

Package: Food Single 15
Concept: Quick Service - Seafood
Unit: CT-20

Preferred Respondent: 1915 KcHouse Concepts

Basis for Award

The proposed concept, Lucky Louie, will be operated by a partnership between Stacy House (who has worked for HMSHost as a director of operations, including at Sea-Tac Airport, and Kathy Casey (a local, awarded chef with experience in developing new, successful concepts), and two investors that have airport concession experience. The partners demonstrated quality and depth of experience in their proposal.

The concept has a Pacific Northwest sense of place created through the menu as well as the materials used in the design. The menu is robust, offering several local or Northwest products and dishes that include local staples or locally-created recipes (such as Louie's Salad) and ingredients along with children's menu options, gluten free options, grab and go options, breakfast, and a selection of merchandise.

The unit design includes a good use of sustainable and recycled products and appears very environmentally-aware. There is consistent branding throughout the concept (finishes, uniforms, packaging, branded merchandise) with high-quality design components that pertain to the Pacific Northwest region. The unit is very well designed and the configuration demonstrates an efficient use of space. A significant part of the capital investment was geared toward making the kitchen high-performance.

The management and staffing plan is supported by a strong demonstration of relevant previous airport experience in all areas (staffing/operations/environment) along with a clear, objective, and measurable methodology and principles for operating standards. Employees will be given a recipe book so they can learn about specific ingredients and processes of the items on the menu to better serve customers.

The Respondent proposed positive employee benefits, including tuition and class enrollment reimbursements, monthly incentives, paid parking/bus pass, and paid time off that exceeds the minimum requirement.

The Respondent qualifies as a small business and automatically received ten points as designated in CEP. In addition, the Respondent will be supported by many other local small businesses as demonstrated by the strong list of local vendor partners provided, covering design and construction services as well as seafood and produce suppliers. One of the partners has ACDBE certification.

Although not every evaluation area is noted above, the Respondent won the competition for Food Service Single Unit 15 as a result of the total points earned in all areas.

Food Service Single Unit 15 – Casual Dining

Category for Evaluation	Maximum Potential Score	Evaluator's Score			
		1915 KcHouse Concepts	SSP Inc.	Ivar's Restaurant Inc.	Future Overseas Investments, Inc.
Background, Experience and Financial Capability	20 points	17.0	19.0	16.0	8.0
Concept Development	25 points	24.0	21.0	24.0	8.0
Unit Design, Materials and Capital Investment	25 points	17.3	22.0	18.4	12.0
Financial Projections and Financial Offer	20 points	16.1	16.0	19.8	12.0
Management, Staffing, Operations and Environmental Sustainability	20 points	19.0	20.0	19.0	10.0
Job Quality, Workforce Training, Employment and Service Continuity	20 points	15.0	19.0	18.0	8.0
Small Business Participation	20 points	20.0	10.0	8.0	1.0
TOTAL SCORE	150 points	128.4	127.0	123.2	59.0

Package: Retail Large I

Concept: Grab and Go Market with Coffee, Local Theme, Newsstand, Jewelry/Accessories

Units: RCF-1, CC-2, NS-4, CA-9

Preferred Respondent: Pacific Gateway Concessions, LLC

Basis for Award

Pacific Gateway Concessions, LLC is a well-established retail and food service concessionaire with an innovative brand portfolio currently operating 49 airport locations throughout the United States. The Proposer is a national company that is formerly an ACDBE, which will use local and small companies in this package.

The Proposer has established a good mix of local brands and vendors, as well as a national brand popular among demographic segments congruent with airport travelers and has demonstrated a strong promotion of local, small, and minority business products (including Seattle Made, a local organization of Seattle-based producers and manufacturers). Many of the retail product offerings are Seattle-based and sourced from within the city with positive social and economic impact. The Proposer demonstrated creative and innovative impulse merchandising plan and product variety, including evolving presentations and products. The New Stand, an innovative newsstand concept that was launched in New York in late 2015, is highly-integrated with technology, which would resonate with this region. The New Stand has a "buy local" preference to help them develop a unique customer experience, including the igloo project that involves local youth in designing a souvenir T-shirt that would be sold in the store. Local Seattle coffee and bakery brands are also included in the package.

