

# Airport Dining & Retail Opportunities

Authorization Request

August 4, 2015

# Airport Dining & Retail

- Outreach Update
- Redevelopment Update
- Competitive Process Description
- Evaluation Criteria
- Lease Opportunities (Group #2)

New slate of competitive opportunities is ready for the marketplace

# Outreach Update

- Airport and community events
  - Host events drew 175 participants combined
- Advertising and promotions
  - Dozen daily and ethnic publications/websites
- Growing database of potential businesses
  - Nearly 500 representatives, doubled since Jan.
- [www.lease.seatacshops.com](http://www.lease.seatacshops.com)

Multi-front effort is reaching the community with information

# Retail Package #14


[Location 1  
Terminal A](#)
[Location 2  
Terminal C](#)
[BID ON THIS  
PACKAGE](#)

## Overview

Unit Size:	1,474 sq. ft.
Linear Frontage:	### ft.
Category/Concept:	Specialty Retail
Adjacencies:	New concession (CA-18), Seattle Tap Room, Children's play area
Current/Recent Use:	Not Applicable
2012 Gross Sales:	Not Applicable
2012 Sales per:	Not Applicable
Enplanement:	Not Applicable

## Infrastructure

Domestic Water:	None existing; available access below
Sanitary Waste Piping:	None existing; close connection is available.
Exhaust:	None existing
Gas:	None existing

## Floor Plan - CA-##



# Redevelopment Update

- 90% design on infrastructure, contractor selection nearly complete
- Units in design for new concept or renovation
- First new units scheduled to be open  
December/January:
  - Arrivals Hall ‘Starbucks Evenings’
  - COACH
  - M·A·C cosmetics

Port teams making steady progress on approved work

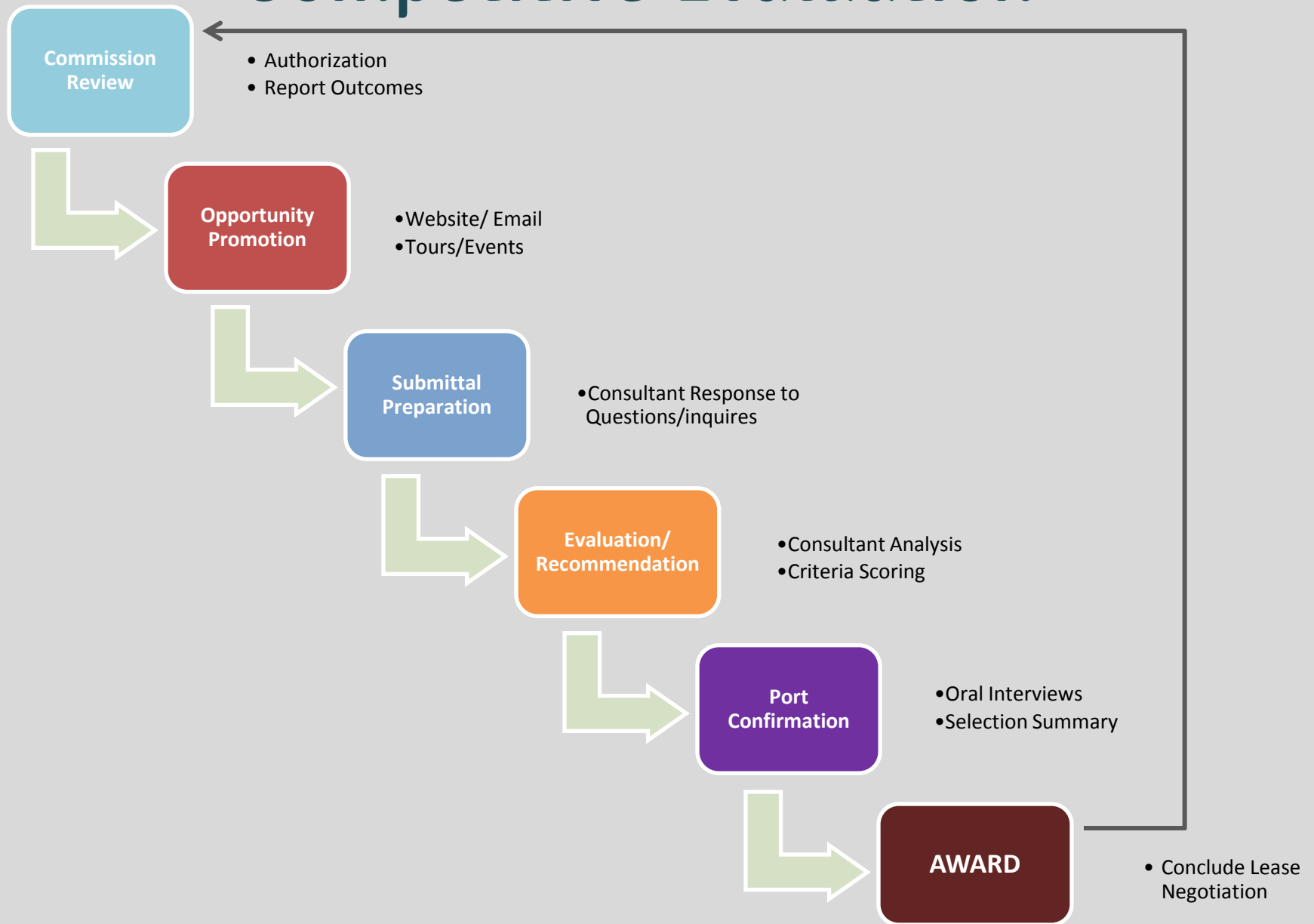
# Competitive Process Overview

Proposed leasing opportunities will use:

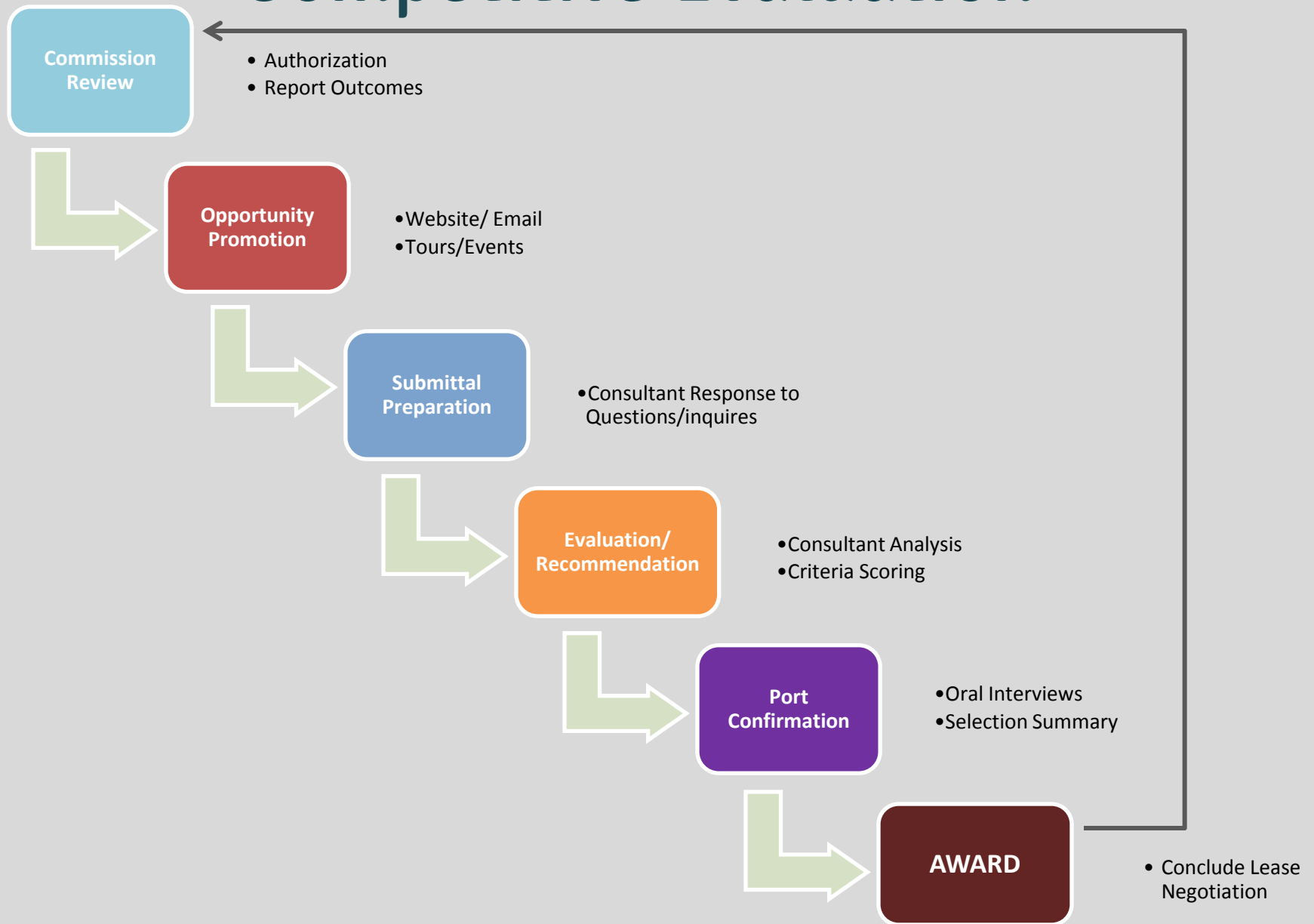
- Simplified process for 1-3 unit opportunities
- Tailored to capabilities of small business
- Consultant/Port criteria evaluations
- Outcome by scoring of uniform criteria

