



**Airport Concessions RFP
City Council Update
March 24, 2022**



FRESNO YOSEMITE
INTERNATIONAL AIRPORT



Introduction

- Concessions are important to airports first and foremost because they contribute to the overall customer experience; they are an equally important part to an airport's overall revenue stream, as they provide for diversification of an airport's revenues, which supports the airport's financial strength.
- Our current program is comprised of food and beverage, specialty coffee, and retail.
- As a growing commercial service airport, FAT is positioned to offer its passengers options that are more consistent with the airport concessions industry, including mainstream and local brands.





Concession Program Objectives

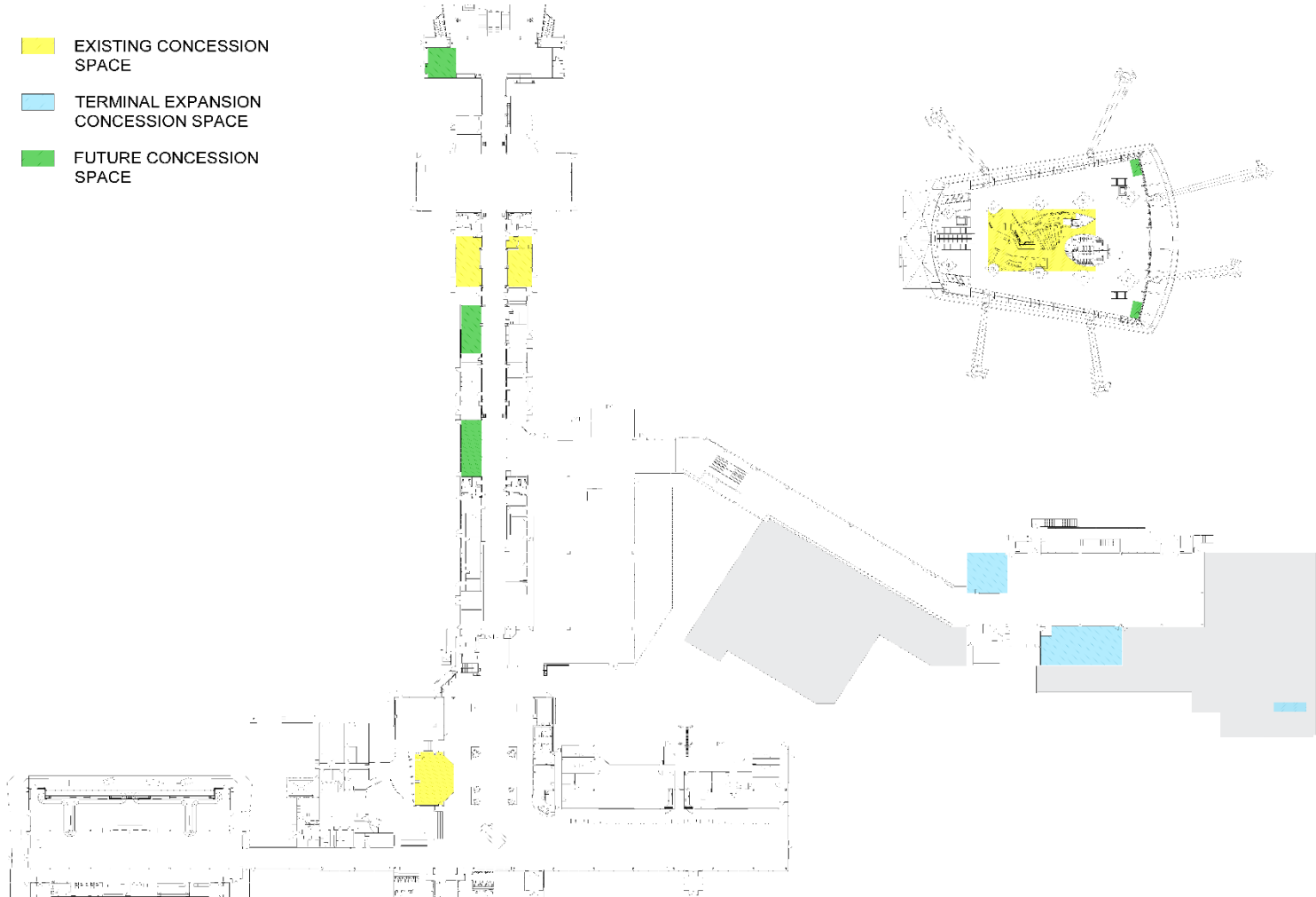
- Execute new concession agreements – existing in place 20 years
- Enhance program options:
 - Offerings in line with Airport concessions today
 - Chef inspired
 - Locally inspired
 - Brewery or Wine Bar Concepts
 - Healthy Options
 - Local flavor offerings
 - Opportunity for local restaurant concepts
- Customer inspired program/options