The proposed unit designs are contemporary and locally-inspired with a modern twist. The merchandising and the integration of social media into the mix was innovative. The modular design offered flexibility to adapt the merchandising to trends. The Proposer plans to locally-source some of the building materials, including fiber cement board, LED lighting, and birch and poplar woods. The Proposer offered initial and midterm investments that were substantially higher than the required minimum investment.

The Proposer plans to cross-train the staff in all operational roles and utilizes a digital system for tracking cleaning and maintenance. Employees receive hands-on training, including two weeks of training with a "buddy trainer." The Respondent will use a mystery shopping program to evaluate performance.

The Proposer is a joint venture with an ACDBE. The Proposer provided an innovative sourcing plan that includes a majority of the products sourced locally in Seattle.

Although not every evaluation area is noted above, the Respondent won the competition for Retail Large I as a result of the total points earned in all areas.

Retail Large I

Category for Evaluation	Maximum Potential Score	Evaluators' Score		
		Pacific Gateway Concessions	Seattle Air Ventures (Boeing)	Seattle Air Ventures (Eddie Bauer)
Background, Experience, and Financial Capability	20 points	20.0	16.0	16.0
Concept Development	25 points	24.0	22.0	21.0
Unit Design, Materials, and Capital Investment	25 points	25.0	22.6	21.6
Financial Projections and Financial Offer	20 points	17.1	17.0	17.0
Management, Staffing, Operations, and Environmental Sustainability	20 points	19.0	18.0	18.0
Job Quality, Workforce Training, Employment, and Service Continuity	20 points	18.0	19.0	19.0
Small Business Participation	20 points	13.8	8.5	8.5
TOTAL SCORE	150 points	136.9	123.1	121.1

Package: Food Large I

Concepts: Bar with Food, Fast Casual with Seating – Asian, Wine Bar w/ Food and Beer, Gourmet Coffee and Bar w/ Light Food, Quick Service – Healthy Food

Units: CD-7, CB-9, CC-13, BC-6, CD-2

Preferred Respondent: SSP America, Inc.

Basis for Award

The proposed concepts will be operated by a global company currently operating a variety of concepts at numerous airports. The Proposer provided strong documentation of their financial information and directly comparable concepts, demonstrating the generation of similar sales volumes to those projected for Sea-Tac.

The proposed concept mix includes strong local and regional brands along with an award-winning airport concept. All of the proposed concepts should have wide appeal with the airport travelers given the demographics at Sea-Tac. The proposed Le Grand Comptoir will offer a broad selection of Washington state wines.

The proposed designs demonstrate a contemporary spin on the Pacific Northwest sense of place, using varying styles and exhibit exceptional attention to detail.

The Proposer's operations plan is well-thought through and the Proposer will use the latest technology for maximum efficiency. Environmental sustainability, energy conservation, and safety were given significant emphasis in the proposal.

The Proposer's employee benefits package is strong, including PTO, medical insurance, and paid sick time. The Proposer's retention program focuses on growing leaders, training, and promoting from within.

The Proposer has entered into a joint venture with a local company whose ACDBE certification is in process. They are planning to source products with several local businesses and use local design and engineering firms.

Food Large I

Category for Evaluation	Maximum Potential Score	Evaluators' Score
		SSP America
Background, Experience, and Financial Capability	20 points	18.0
Concept Development	25 points	21.0
Unit Design, Materials, and Capital Investment	25 points	24.0
Financial Projections and Financial Offer	20 points	18.0
Management, Staffing, Operations, and Environmental Sustainability	20 points	18.0
Job Quality, Workforce Training, Employment, and Service Continuity	20 points	19.0
Small Business Participation	20 points	9.0
TOTAL SCORE	150 points	127.0

