

Memorandum



CITY OF DALLAS

DATE September 11, 2018

Honorable Members of the Government Performance & Financial
TO Management Committee: Jennifer S. Gates (Chair), Scott Griggs (Vice Chair),
Sandy Greyson, Lee M. Kleinman, Philip T. Kingston, Tennell Atkins, Kevin Felder

SUBJECT **Love Field Concessions Update**

On Monday, September 17, 2018, you will be briefed on Love Field Concessions Update.
The briefing materials are attached for your review.

Please feel free to contact me if you have any questions or concerns.

A handwritten signature in black ink, reading 'Kimberly B. Tolbert'.

Kimberly B. Tolbert
Chief of Staff to the City Manager

[Attachment]

c: Honorable Mayor and Members of the City Council
T.C. Broadnax, City Manager
Chris Caso, City Attorney (Interim)
Craig D. Kinton, City Auditor
Billierae Johnson, City Secretary
Preston Robinson, Administrative Judge

Jon Fortune, Assistant City Manager
Joey Zapata, Assistant City Manager
Majed A. Al-Ghafry, Assistant City Manager
Nadia Chandler Hardy, Assistant City Manager and Chief Resilience Officer
M. Elizabeth Reich, Chief Financial Officer
Directors and Assistant Directors

Love Field Concessions Update

**Government Performance
and Financial
Management Committee**

September 17, 2018

**Mark Duebner, Director
Department of Aviation**



City of Dallas

Overview

- Provide background on Dallas Love Field's Concessions Program
- Review reasons for more Food & Beverage units
- Review Request for Proposal for Food and Beverage Space
- Highlight proposed action items (5) for contract modifications and new concepts for existing spaces
- Obtain Committee recommendation to proceed with recommendations for RFP spaces

Background

Airport Concessions Program

- All contracts were awarded by City Council Spring 2012 with a primary term starting Fall 2014
 - Seven F&B Contracts – 21 Units – 27,967 sf
 - Added 220 sf seating area to pre-security Dunkin Donuts
 - Three Retail Contracts – 16 Units – 14,500 sf
 - One 1,126 sf Retail unit was not awarded and will be converted to F&B space
 - Awarded contracts were aligned with “Distinctively Dallas” theme selected by Council
 - All contracts set to expire in either 2021 (quick serve restaurants, kiosks, all retail) or 2023 (sit-down restaurants)
- Based on customer feedback, a pilot pre-security bar concept was added – Fly Bar (877 sf)

Background

Current Concessions Program – Food & Beverage

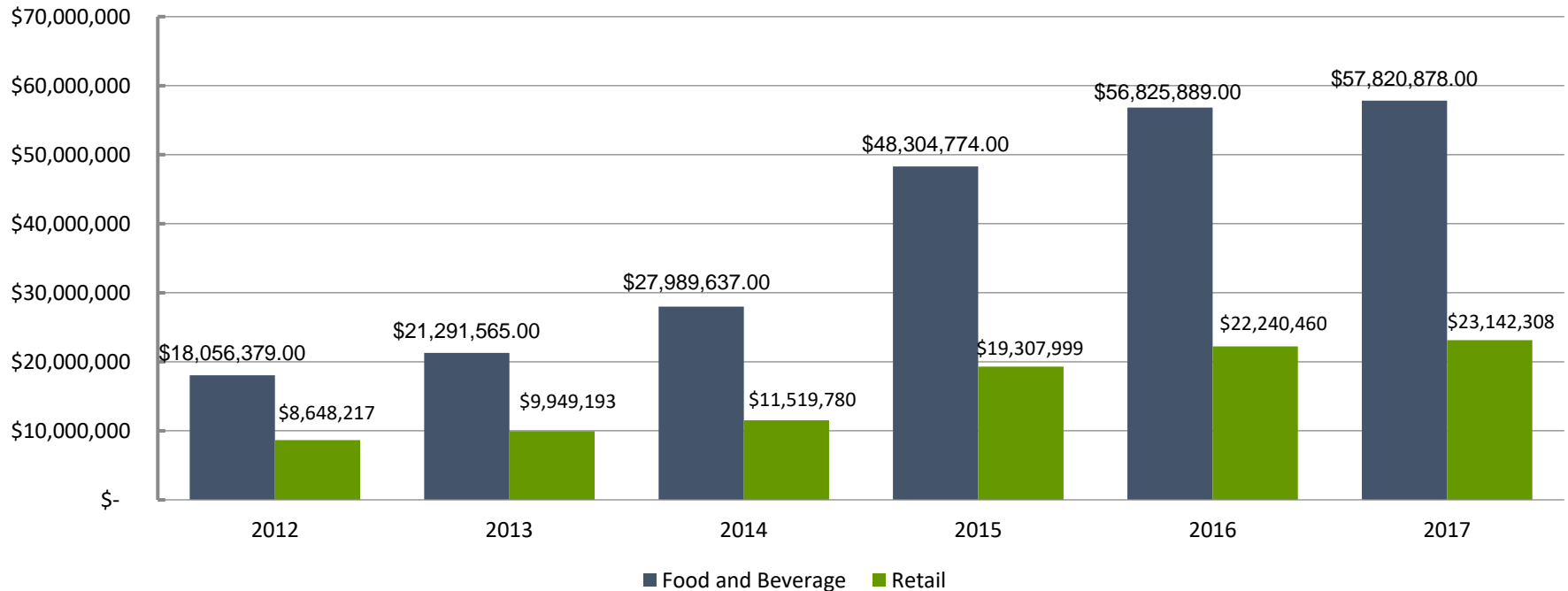
- 28,844 square feet
 - Added untethered pre-security unit (Fly Bar)
 - Nine sit-down restaurants (45% of sales)
 - Eight quick serve units (37% of sales)
 - Five kiosks (18% of sales)
- \$2,041 sales per square foot
 - 17% alcohol sales

Background

- Airport Concessions Disadvantaged Business Enterprise (ACDBE) Participation
 - Total Concessions
 - FY 17-18 Participation Goal: 34.75%
 - FY 16-17 Participation Goal: 31.16%
 - FY 16-17 Accomplishment: 37.52%

Background

Airport Concession Program Gross Sales Calendar 2012 - 2017



Note: The City receives a percentage of gross sales or MAG based on contract terms

