

Name of Reference Provided (Oxygen Premium Services LLC)	Title	Company	What is the nature of the relationship with the Respondent?	How long have you worked with the Respondent?	Describe Respondent's prior concession experience	Did Respondent have a competent and responsive management team?	Does the Respondent have a good payment history?	Are there any other comments relevant to Respondents ability to operate at FLL?
Leonardo Marcilio da Paixao	Manager	Marlim Azul	Employee	25 years	The company has a lot of experience in the hangar industry, VIP room and also, serving large customers	It has a trained and competent team.	Yes	A Marlim Azul also fuels aircraft and it is a reference in the industry
Viviane Ribeiro Vasconcelos	Operations Manager at the hangar in Vitoria, ES, Brazil	Marlim Azul	Professional	6 years	Marlim azul has been operating concessions for over 25 years in the areas of Hangaring, Lounge and Aircraft Fueling.	Yes, it has interconnected systems with all our branches and a large talented team.	Yes, the financial part is one of the most important sectors, as punctuality is the main focus.	The company Marlim Azul has been the aviation fuel market leader for over 25 years operating in several Brazilian states.
Nilton Almeida de Araujo	Operations Manager	Marlim Azul	Employee	9 years	Authorized BR AVIATION reseller. Present in 18 Brazilian airports, operating FBOs and fueling aircraft. It operates at the airports in Maringá-PR, Pampulha-MG, and Vitória-ES in the areas of executive aviation, Hangaring services, Vip Room, etc.	Yes. There is a team of professionals at the company's headquarters, located in Vitória-ES. In addition, the company has a team of qualified professionals at each airport where it operates.	Yes. Always on time with its workforce and suppliers.	Concessionaire in several Brazilian airports always complying with current legislation and respecting the environment.
Gustavo Teles vieira	General Manager	Bank Safra S/A	Commercial / Credit	Since November 2011.	Information received about the bidder regarding its performance at various airports in Brazil is positive.	Yes, our administrative and financial requests were promptly answered.	Yes. 100% liquidity to date.	Analysis of financial figures shows sufficient cash generation and equity to cover commitments with banks and suppliers to date.

Name of Reference Provided (MAG USA)	Title	Company	What is the nature of the relationship with the Respondent?	How long have you worked with the Respondent?	Describe Respondent's prior concession experience	Did Respondent have a competent and responsive management team?	Does the Respondent have a good payment history?	Are there any other comments relevant to Respondents ability to operate at FLL?
Alex Gordillo	Senior Vice President, Commercial Lending	Simmons Bank	Full Banking Relationship	Over one year	GTMS has been working in that space for many years, having earned an excellent reputation in customer service and delivering a great product to consumers on a on-going basis.	Yes. GTMS very well run. From their executive staff to their lounge experience.	Yes. Excellent and on time	As stated in column F. GTMS is considered one of the best companies to deliver high quality service and excellent customer experience year after year.
Tina Iftiger	VP of Airport Economic Development / Properties	Reno-Tahoe Airport Authority	Primary author of RFP, negotiator and corporate interface	Agreement signed July 2017 Facility opened December 2017	New to US market in 2016; extensive UK experience; they are a good concessionaire and provide value to our airport and region	Yes; researched market prior to proposal; after award they selected a local chef, launched included chamber events and regional outreach. Great partnership with AMEX.	Yes; actual financials exceed proposal forecast	Improvements are better than represented in proposal; Respondent operates in compliance; I would select MAG USA again as they are a great partner as they do what they say they will do
Michael Clement	Relationship Manager	HSBC Bank	I manage the US bank accounts for Manchester Airport Group and its US Subsidiaries.	Jan-19	Manchester Airport Group is very experienced in Airport concession experience in my opinion. In the UK they are the largest UK owned Airport Group and continue to grow the US business with great success.	The management team for Manchester Airport Group is very competent and responsive from my experience. They have a very well organized management structure here in the US.	The respondent has excellent payment history. There has been no issues with late payments.	Manchester Airport group is well managed and will be able to operate at FLL with great success.
Juliana Gansl	Director, Airport & Lounge Benefits	American Express	American Express offers access for its premium Platinum Card and Centurion Members to over 1,100 lounges globally. In addition to running our own network of Centurion Lounges worldwide, we build partnerships with other brands to form the American Express Global Lounge Collection. Escape Lounges is a premier member in the collection with whom we partner to develop new Escape, Escape/Amex Co-Brand and Centurion Lounges.	Three years	MAG operates 12 Escape Lounges across the US that serve our Platinum and Centurion Members.	Very competent and responsive - exemplary partners.	Perfect.	MAG has Amex's highest recommendation for operating a new lounge at FLL.
Jennifer Vogel	Manager of Business Development	American Express	Business Relationship	1 year	MAG has been American Express's lounge partner for many years and has handled all of the concessions in our lounges.	Yes	Yes	MAG is a wonderful partner and we are happy to be doing business with them.