Concession Locations - Overview

- EXISTING CONCESSION SPACE
- TERMINAL EXPANSION CONCESSION SPACE
- FUTURE CONCESSION SPACE





Concessions Background

■ Concessions

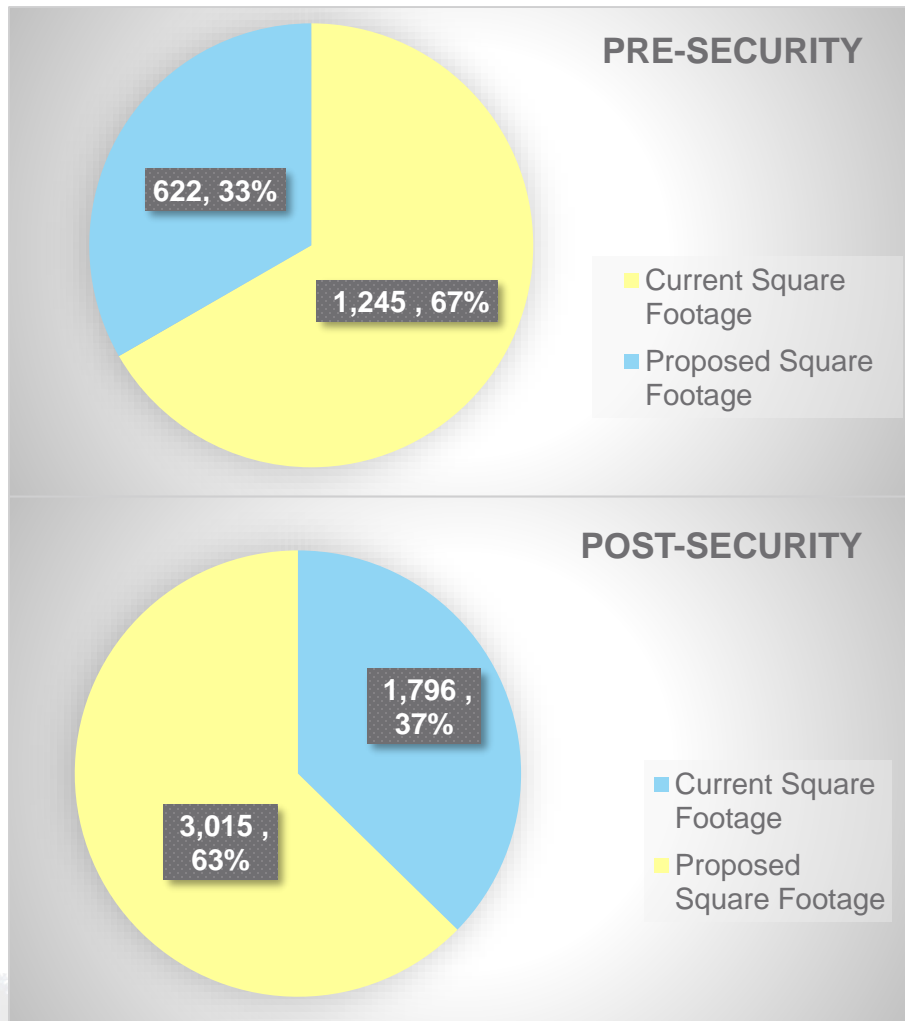
- The current Airport Concessions Program was launched in 2002. With the continued growth of FAT, it is time to move forward with a new concessions program.
- New program to include: Local Food and Beverage Vendors, additional grab and go locations, expanded hours for early morning and late night service to passengers.