Competitive process is accountable to reflect Commission values

# Competitive Evaluation

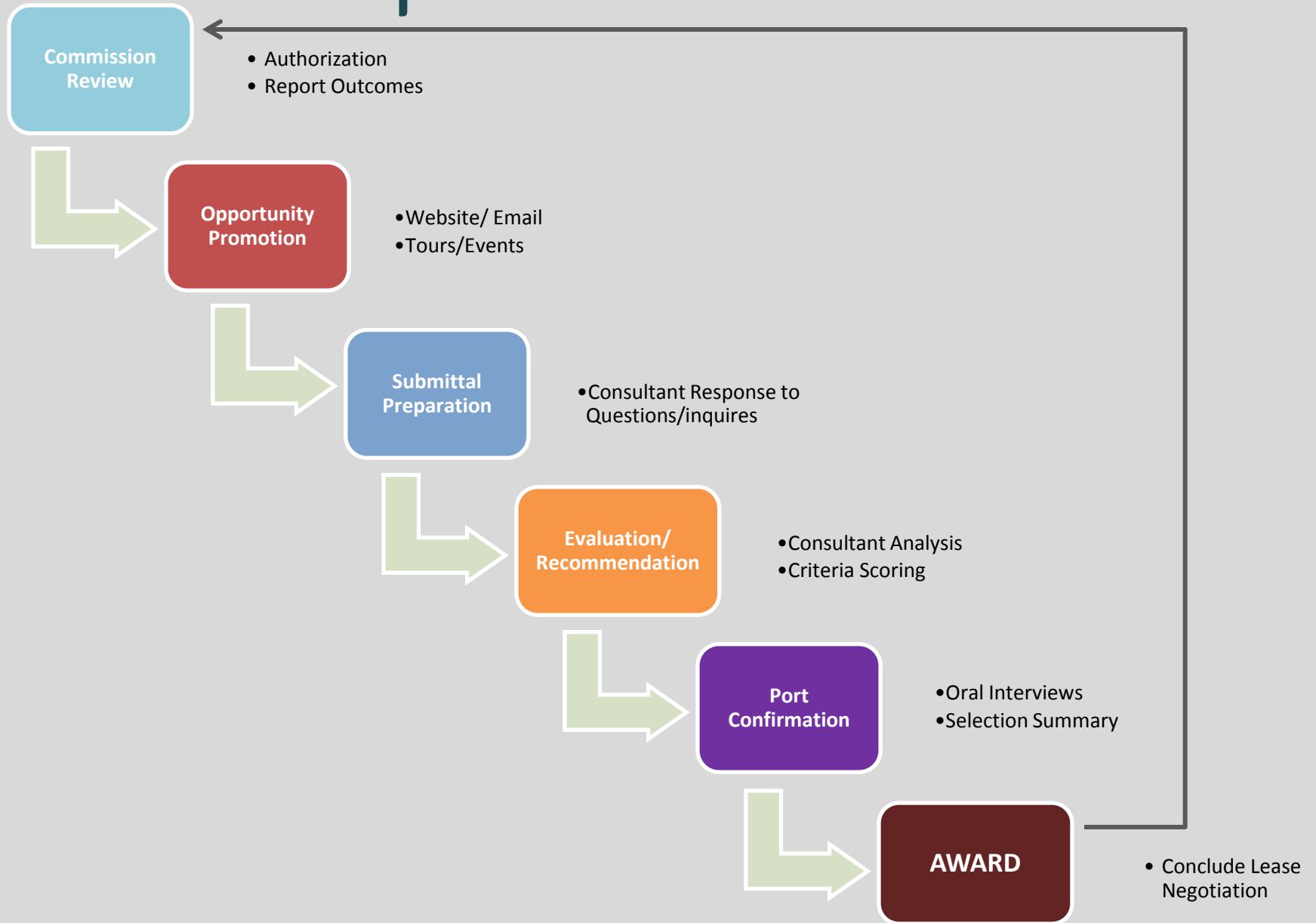


# Competitive Evaluation

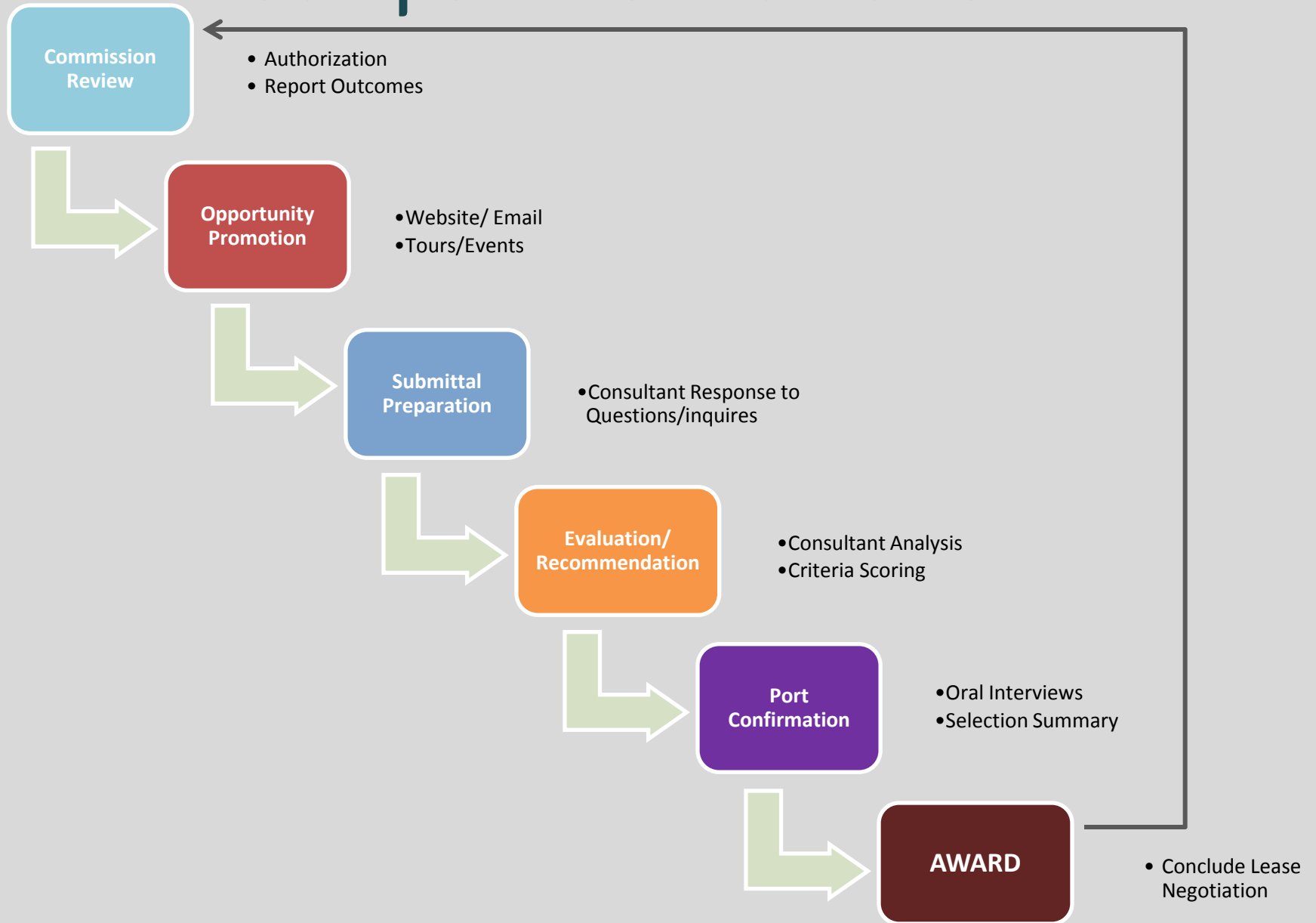




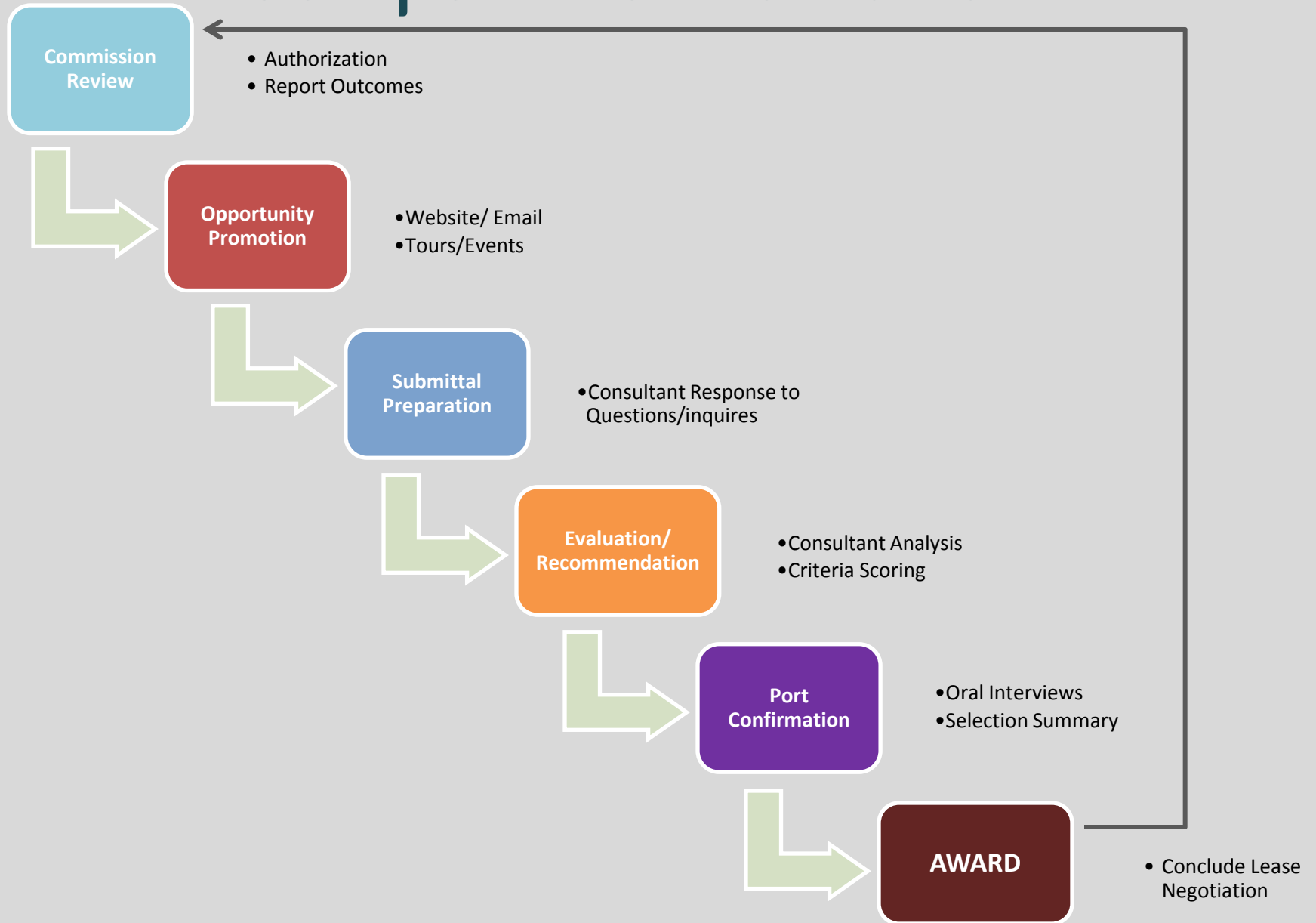