Background

Sales Per Enplaned Passenger Comparison CY2016

	Enplanement	F&B per Enp	Specialty per Enp	News & Gifts per Enp	Total per Enplanement
Pittsburgh (PIT)	4,151,628	\$ 6.78	\$ 5.81	\$ 1.94	\$ 14.53
Portland (PDX)	9,174,957	\$ 7.72	\$ 2.76	\$ 2.43	\$ 12.91
Jacksonville (JAX)	2,809,000	\$ 6.87	\$ 1.44	\$ 2.89	\$ 11.20
Indianapolis (IND)	4,239,828	\$ 7.30	\$ 2.22	\$ 1.62	\$ 11.14
Tampa (TPA)	9,490,783	\$ 8.12	\$ 0.69	\$ 2.26	\$ 11.07
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New Orleans (MSY)	5,572,101	\$ 6.50	\$ 0.60	\$ 3.64	\$ 10.74
Cleveland (CLE)	4,175,739	\$ 5.90	\$ 1.71	\$ 2.90	\$ 10.51
Dallas Love Field (DAL)	7,805,637	\$ 7.28	\$ 0.99	\$ 1.86	\$ 10.13
Austin (AUS)	6,180,464	\$ 6.60	\$ 0.68	\$ 2.58	\$ 9.86
Dallas Fort Worth (DFW)	32,815,729	\$ 6.68	\$ 1.93	\$ 1.10	\$ 9.71
Raleigh-Durham (RDU)	5,538,855	\$ 6.34	\$ 1.17	\$ 2.03	\$ 9.54
San Antonio (SAT)	4,305,979	\$ 5.59	\$ 1.92	\$ 1.64	\$ 9.15
Columbus (CMH)	3,658,705	\$ 6.22	\$ 0.49	\$ 2.15	\$ 8.86
St. Louis (STL)	6,988,151	\$ 6.44	\$ 0.20	\$ 0.26	\$ 6.90

Source: Airport Revenue News Fact Book 2017 with 2016 data.

Why do we need more space?

- Additional F& B space is needed:
 - Food and Beverage Sales have increased 220% since 2012
 - Sales per enplaned passenger have increased only 67% indicating a lack of capacity to adequately serve all passengers
 - Transfer passengers are underserved during the heaviest transfer hours (12pm-3pm)
 - Passengers experience no available seating and long wait lines for service
 - Passengers are willing to spend, but due to wait lines or lack of seating end up purchasing grab and go items
 - Additional locations will provide additional capacity to serve more passengers, particularly at peak operating hours

Why do we need more space?

- Concession Space Limitations
 - Terminal size will not change
 - Concessions program was developed after the building was designed for only 43,344 sf. of space
 - Concession space can only be re-branded, repurposed (retail to food and beverage) or expanded into common areas (additional seating areas) to meet the needs of the passengers
 - Transfer passengers account for approximately 35% of all enplanements

Evolution of Concessions Space		
	2011	2017
Food & Beverage	16,900	28,844
News & Gifts	3,600	6,983
Specialty Retail	<u>1,500</u>	<u>7,517</u>
Total Space	22,000	43,344
Enplanements	4,000,000	7,900,000

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Why do we need more space?

Long wait times, lack of seating, congestion during peak hours



Why do we need more space?



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Why do we need more space?



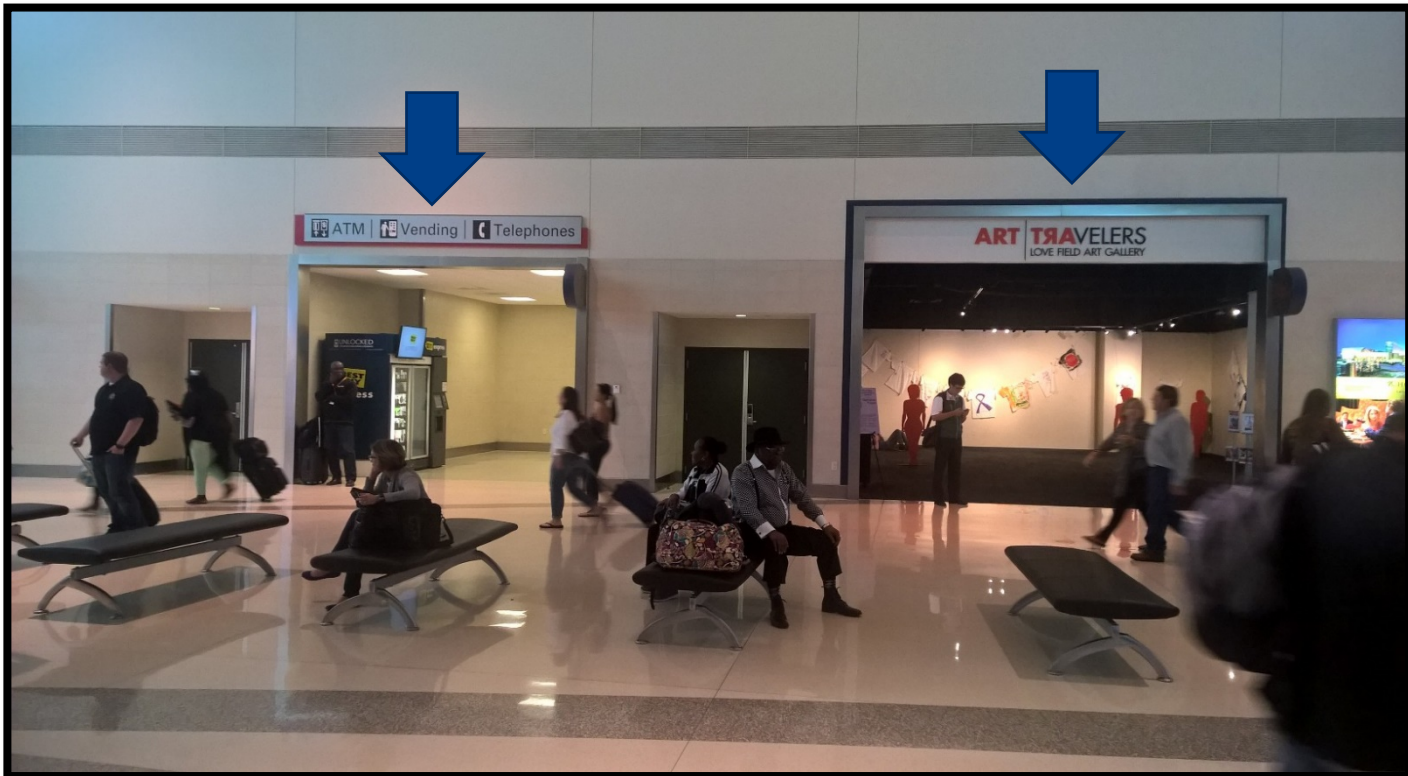
Request for Proposal



Request for Proposal

- Request for Proposal Memorandum to Government Performance & Financial Management Committee – January 29, 2018
- Issued Request For Proposal for Two Food & Beverage Packages
 - Advertised - April 19 and April 26
 - Pre-Proposal Meetings - May 10 and May 17
 - Proposal Due Date – July 5
 - Proposal Presentations - July 23 and July 24
 - Proposal Results of Highest Ranking - September 8

