

SAN ANTONIO INTERNATIONAL AIRPORT



STINSON MUNICIPAL AIRPORT



# Terminal A Concessions Plan

## *San Antonio International Airport*

August 2, 2016

SAN ANTONIO AIRPORT SYSTEM

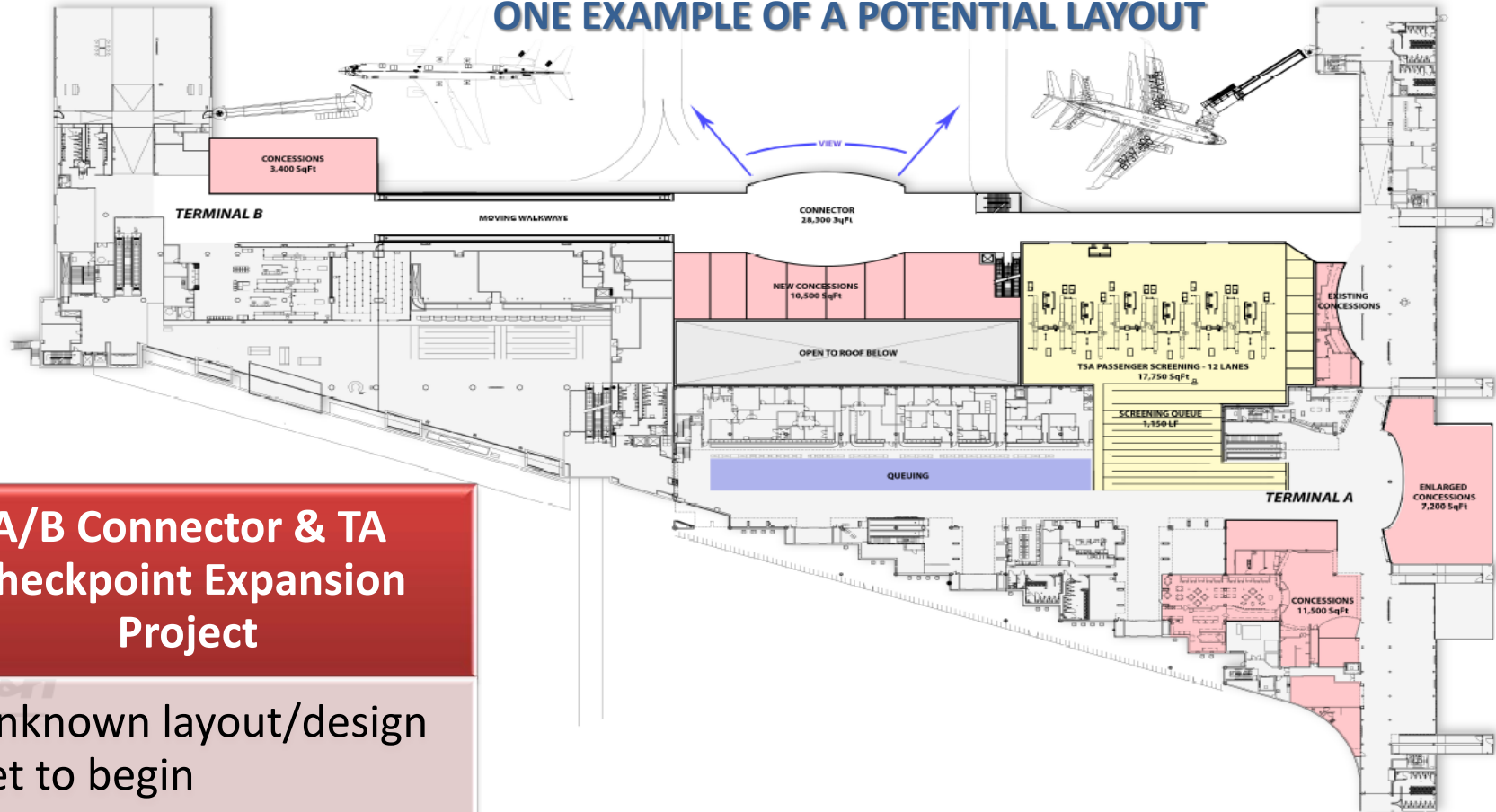


# Briefing

- Numerous concessions in Terminal A are operating under a month-to-month provision.
- With the advent of the Terminal A/B Connector project, an overall plan has been developed to address 13 locations:
  - 7 of the 13 are affected by the project