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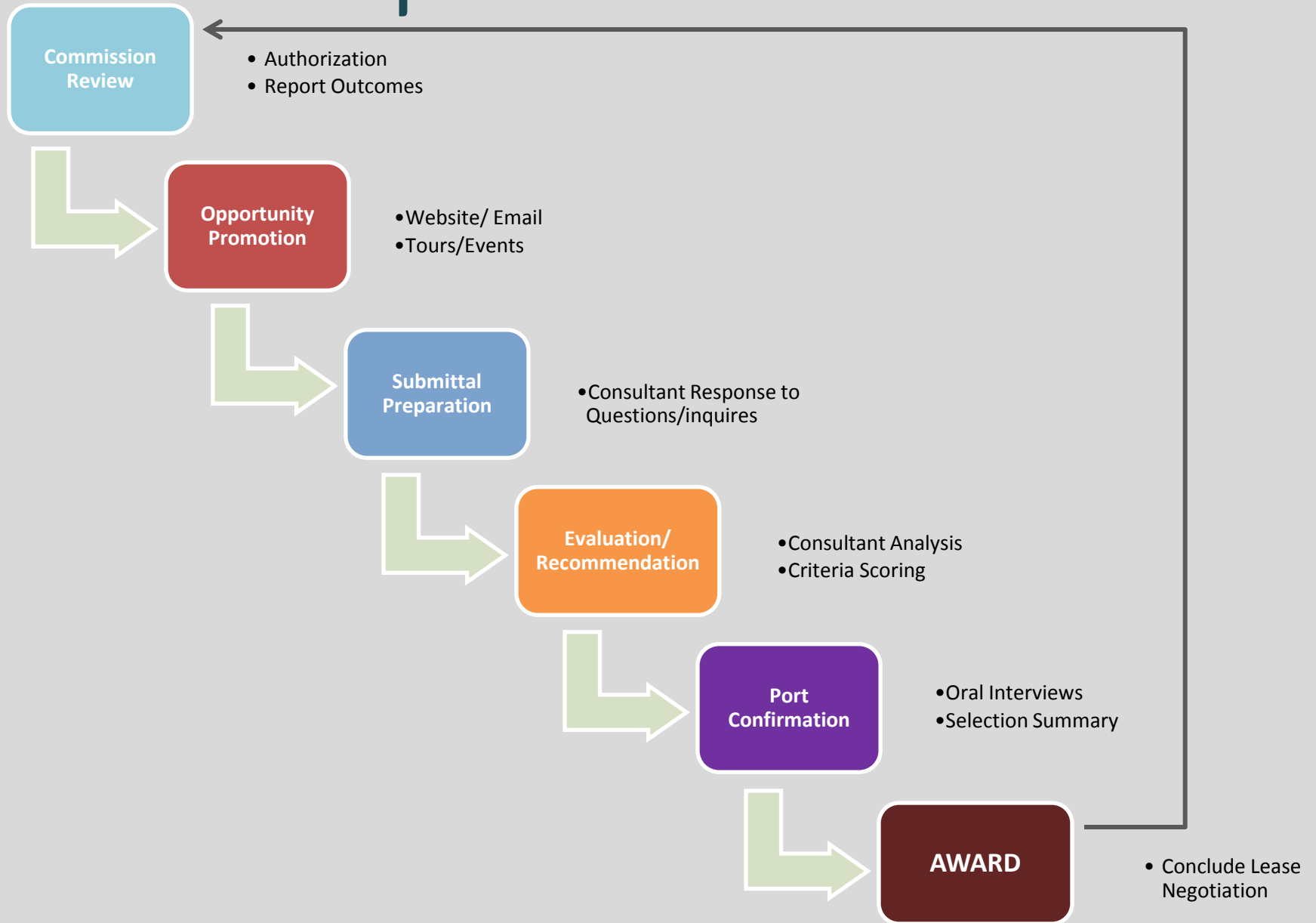
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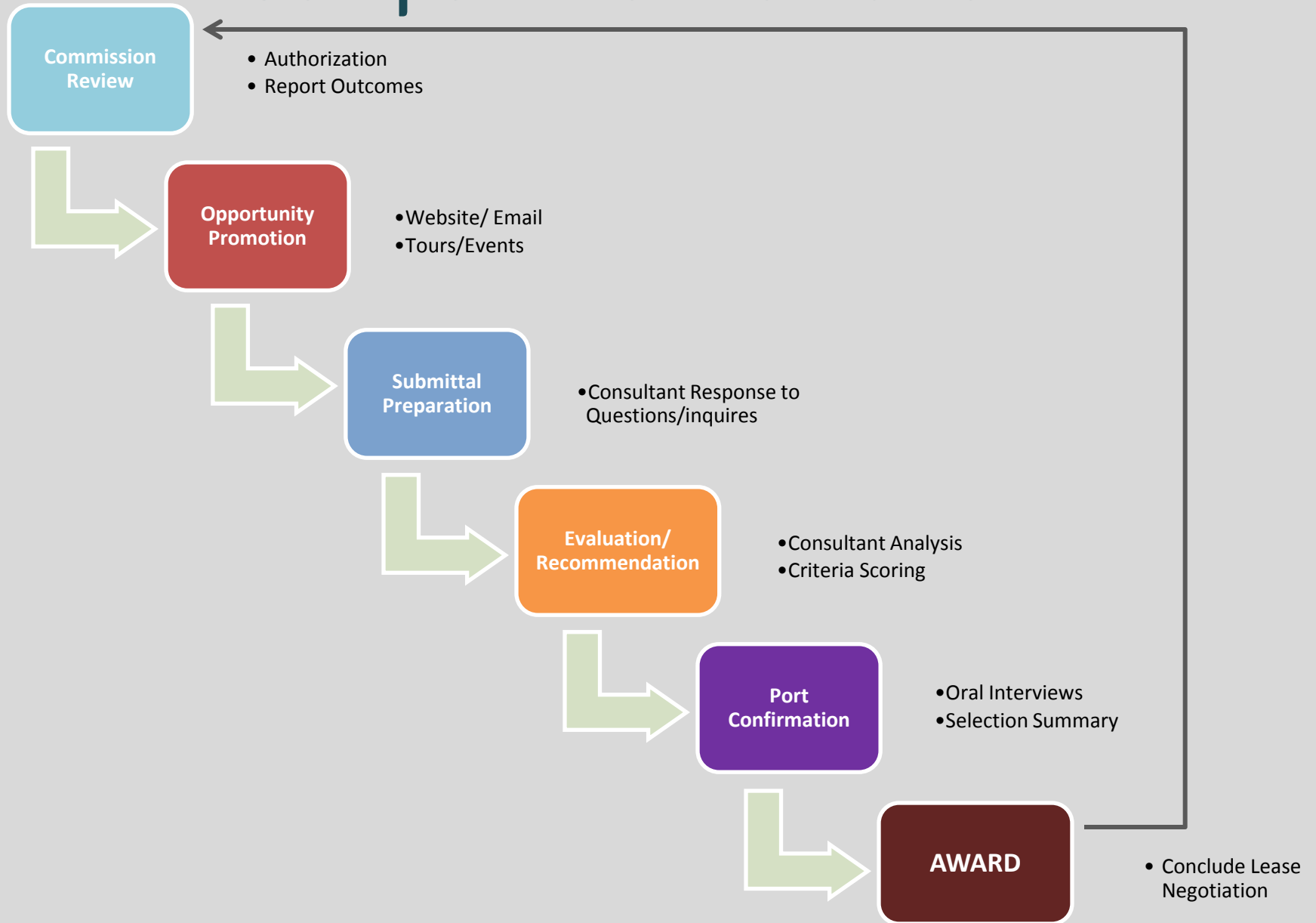
# Competitive Evaluation



