

From: [Michele Manasse](#)
To: [Commission-Public-Records](#)
Cc: [Kathy Casey](#)
Subject: [EXTERNAL] small women owned business relief
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Good Morning Commissioners. My name is Michele Manasse and I am the owner of Fireworks Galleries and a member of the Small Business and Airport Action Committee. Due to COVID our store were forced to close. Sales for the past few months are gone forever but our expenses continue, including payroll, health insurance, utilities and payment for merchandise that we had procured prior to closing. We understand we can't recoup our losses but we need solutions to mitigate them and survive.

In addition the foreseeable future, probably years, passenger projections will be far lower than 2019 numbers which translates to fewer customers. Fireworks' rent structure was based on these customers walking in our doors. On top of that, CDC guidelines for spacing in our stores will mean even fewer customers.

The only fair and equitable direction for us to survive is to renegotiate our leases, eliminate MAG and pay percentage rent only. In this scenario, when passenger levels are higher, the Port benefits, when they are lower, we have a better chance of surviving.

In addition, I appreciate the consideration of lease extensions to recoup our initial capital investment. These extensions should take into consideration the time it takes for traffic to resume to 2019 levels PLUS some additional multiple of that time to recover from the losses.

Neither of these solutions would be a "gifting of public funds" and both of them together would potentially save many small businesses at SeaTac.

Retaining our current rent structure and length of leases will potentially result in many of the small businesses failing and need to be replaced with new ones, the rents paid would be significantly lower in this market – isn't the prudent thing to work with the existing, established entities than deal with the turmoil of turnover?

Thank you for your consideration of these solutions to keeping concessions viable.

MICHELE MANASSE, Chief Firecracker

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