## ONE EXAMPLE OF A POTENTIAL LAYOUT



### A/B Connector & TA Checkpoint Expansion Project

- Unknown layout/design yet to begin

**INMOTION**  
ENTERTAINMENT

**Brookstone**

STARS OF SAN ANTONIO

**VINO VOLO**  
discover great wines

**Gervin's**  
The Icedman's Bar & Grill

AMERICA'S SUB SHOP  
**BLIMPiE**

**Starbucks**  
**Simply Books**

Ticket Counters

**DUNKIN' DONUTS**

**Raising Cane's**  
CHICKEN FINGERS

**NATALIE'S**

**Travel Center**

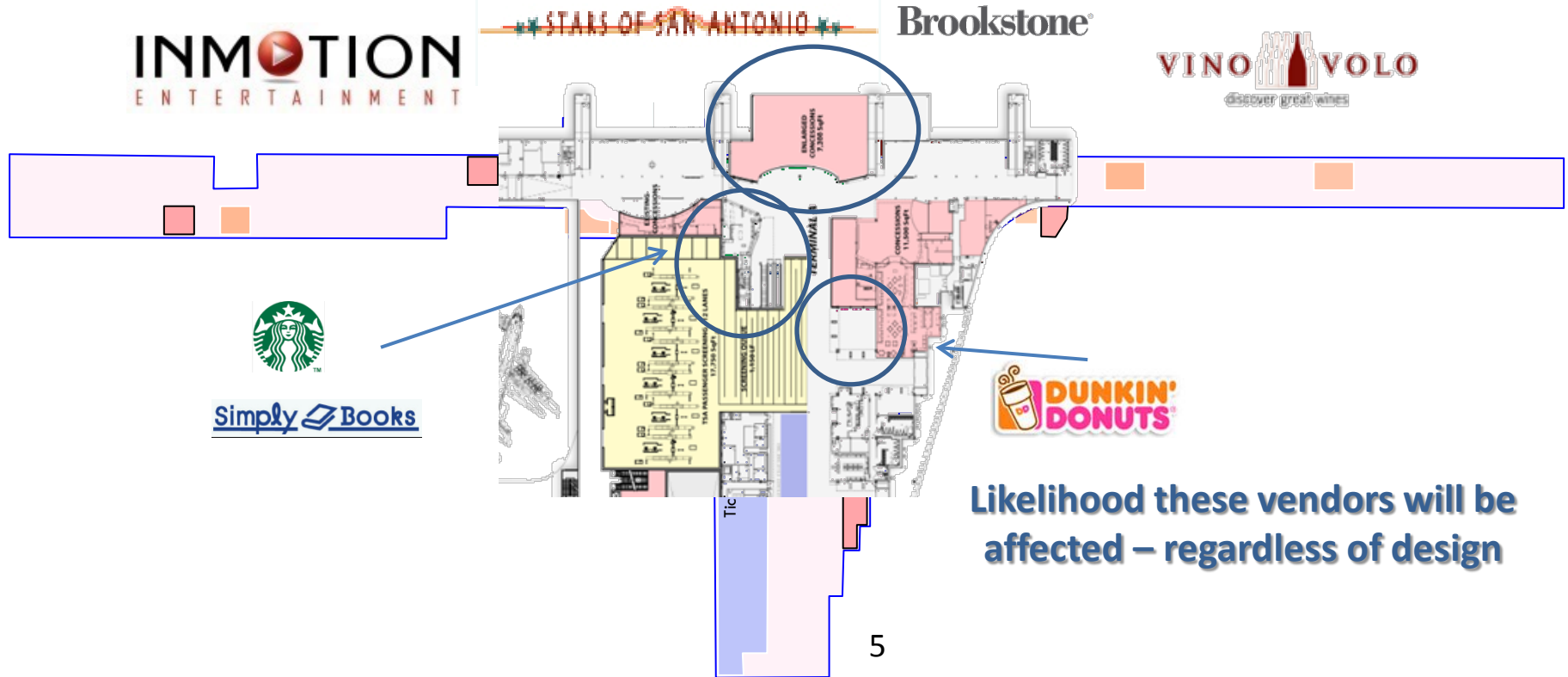
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**Concession Plan  
Locations**

**New  
coffee cart  
location in  
baggage claim**



# Affected by Connector Project







## Affected By Project

- Way forward for 7 concepts (Starbucks, Simply Books, InMotion, Stars of San Antonio, Brookstone, VinoVolo, Dunkin Donuts)
  - Extended term through June 31, 2018 with 2, 1-year options
- Request Starbucks/Simply Books handle the Starbucks line as part of extension



# 6 Locations Unaffected By Project





# Prime Concessionaire

- Staff recommends utilizing a Prime Concessionaire
  - City Council authorized 1<sup>st</sup> Prime Concessionaire in 2012
- Prime Concessionaire
  - Experienced concessions management company – industry experts on what concepts work well
  - Familiarity with Airport Concession Disadvantaged Business Enterprise (ACDBE) Program
  - Support for training, operations and employee base





# Request for Proposals

- Makeup of solicitation developed with concessions consultant
  - 2 quick serve concept locations
  - 1 casual dining bar and grill location
  - 1 snack concept location
  - 1 branded specialty coffee location with deli and/or bakery type food offerings (pre-security)
  - 1 coffee cart concept (pre-security/baggage claim)





# RFP (con't)

- Increased San Antonio Branding
  - At least 3 local concepts defined as local
- Potential food concepts
  - Asian, BBQ, Chicken, Deli Sandwiches, Italian, Seafood or other
- Healthy Food
  - Language is included to encourage respondents to include healthy items in each concept



# Terms of RFP

- 10 Year term
  - Refresh of the locations at 5 years
- ACDBE Goal: 33%
- Schedule
  - EHDC/Audit Subcommittee: August 2016
  - Release RFP: September 2016
  - Proposals received: November 2016
  - Target Council Date: February/March 2017



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