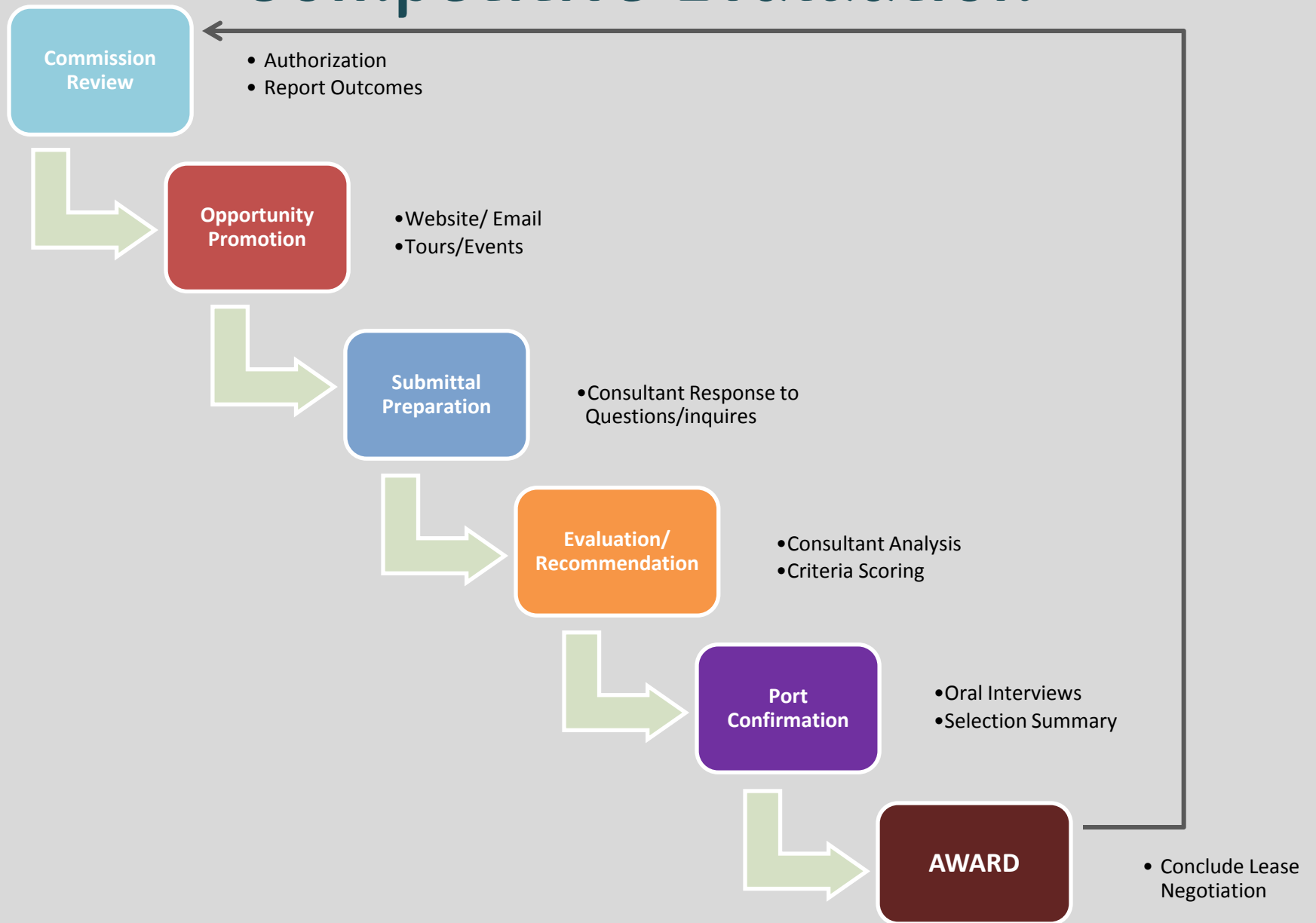
# Competitive Evaluation



# Competitive Evaluation



# Competitive Evaluation



# Evaluation Criteria

<b>Company Experience, Financial Capability:</b>	<b>20 points (13%)</b>
<b>Concept Development:</b>	<b>25 points (17%)</b>
<b>Unit Design, Materials and Capital Investment:</b>	<b>20 points (13%)</b>
<b>Financial Projections and Rent Proposal:</b>	<b>25 points (17%)</b>
<b>Operations and Maintenance:</b>	<b>25 points (17%)</b>
<b>Management, Staffing and Workforce Training:</b>	<b>20 points (13%)</b>
<b>Job Quality, Employment and Service Continuity:</b>	<b>15 points (10%)</b>

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**150 points**

Established criteria evaluated to balance values important to the Port

# Lease Group #2

1. Food Service/Quick Service (1 unit)
2. Food Service/Coffee (1 kiosk unit)
