

# Airport Dining & Retail Opportunities

Authorization Request  
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# Airport Dining & Retail

- Outreach Update
- Lease Opportunities (Group #2)
- Competitive Process Description
- Evaluation Criteria
- Schedule for Next Steps

New slate of competitive opportunities is ready for the marketplace

# Outreach Update

- Airport and community events in Q2
  - 2 events drew a total of 176 participants
    - Airport event – 112 attendees
    - Tukwila Community Center – 64 attendees
- Advertising and promotions
  - Through mainstream and minority publications/websites

Multi-front effort is reaching the community with information

# Outreach Update

- Visited over 170 businesses and personally met with 30 food service and retail owners in Q4
- Database of interested businesses
  - 390 firms
- Training session for local architectural, engineering and construction firms in Q4 – 46 participants, 36 companies represented

Multi-front effort is reaching the community with information

# Lease Group #2

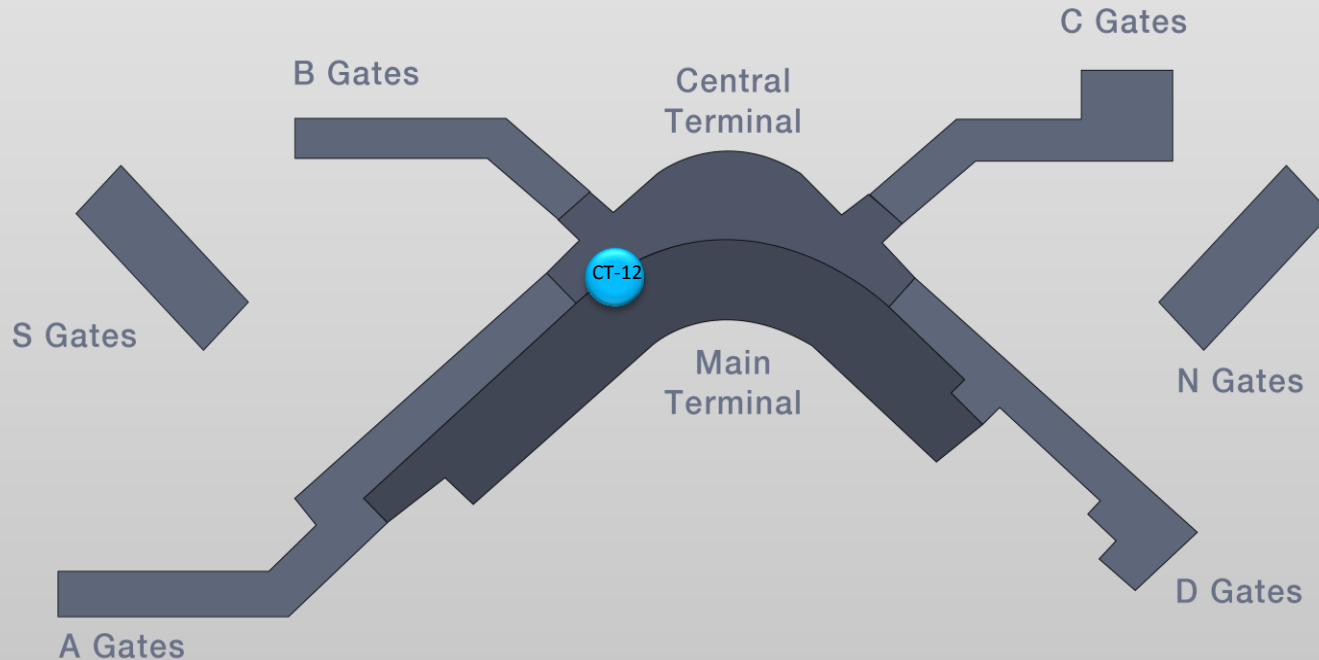
1. Food Service/Fast Casual (1 unit)
2. Food Service/Casual Dining (1 unit)
3. Food Service/Gourmet Coffee (1 kiosk unit)
4. Personal Service - Manicure (1 unit)
5. Personal Service - Massage (2 units)
6. Small Specialty Retail (1 unit)
7. Specialty Retail (2 units)
8. Specialty Retail/Tech (2 units)
9. Specialty Retail (1 unit)
10. Passenger Service – Storage (1 unit)

Three food service, two personal service, four specialty retail and one passenger service 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: \$425 per sq. ft. (2,580 sq. ft.)