Name of Reference Provided (Panpe)	Title	Company	What is the nature of the relationship with the Respondent?	How long have you worked with the Respondent?	Describe Respondent's prior concession experience	Did Respondent have a competent and responsive management team?	Does the Respondent have a good payment history?	Are there any other comments relevant to Respondents ability to operate at FLL?
Carlos Criado Replied on behalf of Gustavo Aguilar and Maria Torres	Business Development Director	Corporación Quiport S.A.	The respondent currently has a contract with Quiport for catering services and for the provision of food and beverages at the International and Domestic VIP Lounges at Quito Airport since February 2012	8 years and 10 months	They operated a food & beverage area at the Old Mariscal Sucre International Airport (L'Petit)	The management team and operational personnel working at/with Quiport and the International and Domestic VIP Lounges at Quito have responded effectively to all the requirements made.	The respondent has paid every invoice fully and on time.	
Juan Daza	Marketing Manager	ARCA CONTINENTAL Coca-Cola	We provide bevarages to the companies operations in Quito.	5 years	They have the concession for the National and International VIP Lounges at Quito's Airport. Not only they have been recognized internationally, but their service is impecable.	100%. They have a multidisciplinary team that is highly trained. They ensure that services in both Lounges meets customers needs.	Totally, they have never been late on one single payment.	I strongly believe that they are totally capable of operating at FLL.

Name of Reference Provided (Swissport)	Title	Company	What is the nature of the relationship with the Respondent?	How long have you worked with the Respondent?	Describe Respondent's prior concession experience	Did Respondent have a competent and responsive management team?	Does the Respondent have a good payment history?	Are there any other comments relevant to Respondents ability to operate at FLL?
Chris Niergarth	General Manager of Commercial and Retail Development	The Calgary Airport Authority	I cannot speak prior to four months, thus far I have not had any issues	Four Months	I cannot comment on this as I've only worked with Swissport for four months	within the last four months, yes. My understanding that there was some issues with the old management team prior, that have been resolved with new management.	Within the last four months, yes they have had good payment history. Prior, I understand that there was some payment issues	Not at this time.
Jim DeCock	Program Manager Concessions	San Diego International Airport	Swissport has a contract with the Authority	Since 2013	N/A	Yes	Yes	N/A
Ben Sipiara	International Terminal Manager	Chicago Department of Aviation	Swissport is a Ground handler at ORD as well as a lounge operator in the terminal	12 years	Swissport operates one of five lounges in the International Terminal	Swissport has a very responsive management team	Yes	I think they will do well