3. Passenger Service - Massage (2 units)
4. Passenger Service - Manicure (2 units)
5. Small Specialty Retail (1 unit)
6. Specialty Retail (2 units)
7. North Anchor Retail (1 unit)
8. South Anchor Retail (1 unit)

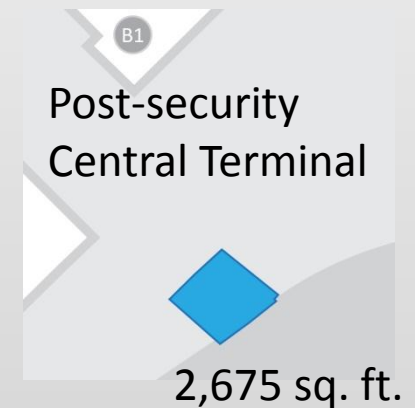
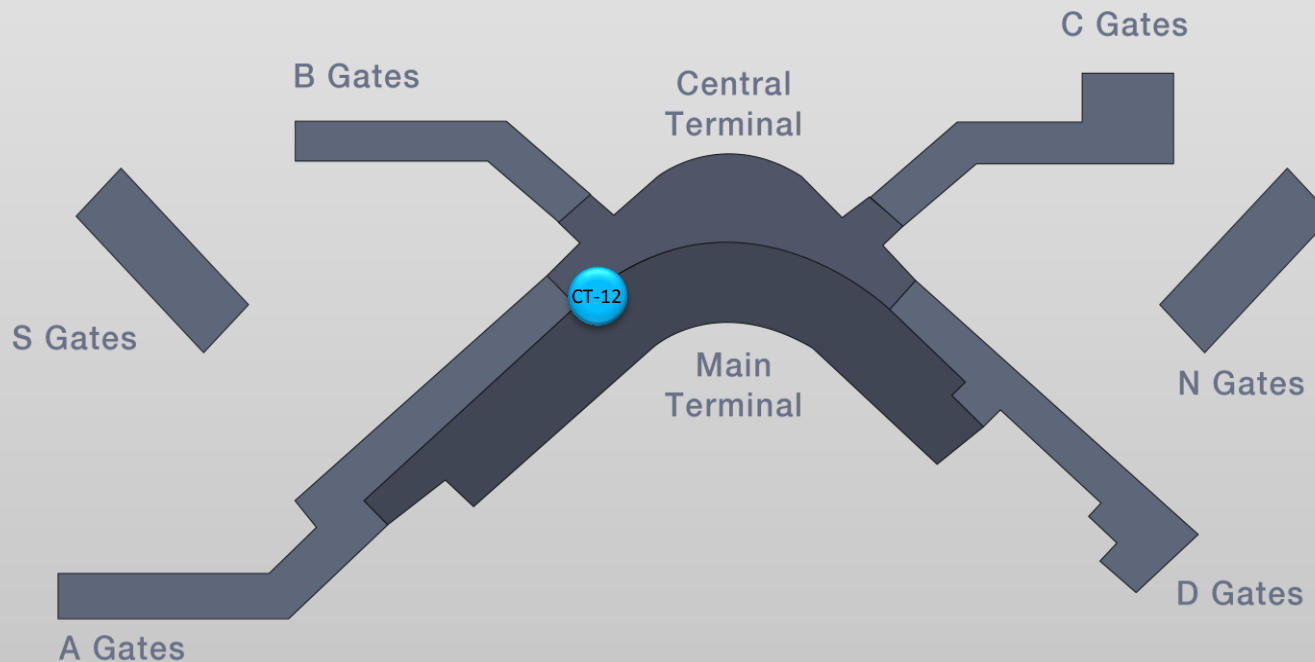
Two food service, two personal service and four specialty retail opportunities



# Food Service – Single Unit #2

## Lease Terms

- Length of Lease: 10 years
- Rent to be competitively proposed as either flat or tiered rent structure
- Minimum Capital Investment: \$500 per sq. ft.

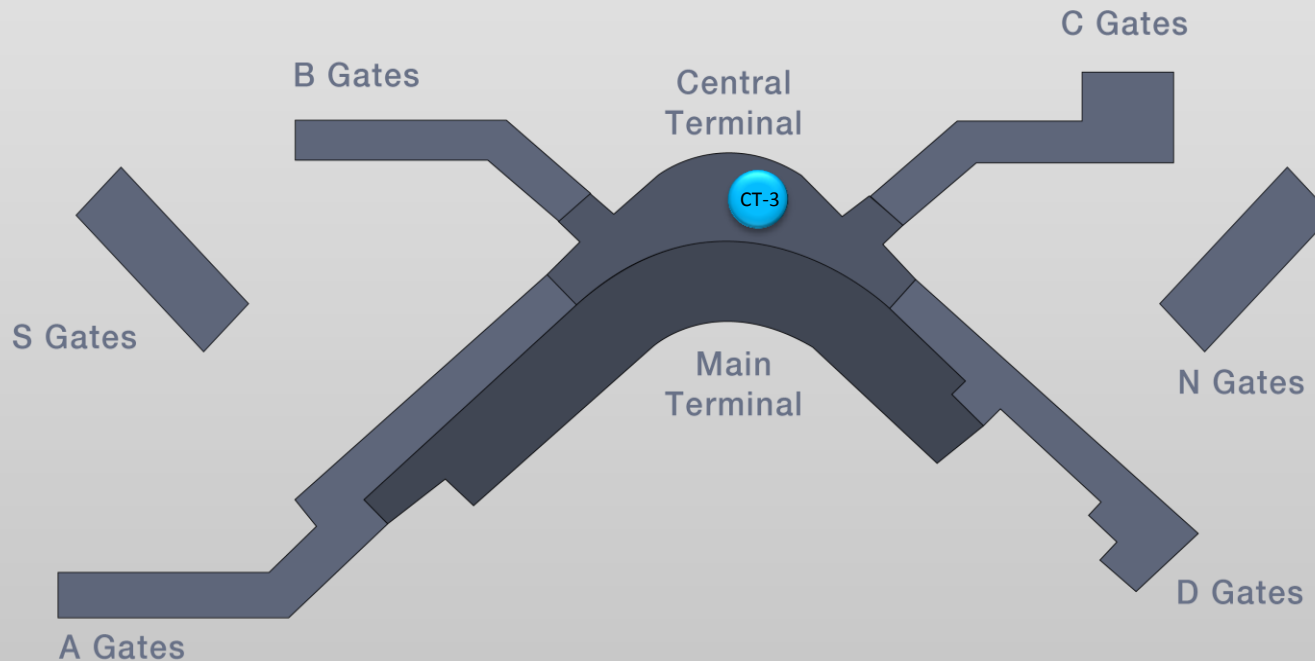


Two units become one, entrance changed to face post-security

# Food Service – Single Unit #8

## Lease Terms

- Length of Lease: 8 years
- Rent to be competitively proposed as either flat or tiered rent structure
- Minimum Capital Investment: \$500 per sq. ft.



