

CONCESSIONS PHASE II SOLICITATION UPDATES

March 15, 2023
via ZOOM



MAYOR ANDRE DICKENS CITY
OF ATLANTA



BALRAM "B" BHEODARI AIRPORT
GENERAL MANAGER

Agenda

Wednesday, March 15, 2023 | 12:00 p.m. ET
via ZOOM



Call to Order (Entrants Permitted from Waiting Room)

Philippe Jefferson, Category Manager

Welcome from Department of Procurement

Jaideep Majumdar, Chief Procurement Officer

Department of Aviation Update

Jai Ferrell, Chief Commercial Officer & Deputy GM

Solicitation Updates

Mark Coleman-Mabry, Category Lead

Package Overview

Tyronia Smith, Assistant General Manager, Commercial Revenue

Department of Procurement Solicitation Resources

Kevin Floyd, Deputy Chief Procurement Officer

Adjournment

Mark Coleman-Mabry, Category Lead

An aerial, high-angle view of an airport terminal and tarmac. The terminal is a large, modern building with a curved roof and multiple levels. The tarmac is filled with numerous aircraft, including large commercial jets and smaller regional planes. The overall scene is brightly lit, suggesting a clear day. The image is slightly faded, serving as a background for the text.

Welcome

Jaideep Majumdar
Chief Procurement Officer



Mission

Our Mission is to promote fair and open competition, procure high-quality products and services in a timely manner and to meet the needs of our customers while maintaining public trust.

Vision

Excellence in VALUE CREATION through Partnership, Collaboration, and Innovation.

An aerial, high-angle photograph of an airport terminal and tarmac. The terminal building is a large, modern structure with a curved roofline. Several aircraft are parked at gates, and a large commercial airplane is visible on the tarmac. The image is overlaid with a semi-transparent white filter, and the text is centered in the middle of the frame.

Department of Aviation Updates

Jai Ferrell
Chief Commercial Officer & Deputy GM

Vision + Mission



VISION:

To be the global leader in airport efficiency and exceptional customer experience.

MISSION:

One team, delivering excellence while connecting our community to the world.

CORE VALUES:



ICARE

INTEGRITY • COLLABORATION • ACCOUNTABILITY • RESPECT • EXCELLENCE

Concessions Program Goals



- Provide **best-in-class customer service**
- Create a **sense of place**
- **Diverse** participation via the **ACDBE program**
- Strong **revenue growth** and potential
- Market and data driven of **high-quality** concepts
- **Dynamic and innovative** business environment
- **Exceptional** customer service experience

An aerial, high-angle view of an airport terminal and tarmac. The terminal building is a large, modern structure with a curved roofline. Several aircraft are parked at gates, and others are visible on the tarmac. The overall scene is brightly lit, suggesting a clear day. The image is slightly faded, serving as a background for the text.

Solicitation Updates

Mark Coleman-Mabry
Category Lead

An aerial, high-angle view of an airport terminal and tarmac. The terminal is a large, modern building with a curved roof. Several aircraft are parked at gates, and others are on the tarmac. The image is faded and serves as a background for the text.

Package Overview

Tyronia Smith

Assistant General Manager, Commercial Revenue

Package 2-F1

PHASE 2

Package No.	Unit No.	Near Gate	Area (Sq. Ft)	Category	Concept
2-F1	BS-10-FB	B10	2,996	Food Service	Casual Dining Restaurant - Open Concept
	BN-11-FB	B25	1,591	Food Service	Fast Casual Sandwiches/Soup/Salad
	BN-24-FB	B30	598	Food Service	Branded Gourmet Coffee
	BS-25-FB	B15	717	Food Service	National Brand Gourmet Coffee
	BN-27-FB	B33	1,535	Food Service	Bar with Food - May be Generic
	Total Package			7,437	