Request for Proposal for Food and Beverage Space – 2018



Package 1 - 1,716 sf in-line, fine casual, sit down restaurant with bar located in the terminal stem

Request for Proposal for Food and Beverage Space – 2018



Package 2 – Two 100 sf Beverage Stations - Located at the end of each wing, servicing the block of gates on each wing

Request for Proposal for Food and Beverage Space – June 2018

RFP Evaluation Criteria

Criteria	Description	Value
Brand	Concept, quality, creativity, design, finishes, graphics	35
ACDBE Participation	Plan, past usage of DBEs/ACDBEs, acknowledgement of 49CFR Part 23 requirements, Good Faith Efforts	13
Operations Plan	Management, staffing, customer service, training	13
Financial Capability	Financial resources, quality of financials	13
Economics/Financial Return to City	Minimum Annual Guarantee, Percent rental, Capital investment	12
Experience	Developing and operating concessions, quality of facilities, references, architectural/design team	12
Total		100

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Request for Proposal for Food and Beverage Space – July 2018

RFP Submissions

Package	Proposals
#1 Received 6 proposals with 7 concepts	<ul style="list-style-type: none">-LK Concepts (1 proposal)-Host International, Inc. (1 proposal, 2 concepts)-Air Star-Bush-LTS Marquis DAL, LLC (4 proposals, 4 concepts)-Nugent Street Holdings LLC. (Deemed Non-Responsive)
#2 Received 6 proposals with 6 concepts	<ul style="list-style-type: none">-MD Executive, LLC-The Grove DAL, LLC-HG DAL Brewery Kiosks JV-Puente Enterprises, Inc.-Host International, Inc.-Air Star-Bush-LTS Marquis DAL, LLC

Request for Proposal for Food and Beverage Space – September 2018

RFP Results – Package 1

Brand	Evaluation Score
Air Star – Bush – LTS Marquis DAL, LLC – Maggiano's Little Italy	92.20
Air Star – Bush – LTS Marquis DAL, LLC – Lucky's Café	89.20
Air Star – Bush – LTS Marquis DAL, LLC – Rock & Reilly's	86.80
Host International, Inc. – (Option 2 – Montlake Cut)	85.80
LK Concepts, LLC	85.22
Air Star – Bush – LTS Marquis DAL, LLC – (Option 1 – Dallas Cowboys Club)	85.20
Air Star – Bush – LTS Marquis DAL, LLC – Rock & Brews	83.00

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Request for Proposal for Food and Beverage Space – September 2018

RFP Results – Package 2

Brand	Evaluation Score
Air Star – Bush – LTS Marquis DAL, LLC – Hops Grapes	95.00
Hudson Group (HG) Retail, LLC	94.60
Host International, Inc.	87.20
The Grove DAL LLC	83.80
Puente Enterprises, Inc.	76.00
MD Executive, LLC	51.60

Proposed Contract Modifications and New Concepts

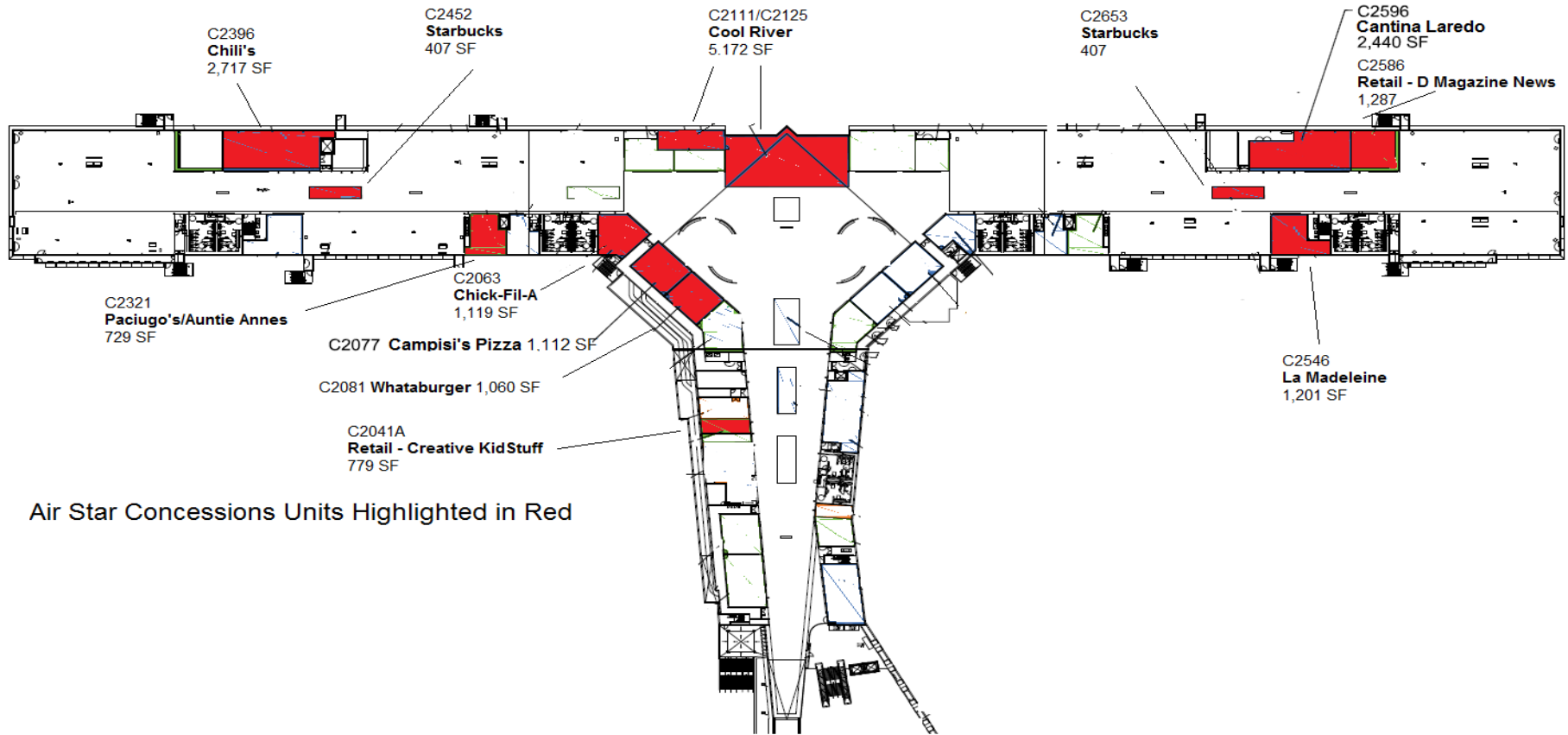


Air Star Concessions Contract

- Air Star Concessions, Ltd. is incumbent Food and Beverage Concessionaire
- Primary Term of the Air Star Concessions Contract commenced November 1, 2014 for:
 - Whataburger
 - Campisi's
 - Cantina Laredo
 - Chili's (assigned to Air Star-LTS/Marquis-DAL, LLC)