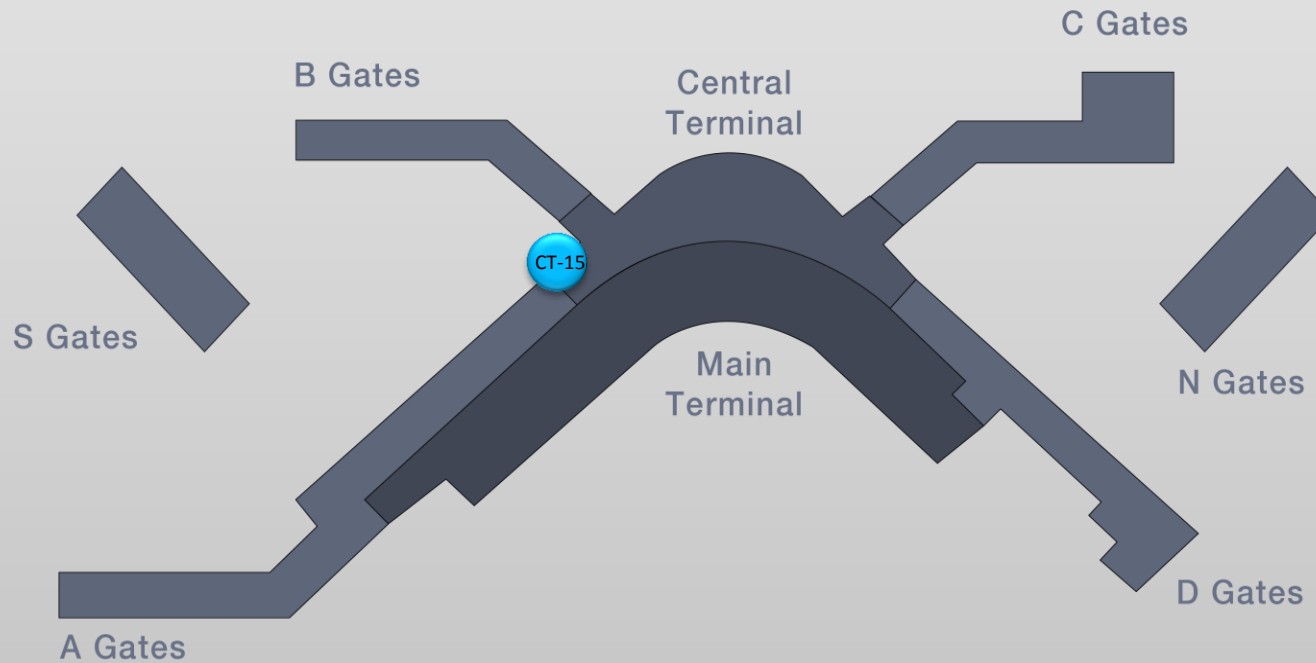


Two units become one, entrance changed to face post-security

# Food Service – Single Unit #6

## Lease Terms

- Length of Lease: 10 years
- Rent to be competitively proposed as either flat or tiered rent structure
- Minimum Capital Investment: \$450 per sq. ft. (1,818 sq. ft.)