Package 2-H1

PHASE 2					
Package No.	Unit No.	Near Gate	Sq. Ft.	Category	Concept
2-H1	CS-3-FB	C7	1,915	Food Service	Gourmet Market & Quick Service Restaurant
	EC-15-FB	Delta Sky Club	1,513	Food Service	Gourmet Coffee Bistro
	EN-16-FB	E28	2,583	Food Service	Bar with Food
	EN-19-CR	E31	1,975	Convenience Retail	Travel Essentials
	EN-23-CR	New	566	Convenience Retail	Convenience Market
	EN-25-FB	New	1,252	Food Service	Fast Casual with Bar and Coffee
	FC-18-FB	F12	3,041	Food Service	Gourmet Market with Bar
	Total Package			12,845	

Minimum Qualifications

Package 2-F1:

Proposer:

- Minimum of **3 consecutive years' experience within the last 10 years** in the operation and management of multiple food service locations in a shopping center, airport, transportation center, mall, street location or other prominent commercial setting with cumulative annual sales for those **food service locations of at least \$10 million.**
- Minimum qualifications and experience apply to proponents, including majority partners of partnerships and joint ventures, and the parent company of any newly-formed subsidiary.

Minimum Qualifications

Package 2-H1:

Proposer:

- Minimum of **3 consecutive years' experience within the last 10 years** in the operation and management of multiple food service and retail locations in a shopping center, airport, transportation center, mall, street location or other prominent commercial setting with cumulative annual sales for the **food service locations of at least \$10 million** and cumulative annual sales of at **least \$2 million for the retail locations**.
- Minimum qualifications and experience apply to proponents, including majority partners of partnerships and joint ventures, and the parent company of any newly-formed subsidiary.

Minimum Qualifications

- A Proponent (or entity comprising proponent) shall be **ineligible** for the award of an agreement(s) if any of the following apply:
 - The existence of past due debt to the City
 - Failure to fulfill the provisions of any prior agreement with the City
- Proponents must be authorized to conduct business in Georgia

Lease Specifications

TERM	MINIMUM INVESTMENT	RENT STRUCTURE	% RENT CATEGORIES	
			Package 2-H1	Package 2-F1
<ul style="list-style-type: none"> • 10 Years • One 3-Year Renewal Option 	<ul style="list-style-type: none"> • Retail: \$500 per square foot build-out • F&B: \$650 per square foot build-out • Reinvestment: 15% of actual amount spent on Initial Improvements before end of 7th year 	<ul style="list-style-type: none"> • First Partial Year: Percentage Rent • First Fiscal Year: <u>Higher of:</u> <ul style="list-style-type: none"> ○ MAG set by the City OR Percentage Rent • Second Fiscal Year +: <u>Higher of:</u> <ul style="list-style-type: none"> ○ Previous fiscal year's MAG OR 85% of the rent owed in the prior fiscal year OR Percentage Rent 	<p>Food & Non-Alcoholic Beverages: 9.5% - 13.0%</p> <p>Alcoholic Beverages: 13.0% - 16.5%</p> <p>Retail: 15.0% - 18.5%</p>	<p>Food & Non-Alcoholic Beverages: 12.0% - 15.5%</p> <p>Alcoholic Beverages: 16.0% - 19.5%</p>

MAG 2H1: \$1.8 million

MAG 2F1: \$2.1 million

Concessions Phase II

Target Solicitation Dates

Proposals Due:

April 17, 2023

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Department of Procurement Solicitation Resources

