The Tender for the subject work after approval of Competent Authority floated on e-portal on 13.07.2021 with MRLF of Rs.17,99,000/- (for 237 sqm. area) per month plus applicable Govt. Taxes with the last date of online submission of bids on 29.09.2021 and opening of Technical Bid on 30.09.2021.

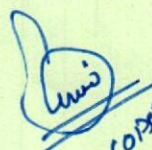
(2). The technical bid of Master Concessionaire for F&B at Jammu Airport opened on 30.09.2021 wherein two agencies i.e. M/s Rakesh Gupta, (Proprietor), Jammu and M/s RBA Hospitality & Hotels Pvt. Ltd., Ahmedabad participated. After scrutiny of the tender documents, shortfall documents were sought from the said two agencies through e-tender upto 29.10.2021.

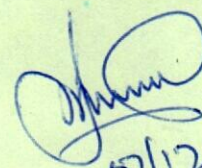
(3). The shortfall documents for the tender for Master Concessionaire for F&B at Jammu Civil Airport had been received from the two bidders (1) Shri Rakesh Gupta, Jammu and (2) M/s RBA Hospitality and Hotels Pvt. Ltd., Ahmedabad through CPP portal. and accordingly, all the shortfall documents submitted by the bidders were checked.

(4). However, clarifications had been sought from Commercial Deptt. NR in respect of consideration of technical experience and financial criteria in respect of Shri Rakesh Gupta which were claimed for the contract of Airport Restaurant at Jammu Civil Airport. The Law Deptt. vide email 30.11.2021 opined that the experience to be computed from 17.03.2019 in respect of the Airport Restaurant Facility run by Shri Rakesh Gupta.

(5). As per RFP para 2.1.5, the bidder must have minimum annual turnover Rupees One Crore only (for Jammu Airport) from F&B business during two (2) years (for which technical experience has been claimed) in the last seven (7) years. As per the Profit & Loss account for the year ended 1st March, 2021 of Shri Rakesh Gupta, the turnover from relevant business is Rs.58,78,065.92, which is below the required turnover during the technical experience. Hence M/s Rakesh Gupta (proprietor) was found ineligible in financial capacity of the tender.

  
Shri Comml.)

  
SM (Ops.)  
07.12.21

  
07/12  
AGM (Fin)

(6). The shortfall documents submitted by M/s RBA Hospitality and Hotels Pvt. Ltd., Ahmedabad found correct and agency found eligible in respect of Technical Capacity and Financial Capacity. The financial bid of the technically qualified bidder i.e. M/s RBA Hospitality and Hotels Pvt. Ltd., Ahmedabad opened on 06.12.2021.

(7). The details of financial bid of the technically qualified bidder is as under:-

| Sl. No. | Name of agencies                                   | Amount quoted                                                       | Rating                                    |
|---------|----------------------------------------------------|---------------------------------------------------------------------|-------------------------------------------|
| 1.      | M/s. RBA Hospitality & Hotels Pvt. Ltd., Ahmedabad | Rs.18,00,081/- (for 237 Sqm) per month plus applicable Govt. Taxes. | H-1 (technically qualified single bidder) |

(8). In the financial bid, M/s RBA Hospitality & Hotels Pvt. Ltd, Mumbai quoted Rs. 18,00,081/- per month plus applicable Govt. Taxes against MRLF of Rs.17,99,000/- per month plus applicable Govt. Taxes which is approx. 0.06% above the MRLF.

**B. OTHER RELEVANT FACTS AND INFORMATION:-** The e-tender for License for Master Concessionaire for F&B Outlets at Jammu Airport was floated on AAI website and e-portal with MRLF Rs.17,99,000/- for (237 Sqm) period of 07 years with 10% compound escalation every year or 24 % Revenue Share whichever is higher.

**C. PROPOSAL:-** Recommendation for acceptance of financial bid in favour of H-1 agency & single technically qualified bidder M/s RBA Hospitality & Hotels Pvt. Ltd, Ahmedabad , who has quoted Rs.18,00,081/- per month plus applicable Govt. Taxes.

**D. DOP PROVISION:-** As per DOP 4.5 (b), RED is the Competent Authority for Award of Trading Concessions or any Revenue Earning Contracts at the Airports for Grade II, III & IV Airports in case of single tender or quoted amount between 100%-110% of MRLF.

**E. COMMERCIAL MANUAL PROVISIONS:-** As per Commercial Manual Para 7.9.6, Airport Director shall recommend the award of license on the recommendations of the proposal of LCAC.

**F. PROVISIONS OF NIT, LOIA, CONCESSION AGREEMENT:-** LOIA, Concession Agreement shall be as per NIT and Commercial Manual.

**G. COMPETENT AUTHORITY:-**

(1). As per DOP 4.5 (b), RED is the Competent Authority for Award of Trading Concessions or any Revenue Earning Contracts at the Airports for Grade II, III & IV Airports in case of single tender or quoted amount between 100%-110% of MRLF.

*W. Kulkarni*  
SM (Common)

*A. Kumar*  
07.12.21

*A. G. M. (Fin.)*  
07/12/21  
AGM (Fin.)

#### H. DELIBERATION/ OBSERVATION OF COMMITTEE MEMBERS:-

Committee Members deliberated the following –

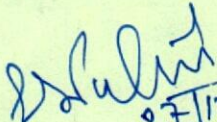
(1). As per NIT conditions, the offer of H-1 and single bidder M/s RBA Hospitality & Hotels Pvt. Ltd. is Rs.18,00,081/- plus applicable Govt. Taxes per month against MRLF of Rs.17,99,000/- per month, which is 0.06% above the MRLF, can be accepted in the bid of Master Concessionaire for F&B at Jammu Airport. The quoted licence fee shall be subject to annual escalation for subsequent years as per RFP or 24% revenue share whichever is higher and Electricity & Water Charges during the 07 Years licence period.

(2). As per DOP 4.5 (b), RED is the Competent Authority for Award of Trading Concessions or any Revenue Earning Contracts at the Airports for Grade II, III & IV Airports in case of single tender or quoted amount between 100%-110% of MRLF. Hence the proposal for award of licence in favour of M/s RBA Hospitality & Hotels Pvt. Ltd. to be forwarded to RHQ for approval.

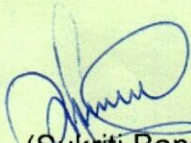
#### I. RECOMMENDATIONS OF LCAC:-

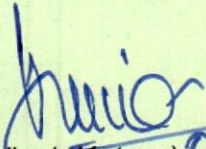
(1). LCAC recommends the quoted financial bid offered by M/s RBA Hospitality & Hotels Pvt. Ltd. at licence fee Rs.18,00,081/- per month plus applicable Govt. Taxes against MRLF Rs.17,99,000/- per month, which is 0.06% higher than the MRLF.

(2). LCAC recommends to forward the proposal for approval by the RED, NR for award of licence in favour of M/s RBA Hospitality & Hotels Pvt. Ltd. at quoted licence fee Rs.18,00,081/- per month plus applicable Govt. Taxes or 24% revenue share, whichever is higher, for 237 sqm. area for a period of 07 Years with 10% compound escalation every year.

  
(Shyam Sundar Patil)  
SM (Comml.)  
07/12/21

  
(Khurshed Ahmed Mir)  
SM (Ops.)  
07.12.21

  
(Sukriti Bansal)  
AGM (Finance)  
07/12/2021

  
(Vivek Katara)  
Off. Airport Director  
07/12