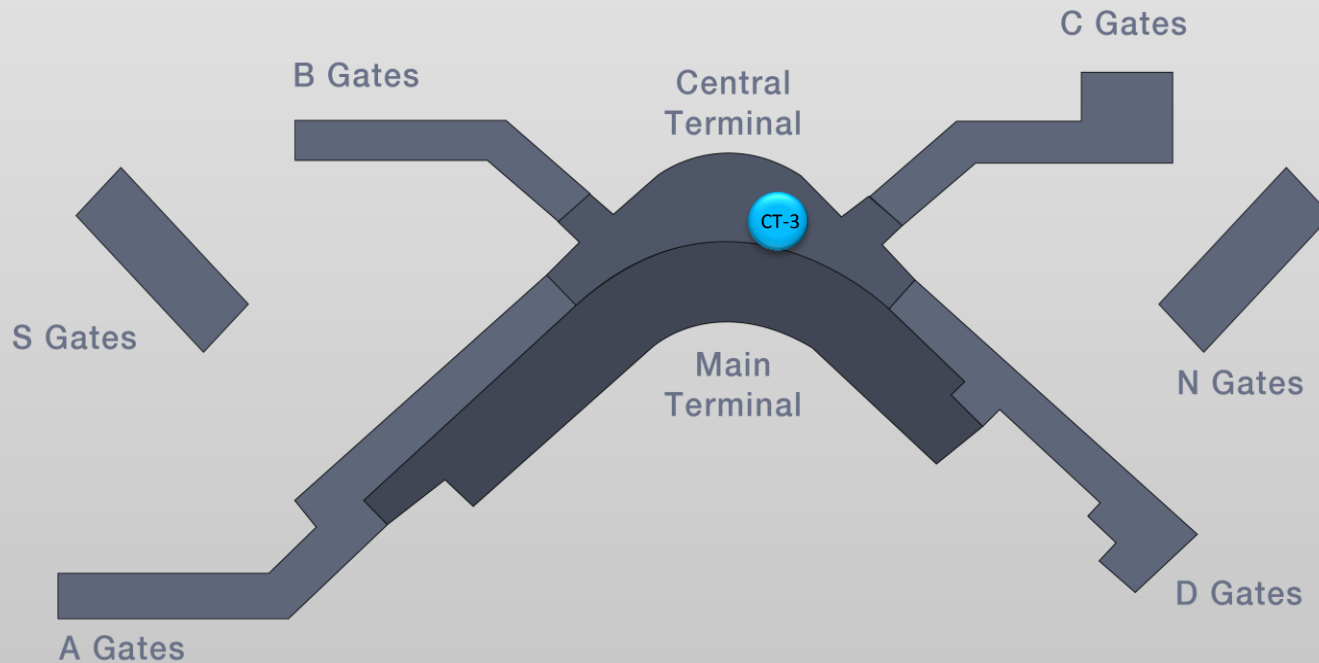


Casual Dining with music

# 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: \$300 per sq. ft. (452 sq. ft.)



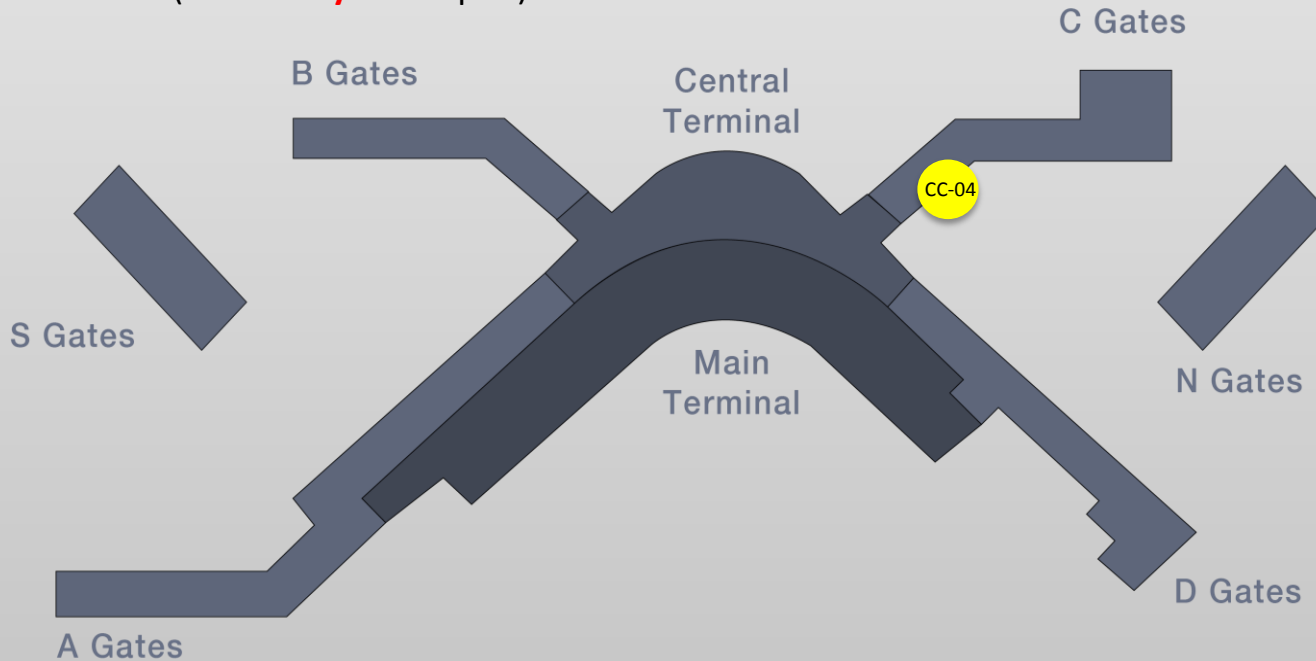
Gourmet coffee service in larger kiosk location