■ Outreach

- AXN National Conference February 27, 2022 – March 2, 2022, presented upcoming RFP to all industry Concessionaires.
- Local Community Outreach
 - Three Virtual Outreach Sessions to provide information to local concessionaires on what is required to operate at the Airport.
 - Three In Person Outreach Sessions to provide information to local concessionaires on what is required to operate at the Airport.



Comparison: Current Concession Space vs. Proposed Space *News & Gift*



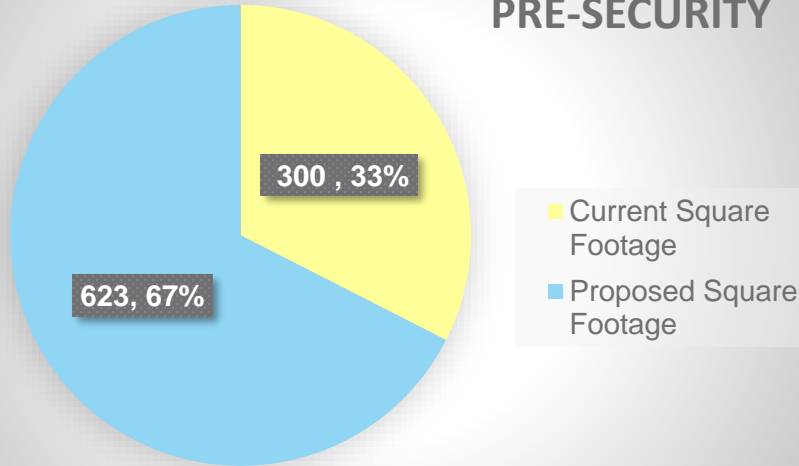
Pre-security decrease
of 50% for News & Gift

Post-security increase of 67.9%
for News & Gift



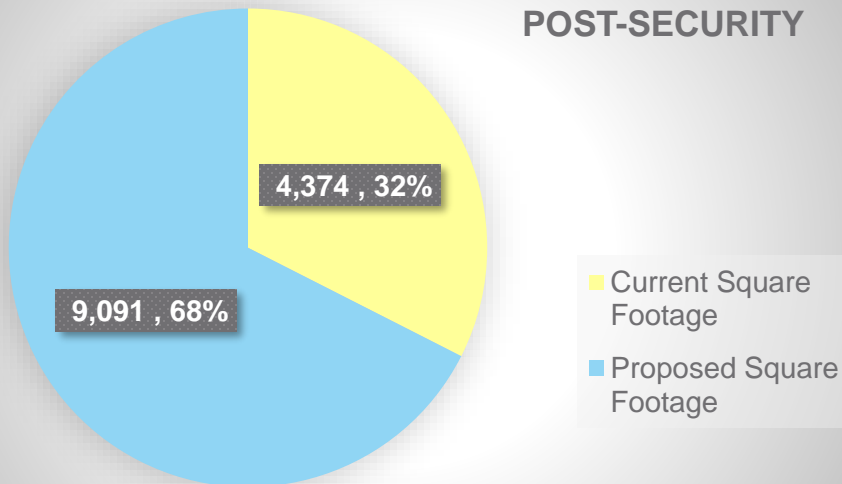
Comparison: Current Concession Space vs. Proposed Space *Food & Beverage*