Central Terminal  
Atrium



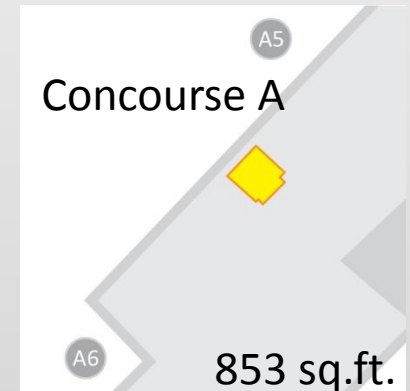
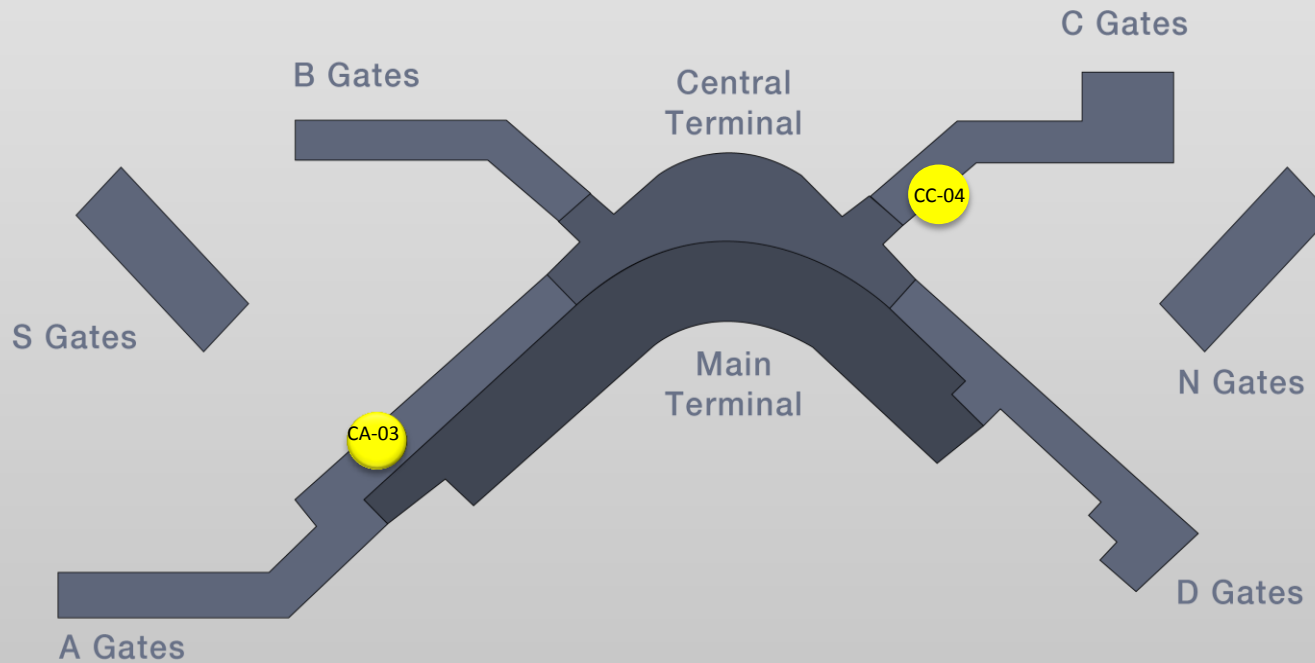
550 sq. ft.

Gourmet coffee service in larger kiosk location

# Personal Service – Small Package #5

## Lease Terms

- Length of Lease: 8 years
- Rent to be competitively proposed as either flat or tiered rent structure
- Minimum Capital Investment: \$350 per sq. ft.

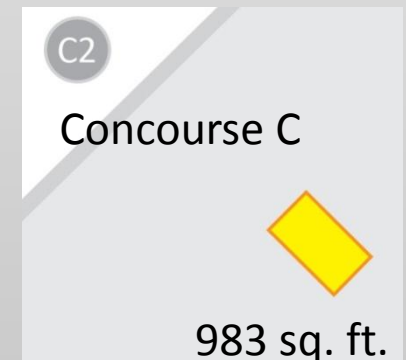
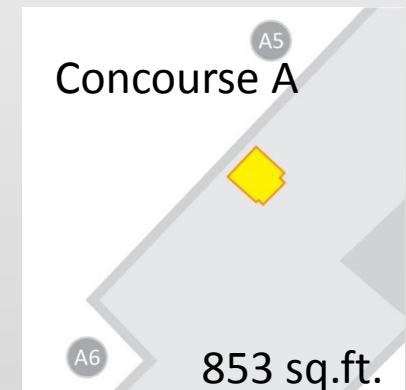
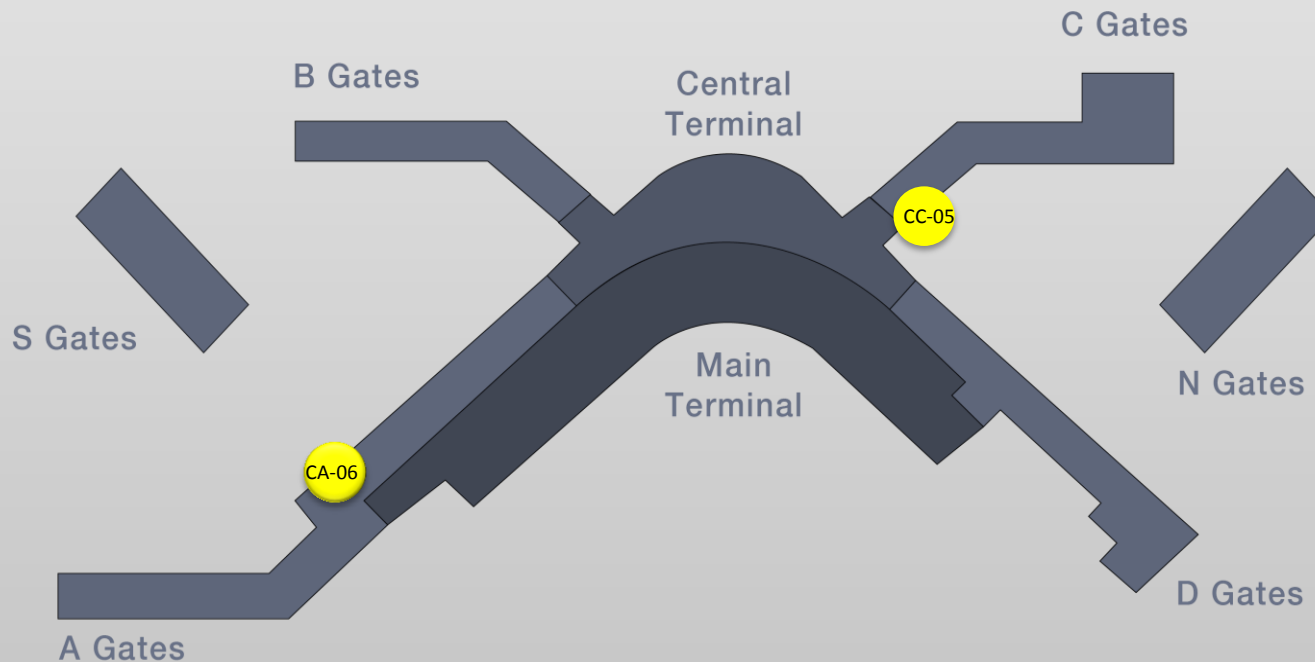


Manicure service and retail co-located with massage service

# Personal Service – Small Package #6

## Lease Terms

- Length of Lease: 8 years
- Rent to be competitively proposed as either flat or tiered rent structure
- Minimum Capital Investment: \$350 per sq. ft.