# Personal Service – Small Unit #16

## 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.  
(CC-04 **only**: 827 sq. ft.)

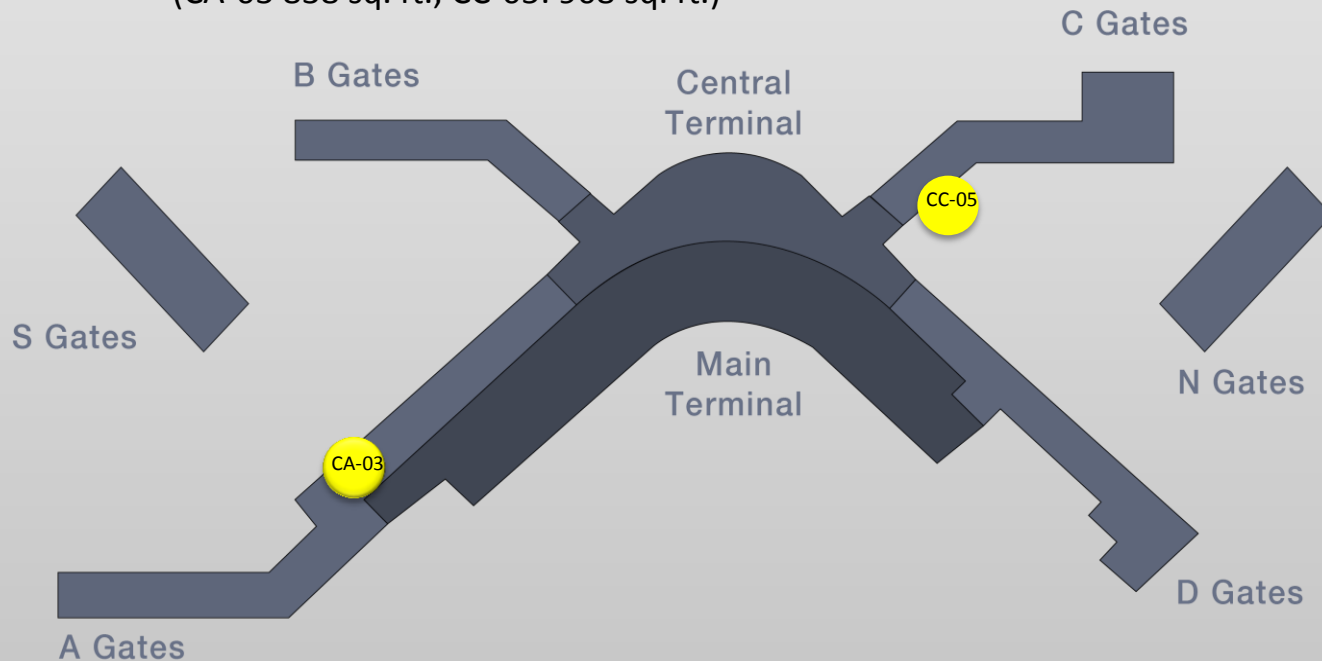


Manicure service and retail co-located with massage service

# 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.  
(CA-03 838 sq. ft., CC-05: 908 sq. ft.)

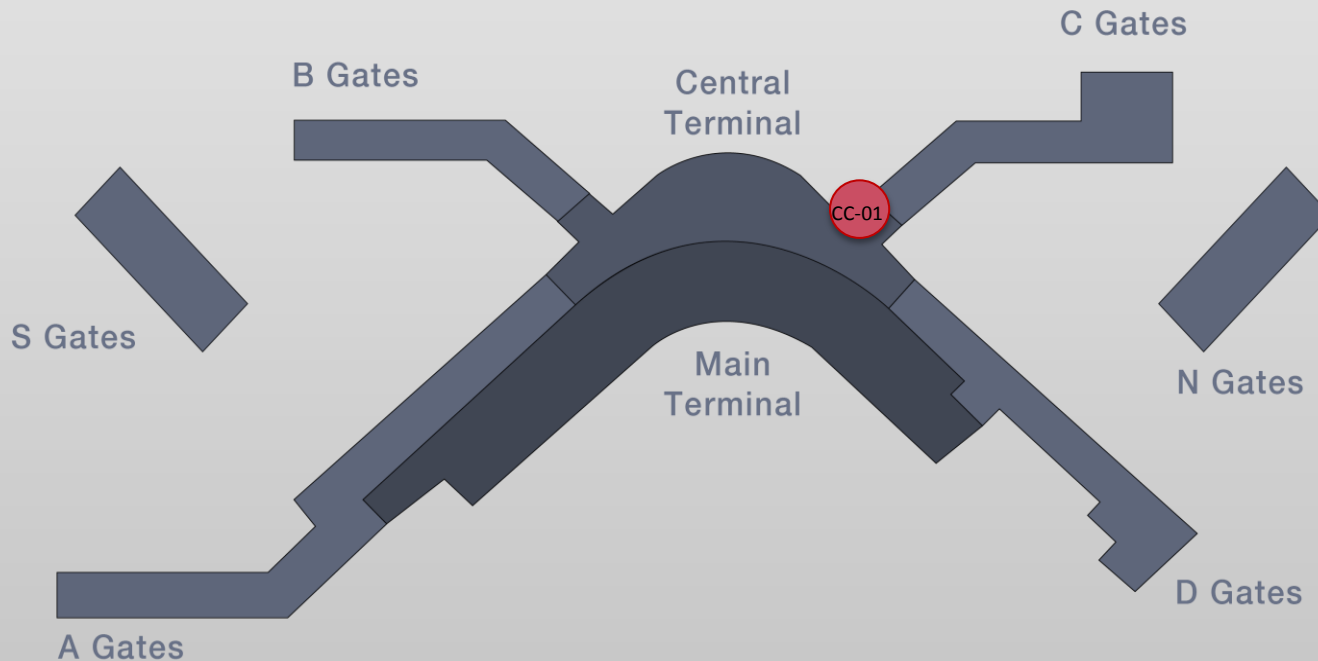