Air Star Concessions - Current Locations

FOOD & BEVERAGE UNITS



Air Star Concessions Units Highlighted in Red

TERMINAL FLOOR PLAN

Air Star Concessions Contract Modifications

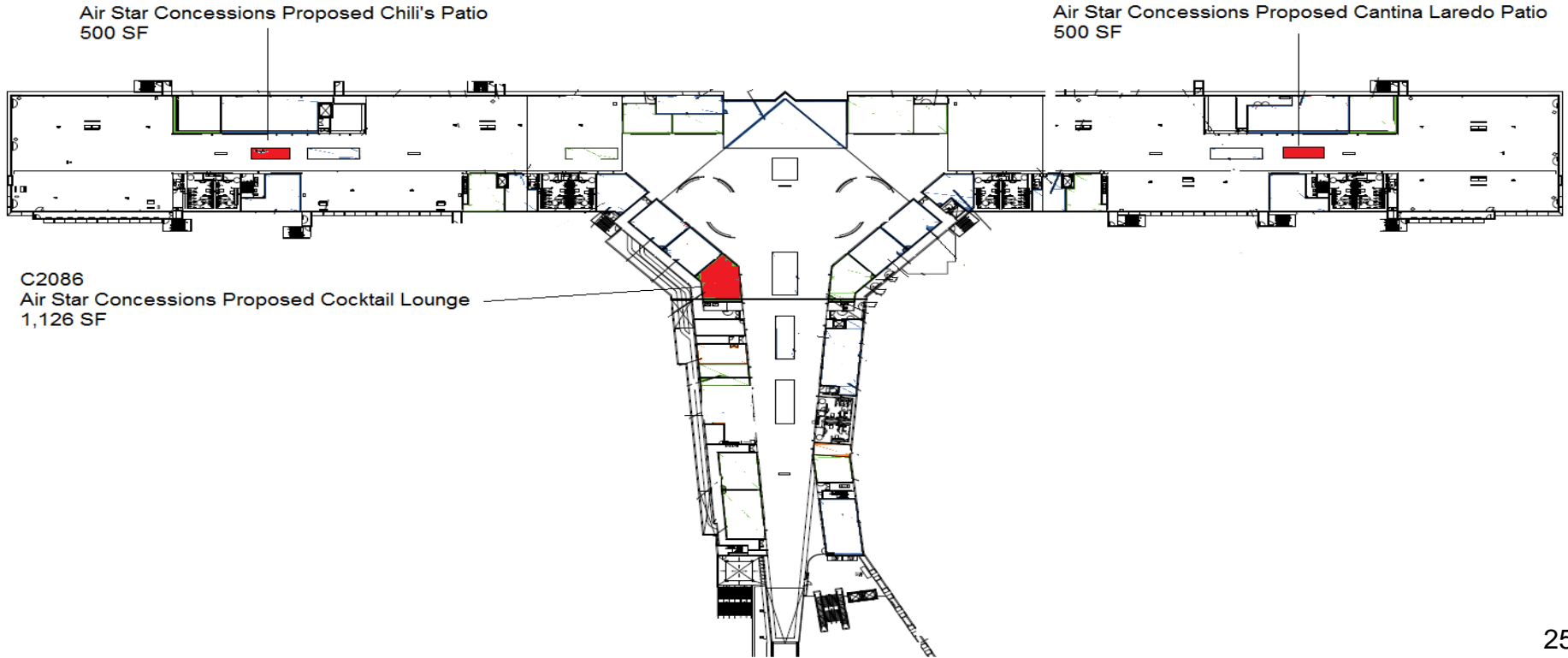
- Air Star Concessions is an experienced operator with an excellent performance record since 1994
- For this dedicated service to Love Field, City Council agreed to grant Air Star Right of First Refusal (ROFR) on 27% of terminal concessions
- City's position is ROFR ceased at closure of old terminal; Air Star believes ROFR continues
- City recommends amending Air Star's contract to add vacant 1,126 sf retail unit (adjacent to Whataburger) repurposed as a cocktail lounge with food options
 - Vetted and negotiated best deal with highest rental rate at airport
 - Faster transition with ability to make money quickly
- Amendment will also add patio seating of approximately 500 sf to both the Chili's and Cantina Laredo units
 - To serve as overflow and will include bar service

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Air Star Concessions Contract Modifications

Proposed Cocktail Lounge and Patio Locations

FOOD & BEVERAGE UNITS



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TERMINAL FLOOR PLAN

Air Star Concessions Contract Modifications

1,126 SF – Cocktail Lounge



Air Star Concessions Contract Modifications

Chili's Patio Seating



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Air Star Concessions Contract Modifications