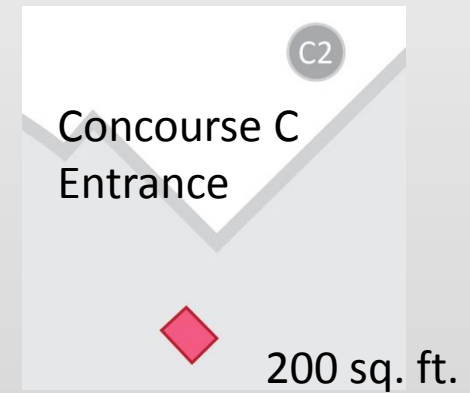
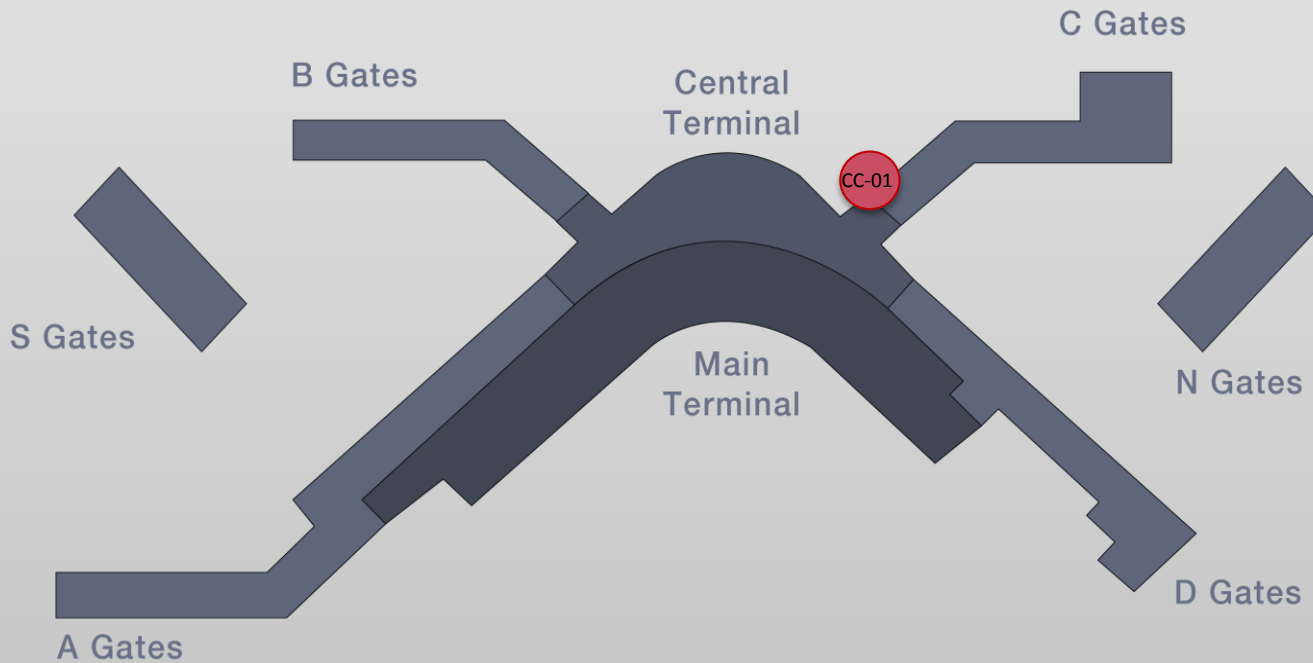


Massage service and retail in new right-sized locations

# Small Retail – Single Unit #12

## Lease Terms

- Length of Lease: 8 years
- Rent to be competitively proposed as either flat or tiered rent structure
- Minimum Capital Investment: \$400 per sq. ft.

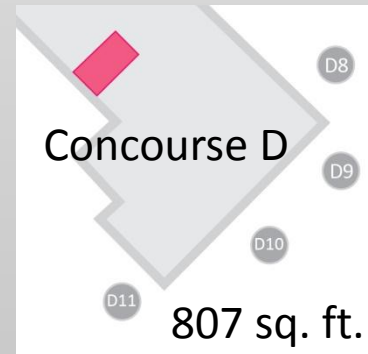
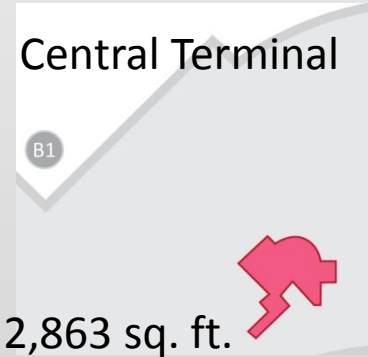
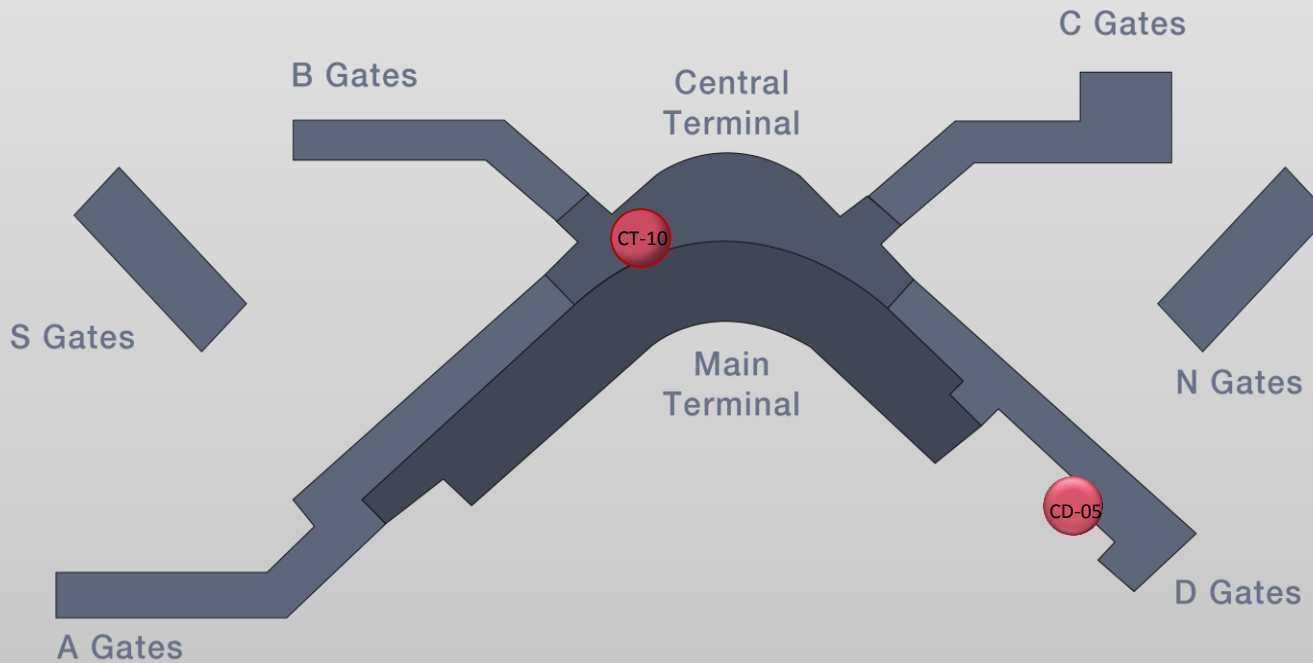


Low investment opportunity, perfect for small business retailer

# Specialty Retail – Small Package #2

## Lease Terms:

- Length of lease: 8 years
- Rent proposed as flat or tiered percentage
- Minimum guaranteed rent
- Minimum capital investment: \$500 per sq. ft.