Massage/spa service and retail in new right-sized locations

# Small Specialty 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: \$350 per sq. ft. (205 sq. ft.)

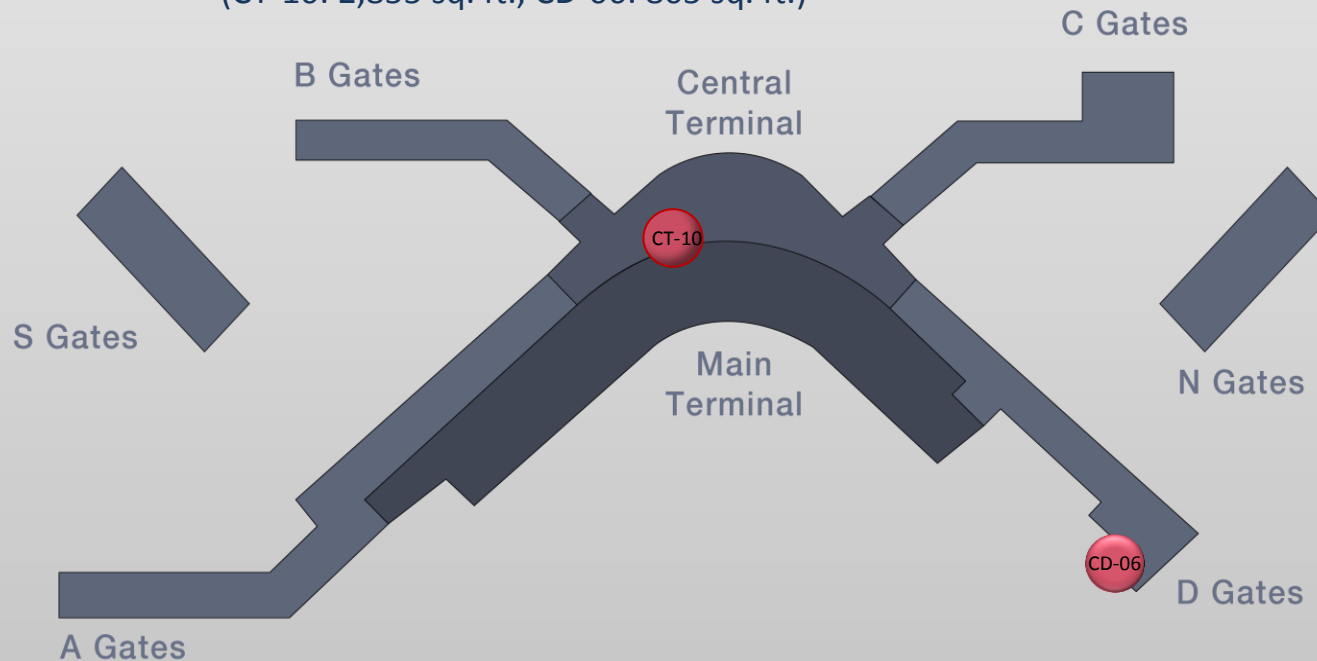


Low investment opportunity, perfect for small business retailer

# 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: \$350 per sq. ft.  
(CT-10: 2,855 sq. ft., CD-06: 805 sq. ft.)