Cantina Laredo Patio Seating



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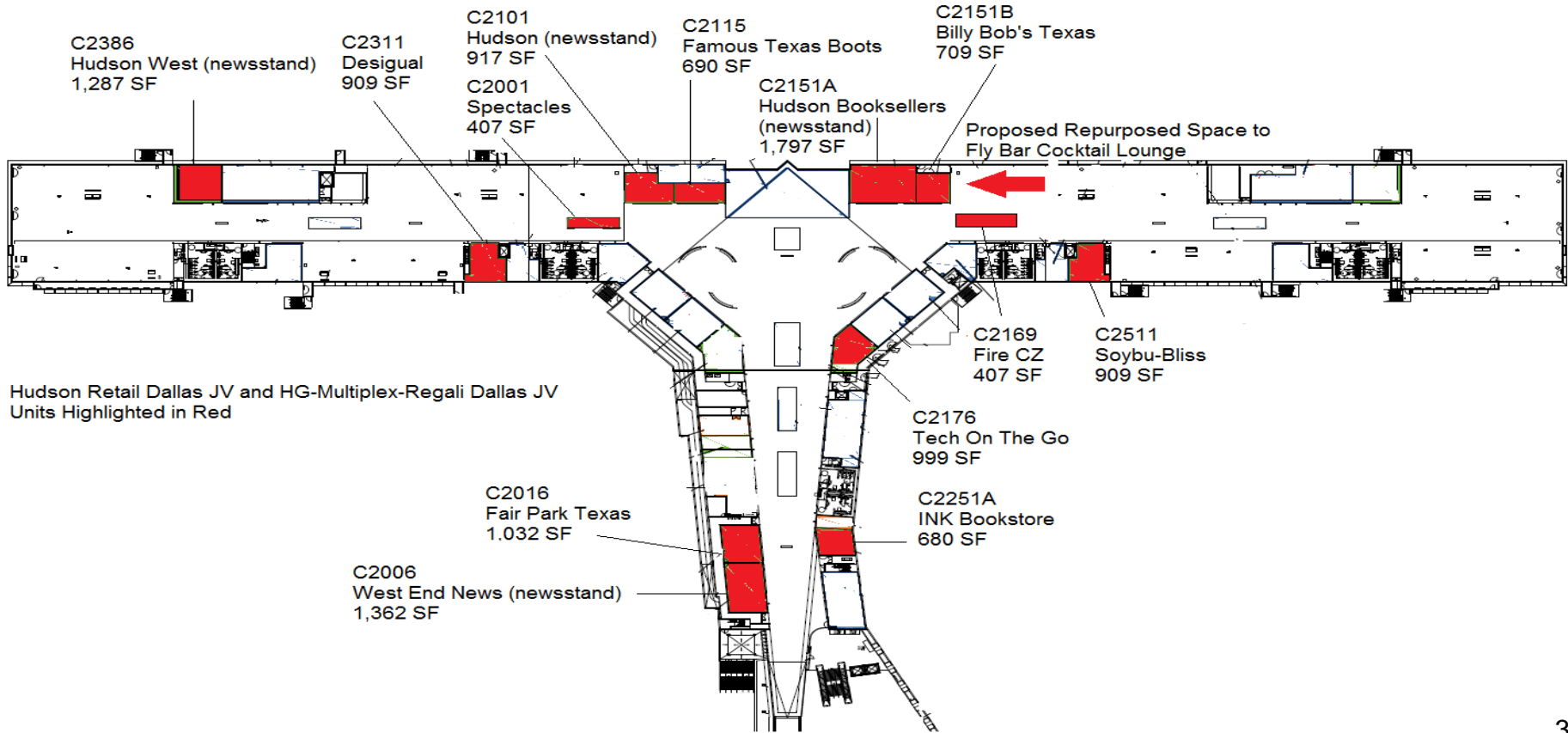
Hudson Retail Contract Modifications

Hudson Retail is incumbent retail concessionaire

	Joint Venture Partnerships	Retail Units at Dallas Love Field
Hudson Retail	Hudson Retail Dallas JV	<ul style="list-style-type: none"> -Hudson West (newsstand) -INK Bookstore -Tech On the Go -Spectacles -Hudson (Newsstand) -Famous Texas Boots
	HG-Multiplex-Regali Dallas JV	<ul style="list-style-type: none"> -Hudson Booksellers (newsstand) -Billy Bob's Texas -Fair Park Texas -West End News (newsstand) -Soybu-Bliss -Desigual -Fire CZ

Hudson Retail - Current Locations

Retail - News & Gifts and Specialty Units



Hudson Retail Dallas JV and HG-Multiplex-Regali Dallas JV Units Highlighted in Red

TERMINAL FLOOR PLAN 30

Hudson Retail Contract Modifications

- City to acquire Billy Bob's Texas, 709 sq. ft. from HG-Multiplex-Regali Dallas JV
 - Low performing specialty retail unit with current annual sales of \$416,678 or \$588/sq. ft.
 - Overall retail program currently at \$1,575/sq. ft.
 - To be repurposed to a F&B location (cocktail lounge/branded bar)

Hudson Retail - Contract Modifications

In exchange, City to amend the Hudson Retail contract as follows:

- Consolidate Minimum Annual Guarantee (MAG) across both joint venture contracts
 - Reallocate both contract MAGs based on sales performance of each unit
- Credit operator with the unamortized portion of the capital expense against future rental payments
 - Not to exceed-\$115,584.96
- Exercise two one-year renewal options for each contract early

Hudson Retail Contract Modifications

Space to be Acquired for F&B use



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New Food and Beverage Contract

Fly Bar

- Located pre-security on Love Landing in the Main Terminal Building
 - Only pre-security F& B or retail unit that does not have a packaged post security unit to support it
 - Success of pre-security locations dependent on similar sized post security location
- Used month to month contract to assess the concept, management and operation
- Propose to anchor Fly Bar pre-security with repurposed Billy Bob's post security location
 - 709 square foot space, acquired from HG-Multiplex-Regali Dallas JV
- Projected Year 1 Sales - \$750,000 = Annual Revenue of \$106,875 to the City

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Airport Concession Program – Existing Fly Bar Pre-Security Location