PRE-SECURITY



Pre-security increase of 108% for
Food & Beverage

POST-SECURITY



Post-security increase of 108% for
Food & Beverage



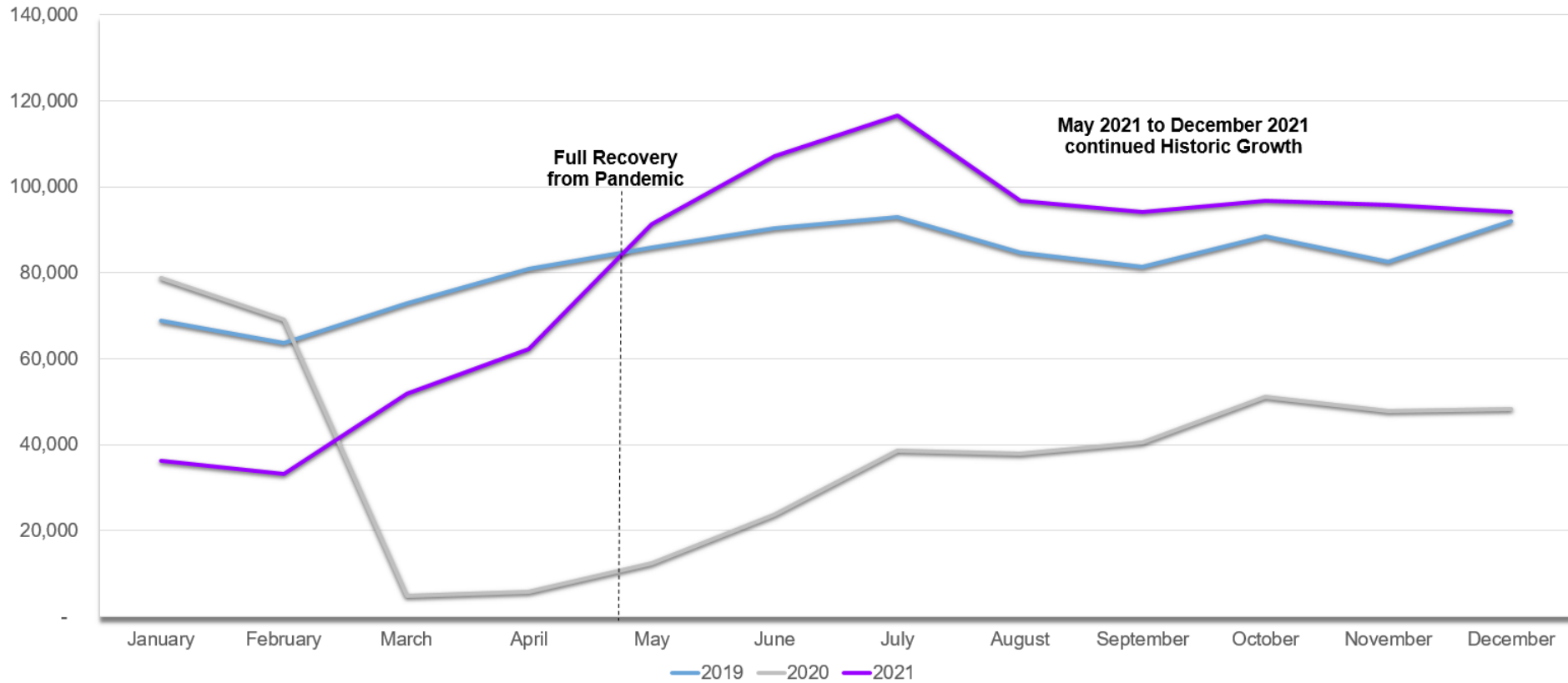
FAT Growth Since FY 2012 by Enplaned Passenger