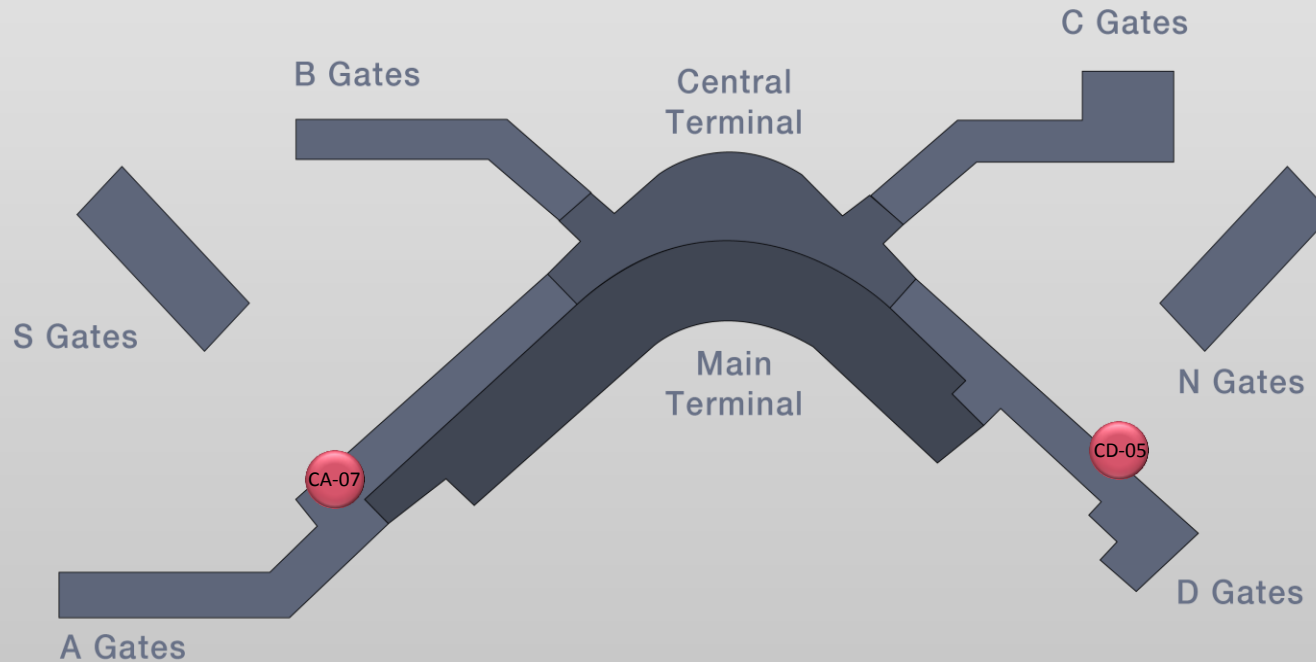


Gift merchandise remains a popular offering for travelers

# Specialty Retail/Tech – Small Package #3

## 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.  
(CA-07: 853 sq. ft., CD-05: 462 sq. ft.)

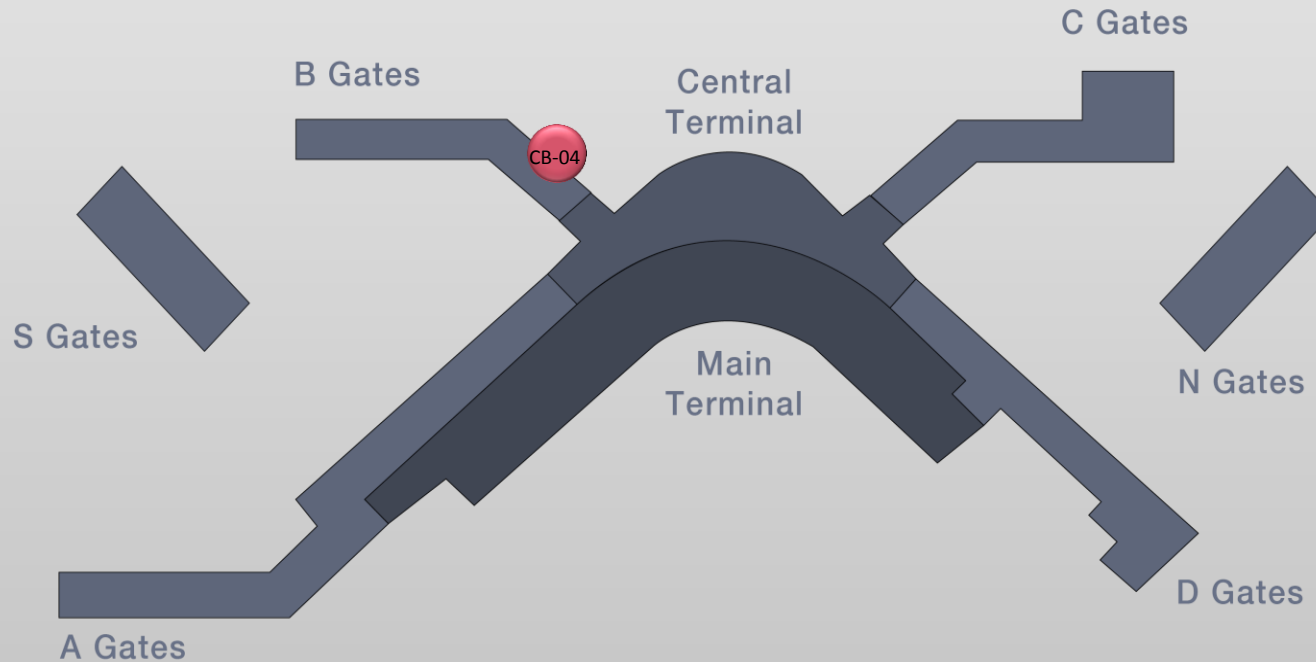


Technology retail offering