Package: Food Service Large 4

Concepts: Upscale Bar w/ Food, Gourmet Coffee, Quick Service – Asian, Quick Service – National/Local Burger, South Satellite Food Court Seating, South Satellite Optional Food Service(s), Marche/Food Hall, Quick Service – Mediterranean or Asian, Sushi Bar

Units: SS-7, SS-2A, SS-2B, SS-2C, SS-6, SS-2A 2B, 2C, CA-10, CT-21, CT-26

Preferred Respondent: SSP America

Basis for Award

The Proposer is a global company operating many concepts at numerous airports. The Proposer provided strong documentation of their financial information and information regarding similar concepts operated at other airports, demonstrating the generation of similar sales volumes to those projected for Sea-Tac.

The Proposer offered a strong concept mix, including strong local, national, and new proprietary concepts that will be unique to Sea-Tac Airport. These concepts are expected to have broad appeal among the Sea-Tac demographics. The proposed food hall celebrates the Seattle community and showcases the breadth of culinary options in Seattle and the greater Pacific Northwest region, including an emphasis on local, regional, and women-owned food purveyors. The Good Bar in the South Satellite will offer all-day breakfast, pre-packaged gourmet boxes, craft cocktails, and local craft beers on tap. The South Satellite food court will include self-service kiosks in the seating area to facilitate customer ordering. The concepts will be implemented using over 30 local brand partners and vendors.

The unit designs were attractive and designed by a local designer. The proposed capital investment for all of the units exceeded the minimum investment requirement. The visual appeal of the units will be a draw to potential customers. The food hall layout is free-flowing and customers will be able to purchase from more than one vendor and pay at a common, central point of sale.

The operations plans were well thought through, and include use of the latest technology to promote efficiency. Proposer plans to implement mobile ordering and payment technology that eventually could be used for gate deliveries. The Proposal exhibited a strong commitment to safety as well as environmental sustainability and conservation, including composting and recycling. The benefits on offer to staff are similarly extensive and detailed, with strong PTO, insurance, tuition reimbursement, and staff retention plans.

The Proposer is a joint venture with a Washington State-certified ACDBE. Products, as well as design and engineering services, will be locally sourced with several businesses.

Although not every evaluation area is noted above, the Respondent won the competition for Food Service Large 4 as a result of the total points earned in all areas.

Food Service Large 4 Package

Category for Evaluation	Maximum Potential Score	Evaluator's Score				
		SSP America	HMS Host ALT 3	HMS Host ALT 2	HMS Host ALT 1	HMS Host Primary
			CT-26: Sushi Kappo SS-2B: Big Bowl SS-2C: Smashburger	CT-26: Sushi Kappo SS-2B: Big Bowl SS-2C: Blue Moon	CT-26: Sushi Kappo SS-2B: Big Bowl SS-2C: Smashburger	CT-26: Poke SS-2B: Big Bowl SS-2C: Blue Moon
Background, Experience and Financial Capability	20 points	18	18	18	18	18
Concept Development	25 points	24	17	17	15	15
Unit Design, Materials and Capital Investment	25 points	22	18.5	17.5	15.5	14.5
Financial Projections and Financial Offer	20 points	18	17	17	17	17
Management, Staffing, Operations and Environmental Sustainability	20 points	18	19	19	19	19
Job Quality, Workforce Training, Employment and Service Continuity	20 points	19	20	20	20	20
Small Business Participation	20 points	11	13	13	13	13
TOTAL SCORE	150 points	130	122.5	12.5	117.5	116.5

Package: Food Service Small 4
Concept: Gourmet Coffee & News
Units: CD-8, BC-4

Preferred Respondent: Host International, Inc. ("HMSHost")

Basis for Award

The Respondent provided a comprehensive history of their operations, documenting their worldwide experience in the airport industry.

The proposed Starbucks is a proven and iconic local and global brand with a historic connection to Seattle. Most products that will be offered in the Starbucks (coffee, tea, juices, etc.) are locally-developed and specific to the brand (Teavana, Evolution Fresh) and should have high recognition among potential customers. The Respondent focuses on quality and customer service.