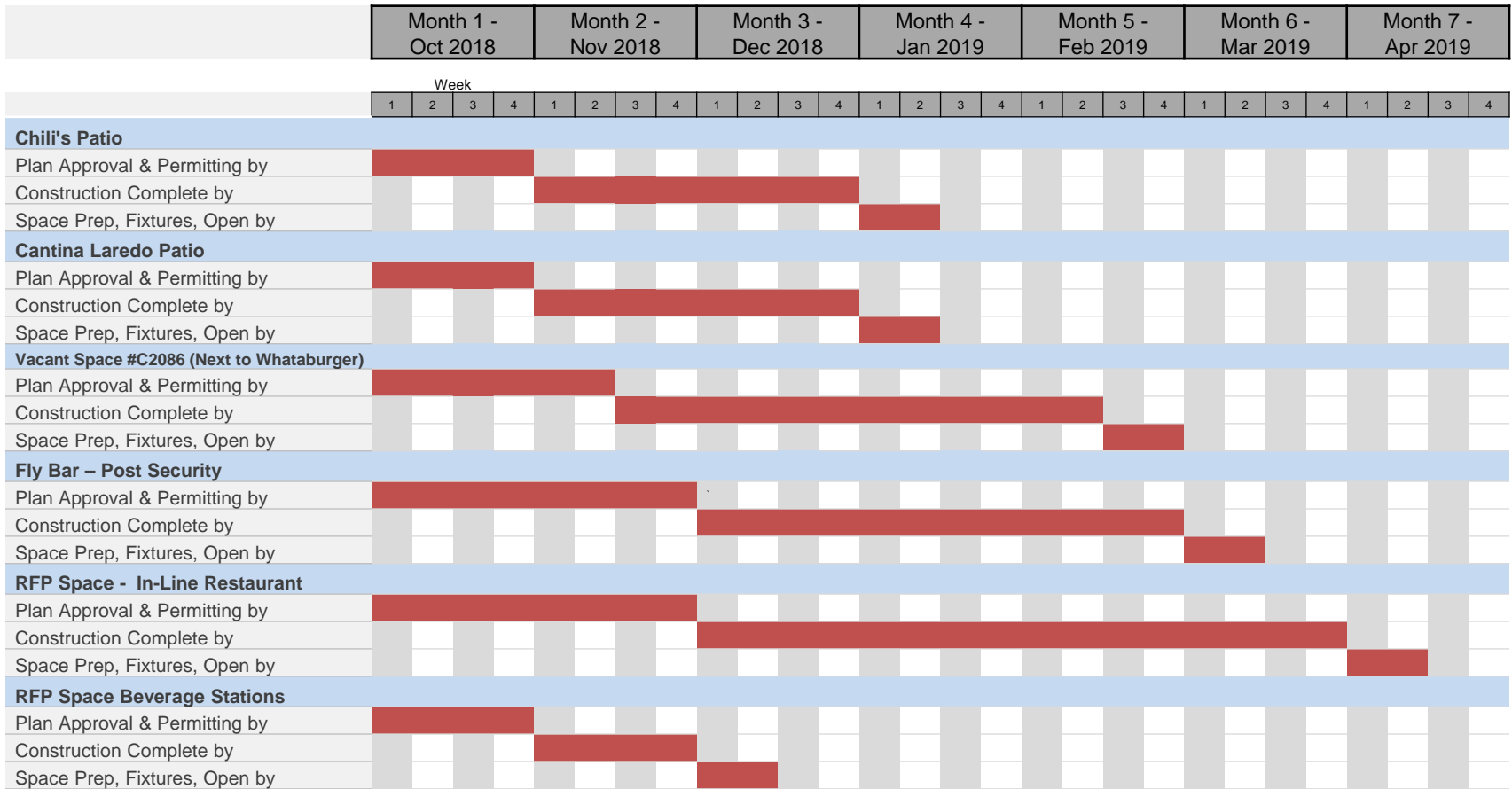


Airport Concession Program

Proposed Post Security Fly Bar



Airport Concession Program - New Projects Time Line



Airport Concession Program – New Projects

Sales and Revenue Estimates

Location	Projected Sales	Projected Revenue to City
Chili's Patio	\$ 400,000	\$ 48,000
Cantina Laredo Patio	\$ 350,000	\$ 52,500
#C2086 (by Whataburger)	\$1,500,000	\$286,000
Fly Bar	\$ 750,000	\$106,875
RFP - In-Line Space	\$2,000,000	\$270,000
RFP - Beverage Stations(2)	\$1,000,000	\$162,500
Total	\$6,000,000	\$925,875

Next Steps

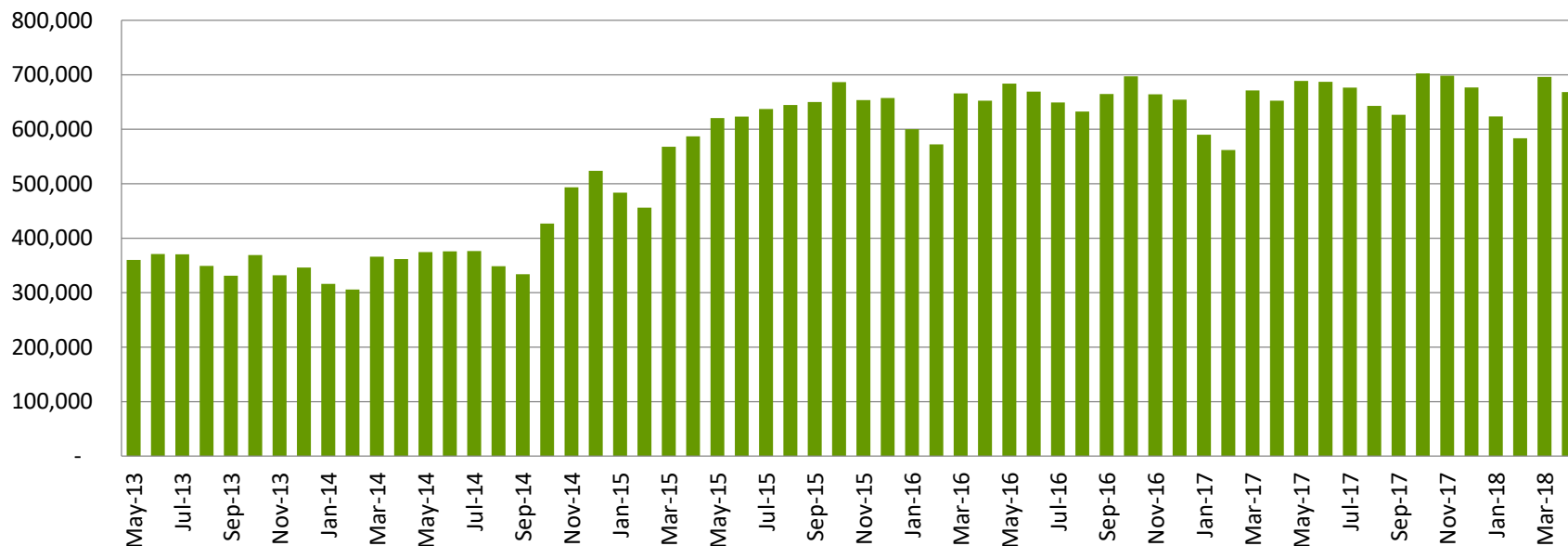
- Seek Committee approval to proceed with:
 - An amendment to the Air Star Concessions, Ltd. contract to add the 1,126 SF space next to Whataburger and permanent patio structure for Cantina Laredo
 - An amendment to the Air Star-LTS/Marquis-DAL, LLC. to add a permanent patio structure for Chili's
 - An amendment to the Hudson Retail Dallas JV contract to consolidate/reallocate the Minimum Annual Guarantee; and to exercise two, one-year renewal options
 - An amendment to the HG-Multiplex-Regali Dallas JV contract to consolidate/reallocate the Minimum Annual Guarantee; to acquire the Billy Bob's Texas Specialty Retail unit; and to exercise two, one-year renewal options
 - A new contract between the City of Dallas and the Fly Bar to construct, operate and manage a cocktail bar in the acquired Billy Bob's Texas location, as well as, the existing Fly Bar location pre-security
 - Committee Approval of Package 1 and 2 to take to Council for approval and awarding of vendor contracts