# Specialty Retail – Single Unit #15

## 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. (938 sq. ft.)

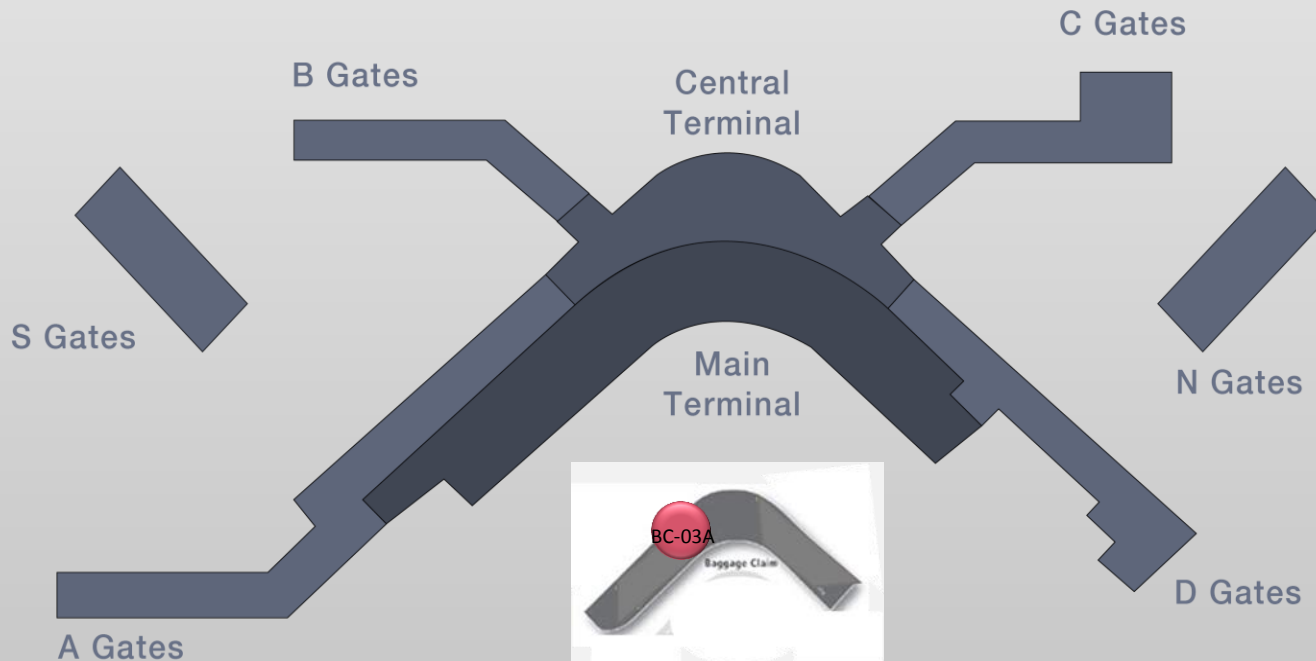


Children-related retail offering or open concept

# Passenger Service – Single Unit #14

## Lease Terms

- Length of Lease: 5 years
- Rent to be competitively proposed as either flat or tiered rent structure
- Minimum Capital Investment: \$250 per sq. ft. (1,005 sq. ft.)