The proposed unit design expresses a Pacific Northwest sense of place and incorporates sustainable, local materials and energy-efficient components. The Respondent proposed initial and midterm investments that were substantially higher than the minimum required investment.

The Respondent's staffing and maintenance plans were detailed and supported by the company's extensive history operating in an airport environment. The Respondent has a manager-in-training plan, advancement plan; leadership program; contests; awards; and anniversary recognition. The Respondent emphasized a commitment to environmental sustainability and intends to use locally-sourced food products and environmentally-friendly service ware. Sustainability is encouraged by offering a 10 cent discount to customers who bring their own cup.

The Respondent offers a strong benefits package with broad coverage. The Respondent participates in the 100K Opportunity Youth initiative, an employer-led coalition that creates employment opportunities for 100,000 16-24 year olds by 2018. The Respondent has committed to hiring 5,000 Opportunity Youth through this initiative across North America. The Respondent intends to sublease to a joint venture that includes a local ACDBE. The Respondent provides assistance to ACDBE owners, including training in various modules, such as accounting, as well as providing training to ACDBE managers and shift leaders, such as time management and budgeting.

The Respondent plans to source products from various local farms for the Urban Market and plans to use local and MWDBE firms for engineering, design, and construction.

Although not every evaluation area is noted above, the Respondent won the competition for Food Service Small 4 as a result of the total points earned in all areas.

Food Service Small 4 – Gourmet Coffee & News

Category for Evaluation	Maximum Potential Score	Evaluator's Score		
		HMS Host	Pacific Gateway Concessions LLC	HG Seattle Retailers JV
Background, Experience and Financial Capability	20 points	20.0	20.0	16.0
Concept Development	25 points	18.0	20.0	17.0
Unit Design, Materials and Capital Investment	25 points	19.0	19.0	14.5
Financial Projections and Financial Offer	20 points	20.0	12.4	18.0
Management, Staffing, Operations and Environmental Sustainability	20 points	20.0	16.0	18.0
Job Quality, Workforce Training, Employment and Service Continuity	20 points	19.0	18.0	19.0
Small Business Participation	20 points	10.0	10.8	11.5
TOTAL SCORE	150 points	126.0	116.2	114.0

Package: Food Service Single Unit 5
Concept: Gourmet Burger Restaurant w/Bar
Unit: CC-6

Preferred Respondent: SP-LW, LLC

Basis for Award

The proposed concept, Poppa Woody's, will be operated by a partnership between two iconic local brands, Sub Pop and L'il Woody's. Sub Pop has experience operating a concession at Sea-Tac.

L'il Woody's is a proven local concept that partners with local celebrity chefs and uses local ingredients to promote a Pacific Northwest sense of place. The proposed concept is unique and reflects Seattle funk. It presents a strong Pacific Northwest sense of place that will likely appeal to a broad demographic at Sea-Tac.

The design of the unit is humorous, creative, and grounded in local pop culture. It is designed with both environmentally-friendly and energy-efficient components. Significant attention has been paid to customer amenities, with ample seating, baggage storage, and charging stations. The exterior is eye-catching and attractive.

The sales and expense projections appeared reasonable and achievable. The proposed financial offer received the second-highest score among those proposed.

The respondent provided a detailed staffing plan, with a wide range of operating hours. They outlined well-rounded processes and sustainability practices, and detailed checklists and schedules were provided.

SP-LW, LLC demonstrated a commitment to job quality and employee benefits, including fully-paid healthcare and paid time off that exceed the requirements of Proposition 1. The Respondent offers a tiered structure of matching 401K benefits (for which employees are eligible after six months), merit bonuses, paid maternity/paternity leave, bereavement leave, and double-time pay on holidays, among other benefits. The Respondent also demonstrated a commitment to working with local and small businesses, including local contractors and builders.

Although not every evaluation area is noted above, the Respondent won the competition for Food Service Single Unit 5 as a result of the total points earned in all areas.