Enplaned Passengers 2019 through 2021

Recovery and Post COVID-19 Growth



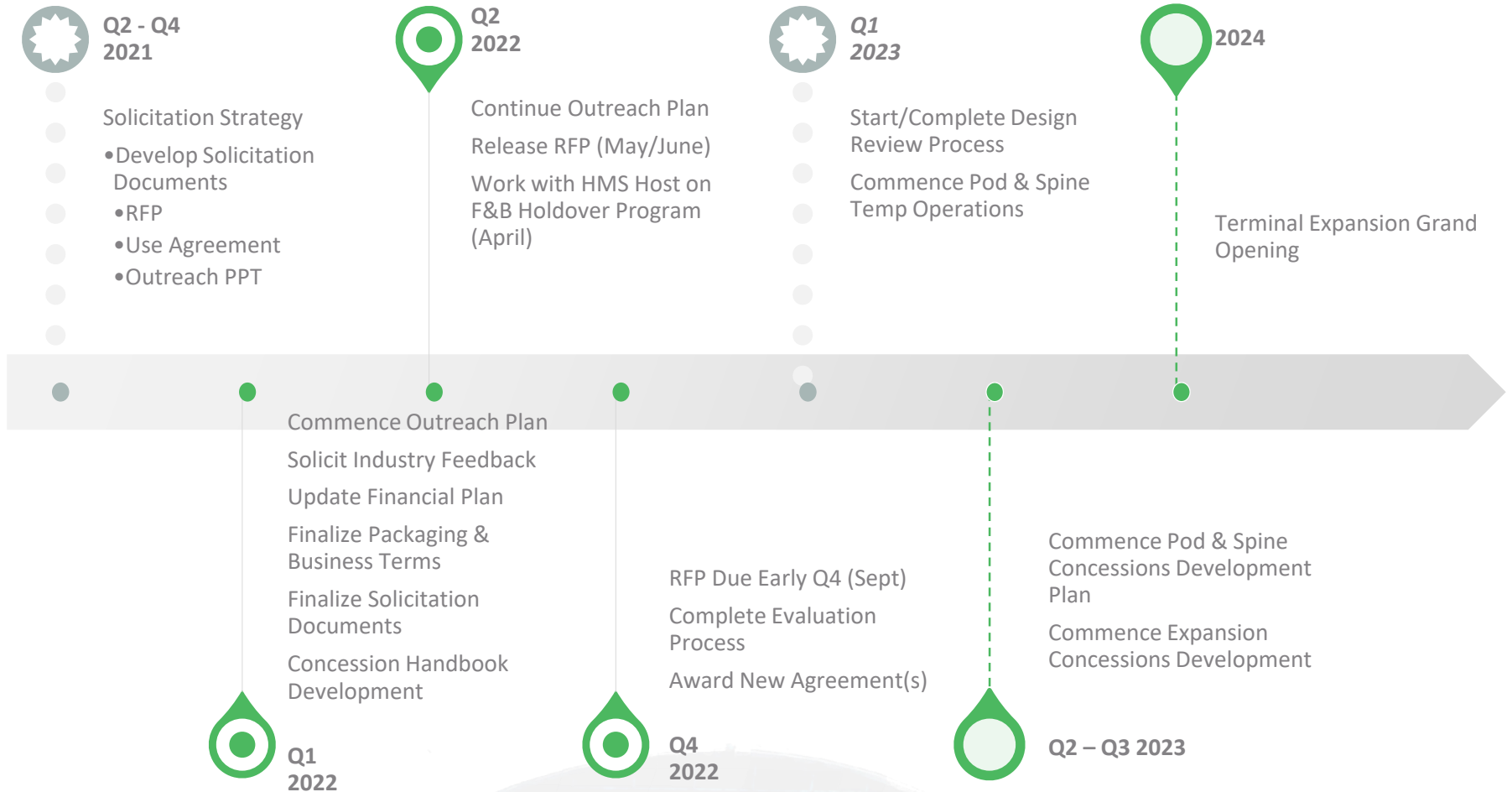


Overview

- **RFP Process Key Dates:**
 - Local Community Outreach April 2022
 - Issue to Public June 2022
 - Proposal Bids Due September 2022
 - Anticipated Award November 2022
- **Complete Agreements with all Successful Bidder(s)**
- **Successful Bidder(s):**
 - Submit Proposed Concepts and Designs
 - Submit Menus and Items for Sale
- **Final Drawings and Concepts:**
 - Airport Approve Final Drawings and Concepts for Concessions
 - Concessionaires Begin Improvements to Current and New Locations



Proposed Solicitation Timeline



All dates are subject to change



Meet your future airport



New Security Checkpoint & 1st Level Expansion

FATForward

Fresno Airport's largest expansion to date - We're growing to meet the Central Valley's increasing travel demands and prepare our airport for the future!



New 2nd Level Wing

TERMINAL EXPANSION

- New International Arrivals Station and Waiting Area
- Expanded TSA Security Checkpoint
- New 2nd Level Concourse with Dual-use Passenger Loading Bridges
- More Food & Beverage Options
- State-of-the-Art Baggage System
- Construction Begins Spring 2022



New Parking Garage

FOUR-LEVEL PARKING GARAGE

- 900+ Covered Stalls
- Park Assist System
- Solar Powered
- Easy Terminal Access
- Find My Car App
- Opened Winter of 2021





FRESNO YOSEMITE
INTERNATIONAL AIRPORT

Thank you!

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Director of Aviation

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