Baggage claim location - Luggage/frozen food storage, mail service and more

# Competitive Process Overview

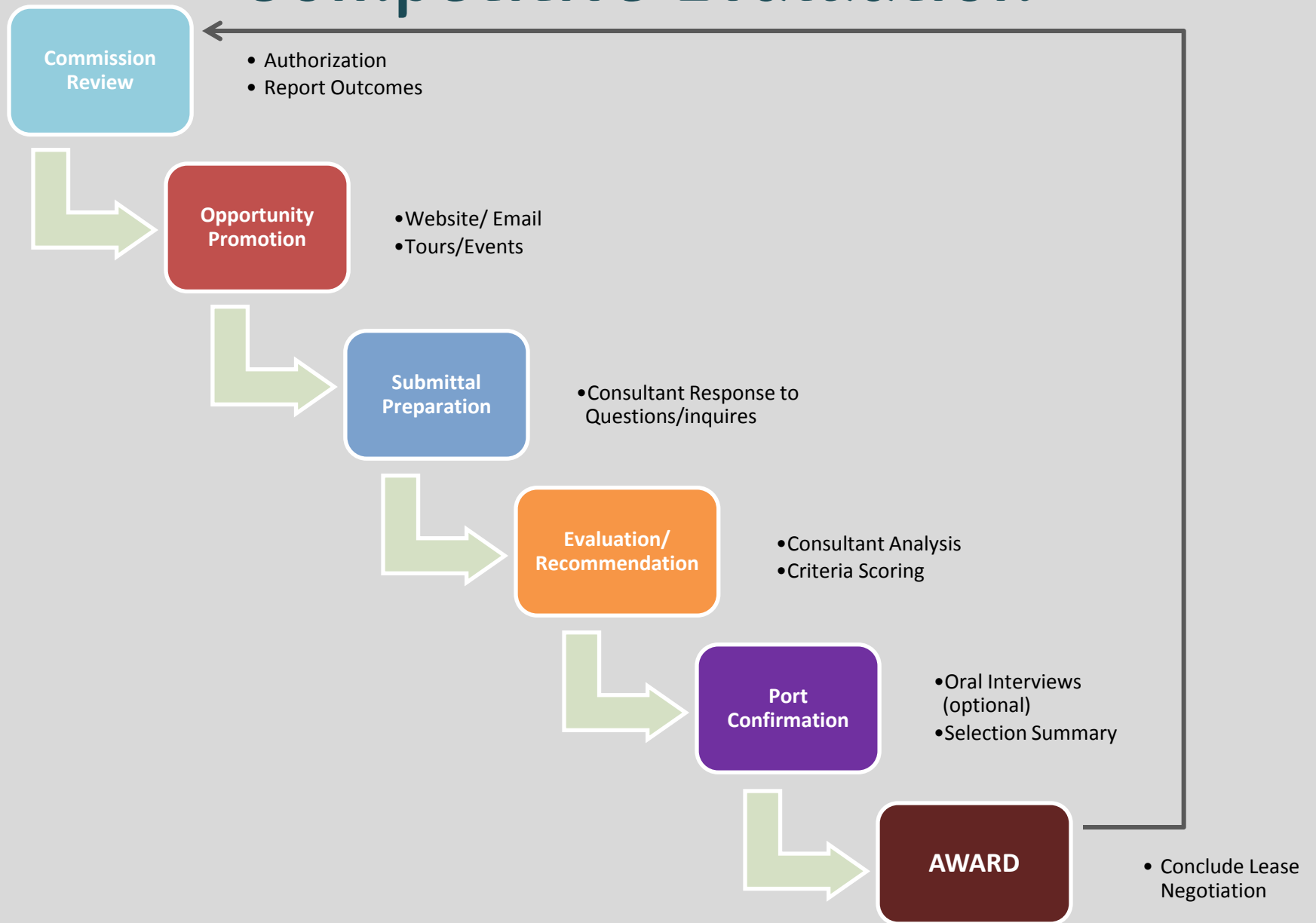
Proposed leasing opportunities will use:

- 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



# 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>25 points (17%)</b>
<b>Financial Projections and Rent Proposal:</b>	<b>25 points (17%)</b>
<b>Operations and Maintenance:</b>	<b>15 points (10%)</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>
<b>Small Business Participation:</b>	<b>5 points (3%)</b>
	<b>150 points</b>

Established criteria evaluated to balance values important to the Port

# Schedule for Next Steps

- November: Advertise opportunities
- December & January: Tours & Training Sessions
- February: Submittals due
- March: Consultant analysis completed
- April:
  - Port review/confirmation of Consultant recommendations
  - Notification to successful proposers
  - Commission update on Lease Group 2 results
- May: Lease Negotiations and Executions

Efficient schedule from advertisement of opportunities to lease execution