Food Service Single Unit 5 – Gourmet Burger Restaurant w/Bar

Category for Evaluation	Maximum Potential Score	Evaluators' Score							
		SP-LW	Great State Burger	SSP America	HMS Host	The Butcher's Table	BF Foods	La Trelle's Galley	CaliBurger
Background, Experience, and Financial Capability	20 points	19.0	17.0	17.0	19.0	16.0	15.0	16.0	7.0
Concept Development	25 points	25.0	22.0	20.0	16.0	20.0	15.0	18.0	8.0
Unit Design, Materials, and Capital Investment	25 points	19.0	18.7	19.0	16.3	20.3	13.5	18.6	9.0
Financial Projections and Financial Offer	20 points	17.4	15.2	16.0	14.8	13.4	12.4	14.4	11.4
Management, Staffing, Operations, and Environmental Sustainability	20 points	19.0	19.0	18.0	20.0	16.0	19.0	13.0	11.0
Job Quality, Workforce Training, Employment, and Service Continuity	20 points	19.0	13.0	19.0	20.0	18.0	18.0	12.0	7.0
Small Business Participation	20 points	10.0	20.0	6.6	8.0	10.0	20.0	20.0	0.0
TOTAL SCORE	150 points	128.4	124.9	115.6	114.1	113.7	112.9	112.0	53.4

Package: Food Service Single 9
Concept: Bistro-style restaurant
Unit: CD-3

Preferred Respondent: BF Foods, LLC

Basis for Award

The proposed concept, Stonehouse Café, will be operated by a respondent with over a decade of experience operating quick-service and casual dining restaurants in a high-volume airport environment.

Stonehouse Café will offer a simple and varied menu of freshly-prepared, made-to-order items. The menu includes a selection of items targeted for people with a variety of dietary restrictions, in addition to featuring a robust breakfast menu. The separate children's menu offers an extended breakfast and classic kids' favorites.

The unit design provides a strong Northwest sense of place through its use of materials, including wood, stone, and metal. BF Foods committed to the use of sustainable materials in the build-out of the unit, and provided a unique layout with two bars.

The maintenance and staffing plan was detailed, drawing on the respondent's previous airport experience. The Respondent will focus on staffing with full-time employees, and emphasized its 90% employee retention rate at its existing airport locations as well as its mentoring standards for employee development.

The employee wages, paid time off, and health benefits will exceed the requirements of Proposition 1. The Respondent will pay 75 percent of the medical, dental and vision insurance benefit costs, provide tuition reimbursement, and pay 50 percent of the employee meal costs.

The Respondent provided a list of small local farmers and suppliers to which they are committed to using for this operation.

Although not every evaluation area is noted above, the Respondent won the competition for Food Service Single Unit 9 as a result of the total points earned in all areas.

Food Service Single Unit 9 – Bistro-style restaurant

Category for Evaluation	Maximum Potential Score	Evaluators' Score			
		BF Foods	Airport Concessions, LLC	La Trelle's Galley	Gate 74
Background, Experience, and Financial Capability	20 points	15.0	14	12	9.0
Concept Development	25 points	22.0	17	20	8.0
Unit Design, Materials, and Capital Investment	25 points	20.7	19.6	23	9.6
Financial Projections and Financial Offer	20 points	15.3	17	13	16.7
Management, Staffing, Operations, and Environmental Sustainability	20 points	16.0	14	12	5.0
Job Quality, Workforce Training, Employment, and Service Continuity	20 points	18.0	17	15	9.0
Small Business Participation	20 points	18.0	17	20	12.0
TOTAL SCORE	150 points	125.0	115.6	115.0	69.3

Package: Food Service Single Unit I I
Concept: Quick Service – Healthy Food/Salad
Unit: CT-23

Preferred Respondent: The Yarrow Group LLC

Basis for Award

The proposed concept will be operated by a respondent with current, local experience with this concept. The Yarrow Group demonstrated impressive financial support, growth, and management.