Kevin Floyd

Deputy Chief Procurement Officer

Solicitation Resources

Supplier Registration Training

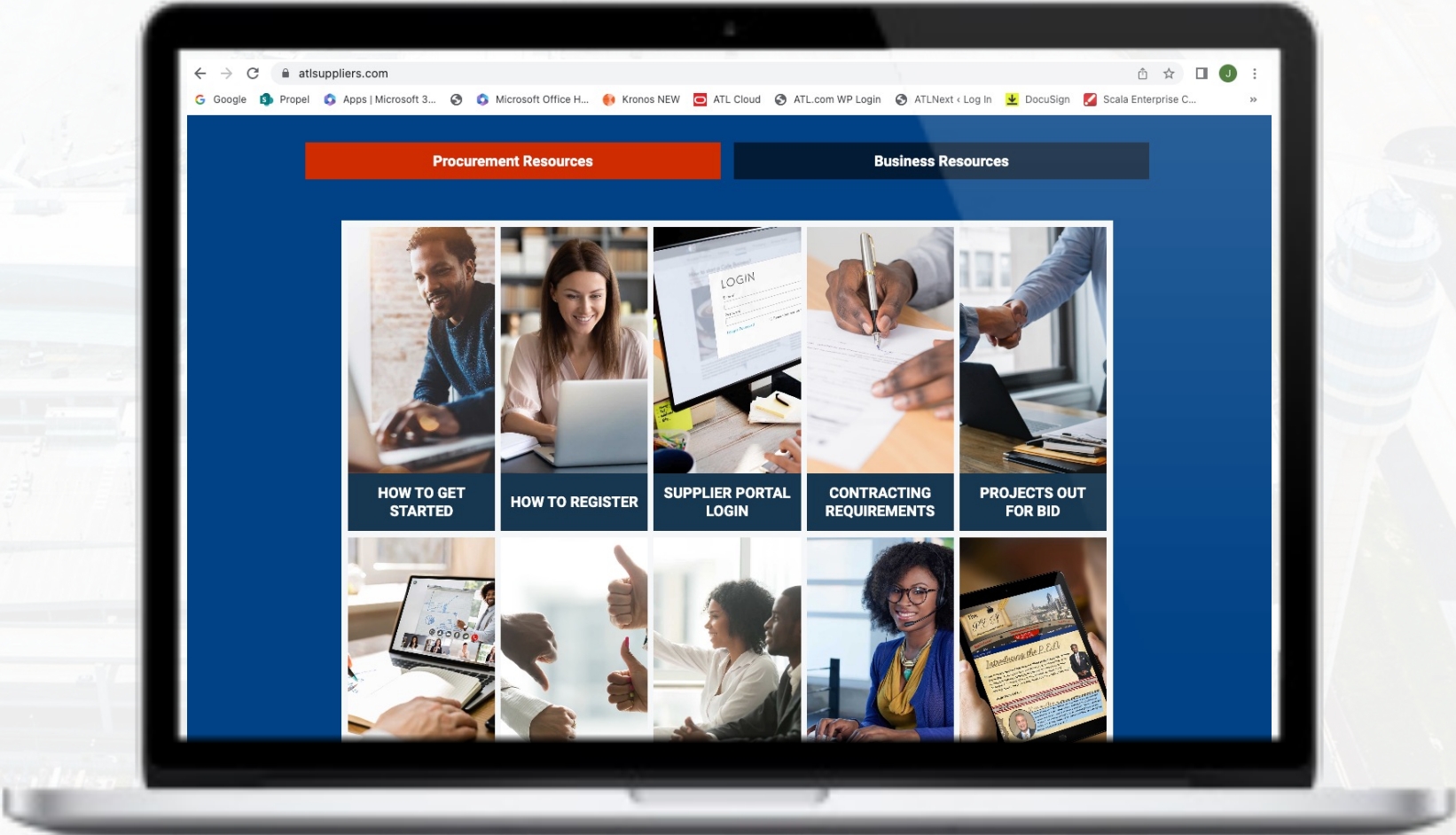
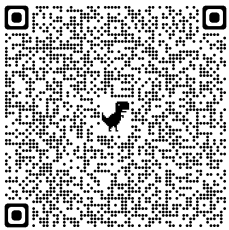
First Wednesday of Each Month
10:00 AM to 11:30 AM ET

Solicitation Training

Third Wednesday of Each Month
10:00 AM to 11:30 AM ET

Stay Connected

DOP Newsletter P.E.N.



www.atlsuppliers.com

An aerial, high-angle view of a large airport terminal building. The terminal is a long, curved structure with a prominent central section. To the right, a tall, cylindrical control tower stands out against the sky. The tarmac area is visible with several aircraft parked at gates. The overall scene is rendered in a light, semi-transparent style, serving as a background for the text.

Adjournment

Mark Coleman-Mabry
Category Lead