Name of Reference Provided (ALD)	Title	Company	What is the nature of the relationship with the Respondent?	How long have you worked with the Respondent?	Describe Respondent's prior concession experience	Did Respondent have a competent and responsive management team?	Does the Respondent have a good payment history?	Are there any other comments relevant to Respondents ability to operate at FLL?
Kristen Barnett	President	National Concessions Management, LLC	We are a DBE partner to Airport Dimensions at Hartsfield-Jackson Atlanta International Airport	Since July of 2013	Airport Dimensions operates common use airline lounges in more than a dozen airports in the US. I have worked with Airport Dimensions in Hartsfield-Jackson Atlanta International Airport, where we serve more than 800 total passengers and 4 dedicated airline clients every day.	Yes. The Airport Dimensions management team is also dedicated and engaged as well as competent and responsive. They are very invested in the success of their brand and the success of all of their partners.	Yes. Airport Dimensions has an excellent history of timely and complete payments	The Airport Dimensions team has been great to work with at ATL and are well equipped to deliver an excellent lounge experience in large and small airports alike
Tom Childers	Director, Business Development	Sodexo	We are Airport Dimensions exclusive food and beverage partner for their lounge portfolio	Since May of 2018	Sodexo is a global leader of lounge operations. Including the work we do for Airport Dimensions, we also manage national lounge portfolios for United Airlines, Delta Air Lines and Virgin Atlantic. We also manage many other high profile lounges for clients such as Star Alliance SWISS Air, etc.	Our experience with Airport Dimension's leadership team has been excellent. We have an outstanding relationship and we appreciate and respect their commitment to quality and service for their lounge guests	Yes	
Dave Kellerman	Sr. Mngr. Concessions	CVG (Cincinnati/Northern Kentucky International Airport)	The Club at CVG has been operational since 12.1.14.	Since 2010	Excellent	Yes	Yes	Airport Dimensions has always been very responsive to airport management inquiries. They are a great tenant and easy to work with
Frank Browne	Assistant Manager Concessions Department	Greater Orlando Aviation Authority	Contract Liason	4 years	A number of airport locations in the USA	Yes!	Absolutely	Would highly recommend them
Scott Riddle	Acting Principal Property Manager	Mineta San Jose Intl Airport	ALD operates two common use clubs at SJC	Since 2012		Yes	Yes	SJC build and handed over the first club to ALD to operate. They built and operate the second one
Michael Oram	Concessions Manager	McCarran International Airport	Landlord/Tenant	Directly 3 to 4 years, indirectly for about 6 years	ALD has operated the two clubs @ LAS lounges at McCarran since 2012	Yes	Yes	No
Sunil Varghese, from phone call on 12/19/2019	Senior Vice President	Bank of America	n/a	n/a	n/a	n/a	Yes	n/a

Name of Reference Provided (Premium Lounge)	Title	Company	What is the nature of the relationship with the Respondent?	How long have you worked with the Respondent?	Describe Respondent's prior concession experience	Did Respondent have a competent and responsive management team?	Does the Respondent have a good payment history?	Are there any other comments relevant to Respondents ability to operate at FLL?
Elaine Wong-for Vivian Wong	Assistant General Manager	Airport Authority Hong Kong	Landlord and Licensee	10 years	Plaza Premium Group is the pioneer in airport commercial pay-in lounges, and certainly has rich experiences in managing Common Use Passenger Lounge Concession.	Yes. They have a good and responsive management team	Yes.	Nil.
Daniel Small	Vice President II	HSBC	Banking Partner	Respondent has banked with HSBC since 1998	Respondent is the world's largest operator of independent airport lounges	Yes	Yes	-
Juliana Gansl	Director, Global Airport & Lounge Business Development & Strategy	American Express	Partners in providing lounge access	5 years	Partner operates lounges outside of the US that Amex Platinum and Centurion Members have access to.	Yes.	Yes.	No.
Gerard Lim-for Scott Norris	Manager, Commercial Leasing	Vancouver Airport Authority	Landlord	Since June 1, 2004	First Plaza Premium lounge in N. America at YVR	Yes	Yes	Plaza Premium has gained experience in N. America since their first forey at YVR. I am confident that they will be able to operate a successful common use passenger lounge at FLL

Name of Reference Provided (Global Lounge)	Title	Company	What is the nature of the relationship with the Respondent?	How long have you worked with the Respondent?	Describe Respondent's prior concession experience	Did Respondent have a competent and responsive management team?	Does the Respondent have a good payment history?	Are there any other comments relevant to Respondents ability to operate at FLL?
Virginia Ruiz	Account Manager	H&CO, LLP	The Respondent is my client I provide accounting services to their companies	Since 2015	The Respondent is successful at managing and operating the lounges he already owns, financially and operationally speaking	Yes they have a very competent management team	Yes	The Respondent has plenty of experience operating and managing lounges worldwide
Teresa D'Alessandro	Manager, Commercial Services - Leasing & Property Management	Vancouver Airport Authority	Landlord and Tenant	Since 2016		Yes	Yes	None - they are a tenant in good standing. Responsive and professional
Michelle Gonzalez-Rubic	Managing Partner	H&CO, LLP	The Respondent is my client I provide tax and accounting services to their companies	Since 2015	The Respondent is successful at managing and operating the lounges he already owns, financially and operationally speaking	Yes they have a very competent management team	Yes	The Respondent has plenty of experience operating and managing lounges worldwide