Appendix



Passenger Traffic

Monthly Passenger Enplanements Since May, 2013



- CY 2014 – 4.72 million enplanements, 11.26% increase over CY 2013
- CY 2015 – 7.26 million enplanements, 53.19% increase over CY 2014
- CY 2016 – 7.81 million enplanements, 8.33% increase over CY 2015
- CY 2017 – 7.88 million enplanements, 0.90% increase over CY 2016

Love Field Concession Contracts

- Contracts - All Primary Terms Commenced November 1, 2014
 - Food and Beverage
 - Air Star Concessions, Ltd
 - Air Star-LTS/Marquis-DAL LLC
 - Host International
 - HG-Multiplex-Regali Dallas JV
 - The Grove, Inc.
 - Puente Enterprises, Inc.
 - Pop Four Love File JV
 - Dickey's Love Field JV, LLC
 - Creative Bar Concepts, LLC (Fly Bar)
 - Retail
 - HG-Multiplex-Regali Dallas JV
 - Hudson Retail Dallas JV
 - Host International (assigned to WDFG then purchased by Dufry/Hudson)

Retail Sales Report

Airport Concessions Program Units CY 2017

Retail – News and Gift, Specialty	Unit #	Sq. Ft.	CY 17 Sales	Rent to Airport
1. Texas Monthly	L1009	333	\$242,169	\$48,434
2. West End News	C2006	1,362	\$2,732,582	\$614,694
3. Fair Park Texas	C2016	1,032	\$1,197,154	\$253,775
4. Ink Bookstore	C2251A	680	\$780,449	\$156,090
5. Creative KidStuff	C2041A	779	\$800,640	\$96,077
6. Tech on The Go	C2176	999	\$1,706,215	\$255,932
7. Soybu Bliss	C2511	905	\$484,733	\$90,656
8. D Magazine News	C2586	1,287	\$3,128,714	\$625,743
9. Fire CZ	C2169	407	\$596,077	\$94,136
10. Billy Bob's Texas	C2151B	709	\$409,079	\$87,349
11. Hudson Booksellers	C2151A	1,797	\$2,990,553	\$765,671
12. Famous Texas Boots	C2115	690	\$567,973	\$118,300
13. Hudson News	C2101	917	\$2,679,692	\$537,263
14. Spectacles	C2001	407	\$794,199	\$125,283
15. Desigual	C2311	909	\$613,859	\$114,342
16. Hudson News	C2386	1,287	\$3,307,314	\$661,463
Total F&B		14,500	\$23,142,308	\$4,645,208

Food & Beverage Sales Report

Airport Concessions Program Units CY 2017

Food & Beverage Unit Name	Unit #	Sq. Ft.	CY 17 Sales	Rent to Airport
1. Baskin-Robbins/Texpress Gourmet	C2521	729	\$1,282,381	\$171,401
2. Cantina Laredo	C2596	2,440	\$3,972,948	\$586,108
3. Campisi's Pizza	C2077	1,112	\$2,184,496	\$338,174
4. Cool River (Two Units @ Same Location)	C2125R/C2111K	5,172	\$8,562,215	\$1,126,519
5. Chick-Fil-A	C2063	1,119	\$5,649,030	\$734,374
6. Chili's	C2396	2,717	\$4,237,885	\$506,910
7. Jason's Deli	C2346	1,201	\$2,288,017	\$301,705
8. Paciugo Gelato	C2321	729	\$400,904	\$70,740
9. Cru Wine Bar	C2261	1,474	\$2,070,429	\$274,710
10. Dickey's	C2190	951	\$2,612,323	\$293,993
11. Dunkin Donuts	L2103	700	\$702,271	\$106,033
12. Dunkin Donuts	C2174	785	\$2,423,347	\$365,955
13. La Madeline	C2546	1,201	\$1,929,621	\$351,390
14. Moe's SW Grill	C2181	1,060	\$2,829,394	\$422,183
15. Manchu Wok	C2186	1,112	\$1,955,869	\$236,974
16. Sky Canyon	C2216	1,765	\$2,281,120	\$359,331
17. Starbucks	C2452	407	\$2,410,034	\$385,605
18. Starbucks	C2653	407	\$2,568,790	\$411,006
19. Texpress Gourmet/Baskin-Robbins	C2215	576	\$2,267,050	\$304,235
20. Whataburger	C2081	1,060	\$4,460,532	\$892,106
21. Fly Bar	L2001	877	\$292,250	\$40,915
22. Brueggers Bagels	L1045	1,250	\$439,972	\$80,408
Total F&B		28,844	\$57,820,878	\$8,360,778

Food & Beverage Sales Per Enplaned Passenger

Sales Per Enplaned Passenger Comparison CY2016						
Ranked by Food and Beverage SPEP						
		Enplanement	F&B per Enp	Specialty per Enp	News & Gifts per Enp	Total per Enplanement
1	Tampa (TPA)	9,490,783	\$ 8.12	\$ 0.69	\$ 2.26	\$ 11.07
2	Houston (HOU)	6,474,432	\$ 7.73	\$ 1.69	\$ 1.54	\$ 10.96
3	Portland (PDX)	9,174,957	\$ 7.72	\$ 2.76	\$ 2.43	\$ 12.91
4	Indianapolis (IND)	4,239,828	\$ 7.30	\$ 2.22	\$ 1.62	\$ 11.14
5	Dallas Love Field (DAL)	7,805,637	\$ 7.28	\$ 0.99	\$ 1.86	\$ 10.13
6	Jacksonville (JAX)	2,809,000	\$ 6.87	\$ 1.44	\$ 2.89	\$ 11.20
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8	Austin (AUS)	6,180,464	\$ 6.60	\$ 0.68	\$ 2.58	\$ 9.86
9	Fort Lauderdale (FLL)	17,336,180	\$ 6.56	\$ 0.17	\$ 2.20	\$ 8.93
10	New Orleans (MSY)	5,572,101	\$ 6.50	\$ 0.60	\$ 3.64	\$ 10.74
11	St. Louis (STL)	6,988,151	\$ 6.44	\$ 0.20	\$ 0.26	\$ 6.90
12	Raleigh-Durham (RDU)	5,538,855	\$ 6.34	\$ 1.17	\$ 2.03	\$ 9.54
13	Columbus (CMH)	3,658,705	\$ 6.22	\$ 0.49	\$ 2.15	\$ 8.86
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15	San Antonio (SAT)	4,305,979	\$ 5.59	\$ 1.92	\$ 1.64	\$ 9.15

Source: Airport Revenue News Fact Book 2017 with 2016 data.