The proposed concept, Evergreens, will provide a robust selection of made-to-order salads, including a wide variety of offerings for those with dietary restrictions. The respondent demonstrated increasing success at its street locations and provided a convincing rationale as to why this brand would succeed in the airport environment. The pricing will likely be attractive to cost-conscious travelers and the estimated three minutes of preparation time should appeal to those in a hurry.

The proposed unique unit design provides a strong Pacific Northwest sense of place as well as comprehensive environmental sustainability details. The unit layout is well-conceived with a thoughtful and efficient customer flow pattern.

The respondent demonstrated a thorough understanding of and practice for food safety and cleanliness. The respondent has partnered with a firm for all of their disposable cutlery and dishware that provides carbon offsets and donates at least 25% of their profit to support projects around the world that promote social and economic development, environmental education, and waste reduction.

The respondent will exceed the Proposition I requirements in terms of starting wages and health insurance and will provide active/healthy lifestyle benefits that complement their brand. Further, the respondent committed to sourcing products locally and mentoring local, small, and disadvantaged businesses. The Respondent's financial offer was competitive and their projections were reasonable.

Although not every evaluation area is noted above, the Respondent won the competition for Food Service Single Unit I I as a result of the total points earned in all areas.

Food Single Unit II – Healthy Food/Salad

Category for Evaluation	Maximum Potential Score	Evaluators' Score												
		Yarrow Group	1915 KCHouse Concepts – Dish D'Lish	1915 KCHouse Concepts – Crunch	La Treille's Galley	BF Foods	Bambuza	Potbelly	Eastside International	Villa Seatac	Veggie Grill	Joe & the Juice	Gate 74	Twinco
Background, Experience, and Financial Capability	20 points	12.0	15.0	15.0	12.0	15.0	12.0	15.0	9.0	12.0	16.0	11.0	13.0	1.0
Concept Development	25 points	25.0	21.0	21.0	17.0	6.0	21.0	7.0	8.0	10.0	18.0	8.0	1.0	0.0
Unit Design, Materials, and Capital Investment	25 points	21.3	14.2	14.2	23.0	13.2	14.9	17.2	12.5	13.2	6.5	14.8	8.1	7.5
Financial Projections and Financial Offer	20 points	13.6	13.9	13.6	11.1	12.7	13.9	16.3	11.7	14.0	13.5	15.1	12.5	12.5
Management, Staffing, Operations, and Environmental Sustainability	20 points	13.0	13.0	13.0	12.0	16.0	14.0	18.0	18.0	9.0	7.0	7.0	5.0	0.0
Job Quality, Workforce Training, Employment, and Service Continuity	20 points	14.0	17.0	17.0	15.0	17.0	12.0	17.0	8.0	9.0	9.0	8.0	9.0	4.0
Small Business Participation	20 points	19.0	17.0	17.0	20.0	19.0	11.0	4.0	17.0	9.1	1.0	4.0	12.0	0.0
TOTAL SCORE	150 points	117.9	111.1	110.8	110.1	98.9	98.8	94.5	84.2	76.3	71.0	67.9	60.6	25.0

Package: Food Service Single Unit 12
Concept: Quick Service – Italian Food/Pizza
Unit: CT-22

Preferred Respondent: Pallino Seatac, LLC

Basis for Award

The proposed concept, Pallino, will be operated by a respondent with experience in a high-volume airport environment.

This local concept will have a varied menu of Italian foods, including freshly made-to-order pizzas, spaghetti, fettuccine, panini sandwiches, homemade soups, and fresh salads that can be prepared in five minutes or less. The Respondent will provide an online ordering system that allows passengers to order ahead and pick up their food after they get through security. The respondent plans to accommodate 120 transactions per hour.

The proposed design creates a Pacific Northwest sense of place and includes an extensive environmentally-sustainable material list that will be used for the build-out. The proposed capital investment significantly exceeded the minimum investment requirement.

The Respondent is committed to employee training and management growth at Sea-Tac. The submittal demonstrated an understanding of operating in an airport environment, and provided a detailed narrative regarding environmental practices in all areas of the operation and a methodology of utilizing historical sales and Port-provided enplanement information to schedule staff.