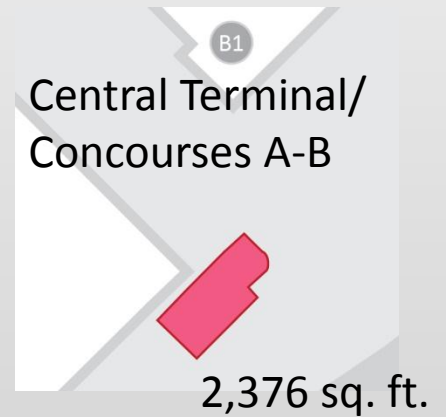
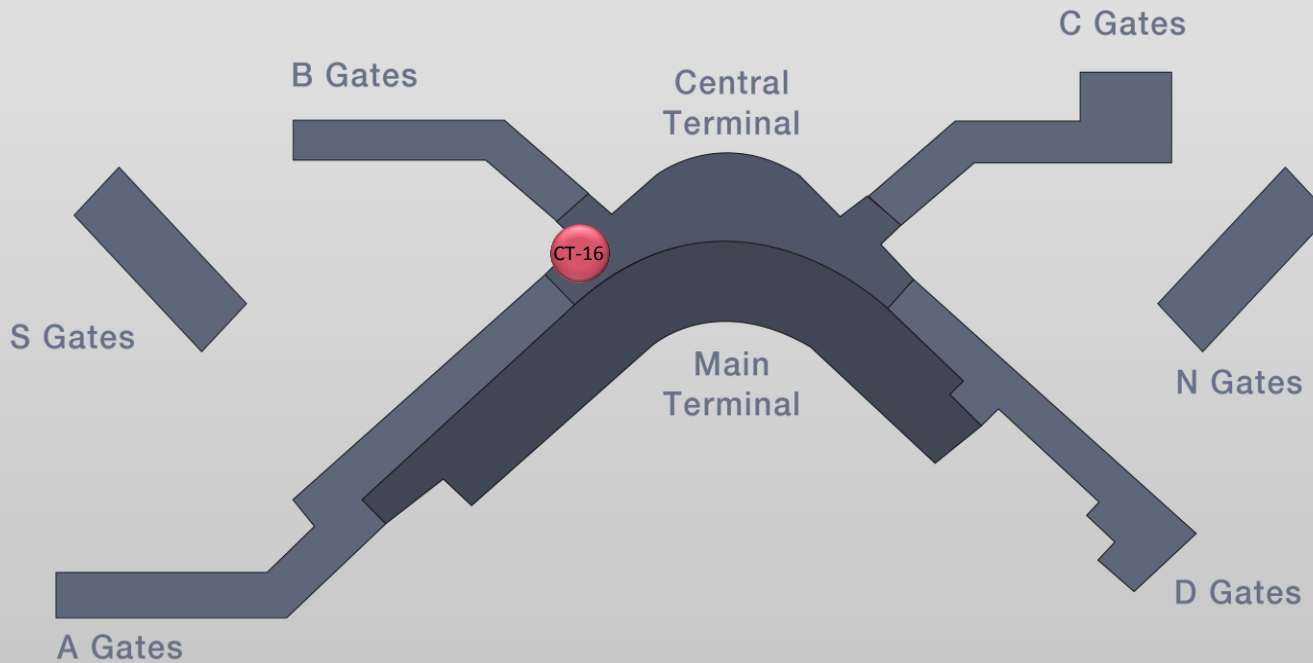


Gift merchandise remains a popular offering for travelers

# Anchor Retail – Single Unit #5

## Lease Terms

- Length of Lease: 10 years
- Rent to be competitively proposed as either flat or tiered rent structure
- Minimum Capital Investment: \$500 per sq. ft.



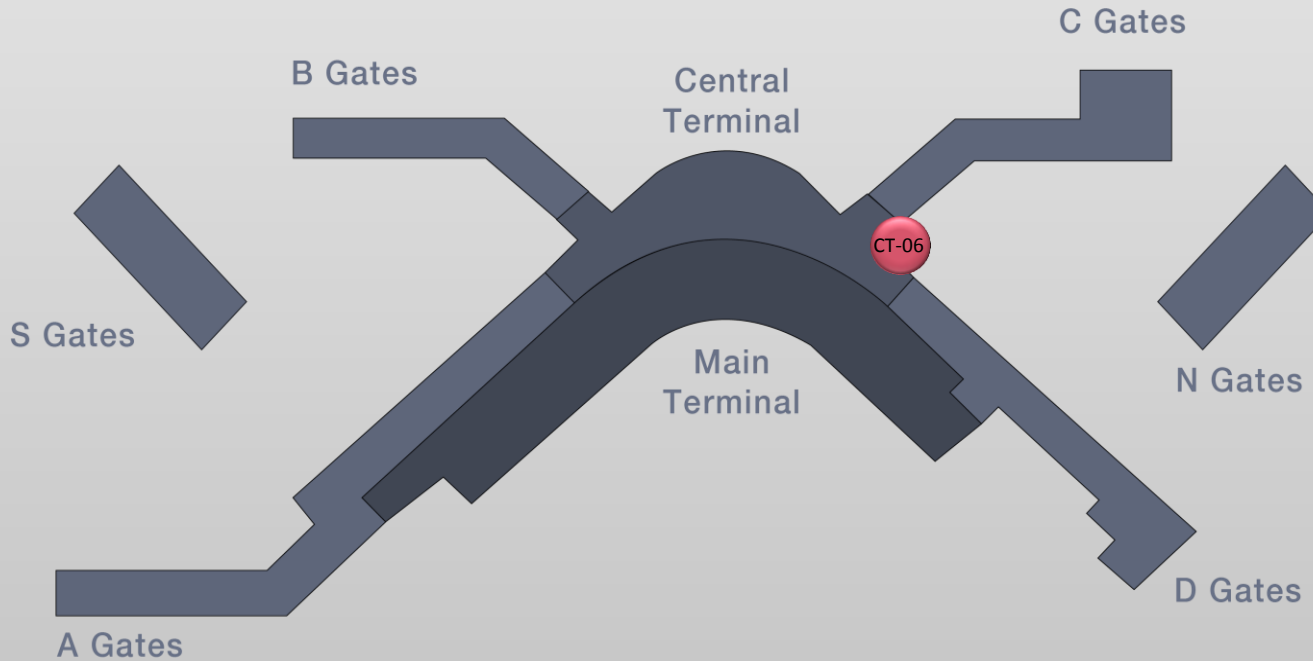
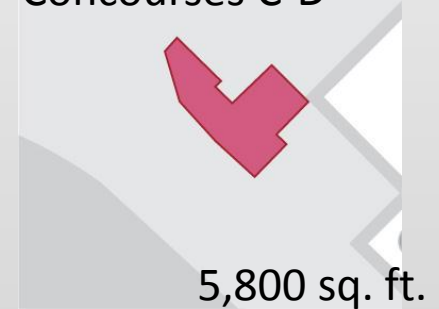
Destination retail concept drives customer exposure to adjacent retail

# Anchor Retail – Single Unit #7

## Lease Terms

- Length of Lease: 10 years
- Rent to be competitively proposed as either flat or tiered rent structure
- Minimum Capital Investment: \$500 per sq. ft.

Central Terminal/  
Concourses C-D



Destination retail concept strengthens and balances retail offering



# Next Steps: Schedule

- August: Issue opportunities, tours
- October: Submittals due
- October: Commission update
- November: Initial consultant analysis, Port confirmation of recommendations
- December: Notification of awards
- Dec/January: Lease finalization