News & Gifts Sales Per Enplaned Passenger

Sales Per Enplaned Passenger Comparison 2016						
Ranked by Specialty News & Gifts SPEP						
		Enplanement	F&B per Enp	Specialty per Enp	News & Gifts per Enp	Total per Enplanement
1	New Orleans (MSY)	5,572,101	\$ 6.50	\$ 0.60	\$ 3.64	\$ 10.74
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Specialty Retail Sales Per Enplaned Passenger

Sales Per Enplaned Passenger Comparison 2016						
Ranked by Specialty Retail SPEP						
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Source: Airport Revenue News Fact Book 2017 with 2016 data.



Space Utilization Factor

Concession Category	Developed Space Utilization Factor ¹	Space Plan Oct. 2014	Current Space at 12/31/2017	Space Required In CY2017 7,876,769 Actuals	Variance Current Space to Required Space	Planned F & B RFP Space 2016	Space Required At 8m
Food & Beverage	5.8	27,967	28,844	45,685	(16,841)		46,400
Retail/Specialty	3.2	15,626 ²	14,500	25,206	(10,706)		25,600
Total	9.0	43,593	43,344	70,891	(27,547)		72,000
2017 Additional Food & Beverage	RFP Space #1 RFP Space #2 Total	Beverage Stations (one on each wing)				1,716 <u>200³</u> 1,916	

(1) Space Utilization Factor equals the amount of concession area in square feet that is required per 1,000 enplaned passengers

(2) 1,126 Square Feet of vacant retail converted to food & beverage

(3) 2- 100 SF Beverage units. The License/Permit area covers the 5 gate hold room area on each wing

Note: Maximizing the use of available space as there is only 43,344 programmed for concessions

Concession Program Performance since 2012

Airport Concession Program Sales Calendar Year Concession Sales³

	2012 (Old)	2013 (Hybrid)	2014 (Hybrid)	% diff. ¹	2015 (New)	% diff. ¹	2016 (New)	% diff. ¹	2017 (New)	% diff. ¹	Total diff. ²
F & B	\$18,056,379	\$21,291,565	\$27,989,637	+32%	\$48,304,774	+73%	\$56,825,889	+18%	\$57,820,878	2%	+220%
Retail	\$ 8,648,217	\$ 9,949,193	\$11,519,780	+16%	\$19,307,999	+68%	\$22,240,460	+15%	\$23,142,308	4%	+168%
Total	\$26,704,596	\$31,240,758	\$39,509,417	+27%	\$67,612,773	+71%	\$79,066,349	+17%	\$80,963,186	2%	+208%

(1) Percent difference over previous year (2) Total percent difference over old concessions program (3) Gross sales, of which, the city receives a percentage or MAG

Sales per enplanement

	2012	2013	2014	% diff.	2015	% diff.	2016	% diff.	2017	% diff.	Total diff.
F & B	\$4.40	\$5.01	\$5.92	+18%	\$6.65	+12%	\$7.28	+10%	\$7.34	1%	+67%
Retail	\$2.11	\$2.34	\$2.44	+4%	\$2.66	+9%	\$2.85	+7%	\$2.94	3%	+39%
Total	\$6.51	\$7.35	\$8.36	+14%	\$9.31	+11%	\$10.13	+9%	\$10.28	2%	+58%

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Food & Beverage Space in 2011 - 2012

DALLAS LOVE FIELD					
FOOD & BEVERAGE OPERATIONS					
Brand Name	Concessionaire	Description	Terminal	# of Units	SF
American Snack Bar	Dallas Love Field Joint Venture Ltd	Non-branded food items	T1	1	1,175
Lone Star Brew Pub	Dallas Love Field Joint Venture Ltd	Bar & Lounge	T2	1	700
Beer Carts	Dallas Love Field Joint Venture Ltd	F&B	T2	2	294
Chili's Bar & Bites	Dallas Love Field Joint Venture Ltd	Sit Down Restaurant	T2	1	3,053
Chili's Too	Dallas Love Field Joint Venture Ltd	Sit Down Restaurant	T2	1	3,084
Cinnabon	Dallas Love Field Joint Venture Ltd	Fast Food/Walk-Away	T2	1	425
Cinnabon	Dallas Love Field Joint Venture Ltd	Fast Food/Walk-Away	T2 Bag Claim	1	280
Pizza Hut Lobby	Dallas Love Field Joint Venture Ltd	QSR	T2 Lobby	1	529
Pizza Hut Express Gate9	Dallas Love Field Joint Venture Ltd	QSR w/Seating	T2	1	646
Sonny Bryan's BBQ	Dallas Love Field Joint Venture Ltd	QSR	T2	1	646
Starbucks	Dallas Love Field Joint Venture Ltd	Fast Food/Walk-Away	T2	1	772
Campisi's Pizza	Dallas Love Field Joint Venture Ltd	QSR w/Seating	T2	1	1,058
McDonalds Lobby	Dallas Love Field Joint Venture Ltd	QSR w/Seating	T2	1	828
McDonalds Concourse	Dallas Love Field Joint Venture Ltd	QSR w/Seating	T2	1	1,585
Paciugo's Gelato & Café	Dallas Love Field Joint Venture Ltd	Fast Food/Walk-Away	T2	1	456
Snack Kiosk Gate 9	Dallas Love Field Joint Venture Ltd	Fast Food/Walk-Away	T2	1	720
Gate 9 Bar	Dallas Love Field Joint Venture Ltd	Bar & Lounge	T2	1	646
			Total	18	16,897
			Landside		4,690
			Airside		12,207

Retail Space in 2011 - 2012

Hudson News					
RETAIL OPERATIONS					
Brand Name	Concessionaire	Description	Terminal	# of Units	SF
Hudson News	Bag Claim	News Stand	T2	1	250
Hudson News	Gate 2	News Stand	T2	1	<u>780</u>
Hudson News	Gate 8	News Stand/Book Store	T2	1	1,225
Hudson News	Upper Checkpoint	News Stand	T2	1	669
Hudson News	Gate 11	News Stand	T2	1	329
Hudson News	American	News Stand	T1	1	<u>300</u>
Tech On The Go	Gate 2	Electronic Accessories	T2	1	<u>398</u>
Kiosks	Gate 8	Jewelry/Snacks/Bags	T2	2	<u>240</u>
Sports Store	Gate 10	Sports Apparel/books	T2	1	<u>700</u>
Sunglass Hut	Gate 2	Sunglasses	T2	1	<u>191</u>
TOTAL Retail			Total	11	5,082
			Occupancy		100%
News & Gift Footage					3,553
Specialty Footage					1,529

Love Field Concessions Update

**Government Performance
and Financial
Management Committee**

September 17, 2018

**Mark Duebner, Director
Department of Aviation**



City of Dallas