The Respondent included a utilization target for small business participation and a detailed explanation of the companies it will work with for its small business participation. The Respondent proposed a competitive financial offer.

Although not every evaluation area is noted above, the Respondent won the competition for Food Service Single Unit 12 as a result of the total points earned in all areas.

Food Service Single Unit 12 – Quick Service – Italian Food/Pizza

Category for Evaluation	Maximum Potential Score	Evaluators' Score						
		Pallino Seatac	HMS Host	MOD Super Fast Pizza	Villa Seatac - Pulcinella	Gate 74	Villa Seatac – Villa Italian Kitchen	7 Figures
Background, Experience, and Financial Capability	20 points	7.0	15.0	14.0	12.0	13.0	12.0	12.0
Concept Development	25 points	21.0	15.0	18.0	20.0	21.0	15.0	13.0
Unit Design, Materials, and Capital Investment	25 points	17.2	19.0	21.0	20.9	8.8	15.2	10.9
Financial Projections and Financial Offer	20 points	15.1	11.1	12.6	13.0	13.1	13.0	8.7
Management, Staffing, Operations, and Environmental Sustainability	20 points	18.0	19.0	14.0	10.0	8.0	10.0	9.0
Job Quality, Workforce Training, Employment, and Service Continuity	20 points	16.0	17.0	9.0	9.0	9.0	9.0	10.0
Small Business Participation	20 points	19.0	9.0	10.0	9.4	12.0	9.4	14.0
TOTAL SCORE	150 points	113.3	105.1	98.6	94.3	84.9	83.6	77.6

Package: Food Service Single Unit 16
Concept: Casual Dining – Diner Style

Preferred Respondent: Airport Concessions, LLC

Basis for Award

The proposed concept, Village Pub, will be operated by a respondent with four years of experience operating in a high-traffic airport environment. The proposed menu is tailored to Pacific Northwestern tastes, and includes to-go options, children's items, and items friendly to those with dietary restrictions. Additionally, the Respondent recognized the large number of morning travelers at Sea-Tac, demonstrated by the diversity of breakfast offerings, which they will offer all day.

The unit has a strong visual design that matches the proposed dining experience. The floorplan appears to maximize the seating capacity for the space and the Respondent is committed to using local, LEED-accredited designers and builders. The Respondent proposed initial and midterm investments that were substantially higher than the minimum required investment.

The Respondent demonstrated a strong commitment to environmental sustainability, exceeding the minimum requirements, by committing to local food sourcing, sustainable food sourcing, and energy conservation.

The Respondent exceeded the requirements of Proposition 1, including the provision of a 401K plan, paid insurance premiums for full-time employees, a bonus program, and paid time off that exceeds the minimum requirements. The respondent intends to provide ongoing training for employees.

The Respondent included a lengthy and detailed list of local firms with which they will work and from which they will purchase products. They will work with an extensive list of local suppliers for food and beverage sourcing as well as design and construction. They will also pursue ongoing efforts to identify additional small business opportunities.

Respondent included a lengthy and detailed list of local firms with which they will work and from which they will purchase products.

Respondent listed small/local business partnerships in detail, not only for food/beverage sourcing, but for their design and construction.

Although not every evaluation area is noted above, the Respondent won the competition for Food Service Single Unit 16 as a result of the total points earned in all areas.

Food Service Single Unit 16 – Casual Dining – Diner Style

Category for Evaluation	Maximum Potential Score	Evaluators' Score	
		Airport Concessions, LLC	Gate 74, Inc.
Background, Experience, and Financial Capability	20 points	14.0	9.0
Concept Development	25 points	17.0	9.0
Unit Design, Materials, and Capital Investment	25 points	21.0	10.4
Financial Projections and Financial Offer	20 points	15.1	15.0
Management, Staffing, Operations, and Environmental Sustainability	20 points	14.0	8.0
Job Quality, Workforce Training, Employment, and Service Continuity	20 points	17.0	9.0
Small Business Participation	20 points	17.0	12.0
TOTAL SCORE	150 points	115.1	72.4