

From: [Michele Manasse](#)
To: [Commission-Public-Records](#)
Subject: [EXTERNAL] submitting oral testimony
Date: Tuesday, April 28, 2020 1:52:56 PM

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I am submitting my oral testimony that I gave today, April 28th, at the Port Commissioners meeting. If this is not the correct email could you please forward it to the right email and let me know for the future.

Thank you!

Michele Manasse

“My name is Michele Manasse. I am the owner of the local gift stores called Fireworks. I am also here as a member of the SBAAC. Fireworks has 2 locations at SeaTac Airport. During this pandemic the well-being of our staff has been our number one priority. Until last week, we had been paying our staff full salary plus benefits throughout the closures. Unfortunately, we could no longer sustain these costs and, as of last week, all our SeaTac employees are on furlough although we are continuing to pay their health benefits. The monies outlaid for payroll during COVID came from the profits we accumulated with 2019 4th quarter sales and were meant to sustain us during the first 6 months of 2020 during which time we typically operate in the red. With no income, bleeding monies as well as having recently invested \$3 million for the complete renovation of our main C Terminal location and build out of the our second store at D Gates we are in dire straits. Furthermore, we all know that enplanements will not be back to 2019 levels for a long time, some predict years. I am here to say that rent deferment, unfortunately, is not enough. In order for us to survive and thrive in the long term, we will need a comprehensive, long term plan as has been laid out in the SBAAC discussion points including:

Rent abatement for time we have been closed

Renegotiation of our leases to include no mag, percentage rent only until we hit 2019 numbers again

Extension of leases to recoup our losses and investments

Thank you for your time!”

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MICHELE MANASSE, Chief Firecracker

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