



**April 8, 2024**

LAX Airfield Permits Office  
**Attn: Jamal K. Stewart**  
P.O. Box 92216  
Los Angeles, CA 90009-2216

**Subject: Letter of Intent**

**AAPC Lounge Services Inc.** has been contracted by **Qantas Airways Limited**. The contract number between **AAPC Lounge Services Inc.** and **Qantas Airways Limited** is **MSA 540**. The contract **began** on **07/01/2020** and will terminate on **12/31/2027**.

We will provide **Delivery Services including**. The duties to be performed are as follows:

- **Lounge Management Services**
- **Day to day operation and management of the Lounge at LAX.**

The services will be performed at:

- **Qantas First and One World Lounges – Los Angeles Airport**

Pedestrian access to the Airport Operations Area (AOA) **not** required to perform the duties of the contract.

Tools/equipment **will** be used to fulfill contractual obligations, therefore, vehicle access to the airfield **not** required. Vehicles **not** street licensed.

Our designated authorized security badge signer(s) **Karen Rodriguez, General Manager, 310-343-3570, Andrew Donnellan, Operations Manager: 310-606-0441, Joanne Gallegos, Talent & Culture Manager (HR): 310-343-3779**

We will not be required to obtain a Motor Vehicle Operating Permit (MVOP) to perform the duties of this contract, therefore our certified trainer(s) are Andrew Donnellan-Operations Manager: 310-606-0441, Joanne Gallegos - Talent & Culture Manager (HR): 310-343-3779 and Karen Rodriguez - General Manager: 310-343-3570. We will not be required to obtain an MVOP.

Job titles for our employees include: General Manager, Operations Manager, Talent & Culture (HR), Senior Duty Manager, Duty Manager, Supervisor, Concierge Manager, Concierge, Senior Lounge Runner, Lounge Runner, Bartender, Shower Host, Executive Chef, Sous Chef, Demi Chef, Cook, Porter. We are requesting **126** badges.

Estimated Annual Revenue from the contract services provided is **\$10.5m**.

If you require any additional information, please contact **Alexi Vrontamitis** at **[alexivrontamitis@qantas.com.au](mailto:alexivrontamitis@qantas.com.au)** or **+61 417 046 446**.

Respectfully,

**Erica Blythe**  
**Vice President**  
**Phone: + 61 400 351 713**