



Seattle-Tacoma International Airport's Airport Dining & Retail Program Overview of Next Solicitation

Scott Van Horn, Sr. Business Manager

Information Presented

The information provided by the Port of Seattle, its employees and leasing agent – whether at the outreach/informational meetings, in written form, on the website, or otherwise – is intended to provide a general overview of potential business opportunities at Seattle-Tacoma International Airport. That information, including but not limited to, historical sales performance of existing and prior concessionaires, forecast enplanement levels, air carriers/air service, facility conditions, and security requirements is considered reliable, but is subject to change, and the Port makes no representation or warranty about its accuracy.



SEA-TAC QUICK FACTS

- 8TH busiest airport in North America
- Sales per enplanement \$12.66
- 49.8 million passengers up 6.21%
- Lease Group 5 completes the redevelopment that started in 2016.

Fastest growing large-hub airport in the U.S.

Leasing Information

- If you have not already registered your company please go to:

www.portseattle.org/sea-tac/leasing-tenant-resources

to receive updates on upcoming opportunities and events.

- Visit the Port of Seattle Web Site for additional information on our Dining and Retail Program at:

www.portseattle.org/sea-tac/dining-retail

Stay informed - Please register your firm

Leasing Information

The screenshot displays the Port of Seattle website's 'Leasing & Tenant Resources' page. The browser address bar shows the URL 'https://www.portseattle.org/sea-tac/leasing-tenant-resources'. The website header includes the Port of Seattle logo, navigation links (HOME, SEA-TAC AIRPORT, MARITIME, BUSINESS, COMMUNITY, ABOUT), a search bar, and utility links (Careers, Contact Us, Select Language). The main content area is titled 'Leasing & Tenant Resources' and features a grid of resource tiles. A yellow banner at the top of the grid reads 'Sea-Tac Airport Winter Storm Alert Airport Updates'. The tiles include: 'Airport Dining and Retail Lease Groups', 'Airport Lease Requirements', 'Airport Tenant Utilities', 'Airport Training', 'Competitive Evaluation & Request for Proposal Processes', 'Dining, Retail and More', and 'Diversity in Contracting - Bid Opportunities'. To the right of the grid is a vertical sidebar with buttons for 'Airport Projects', 'Request a Compactor Key', 'Sea-Tac Airport Confidential Hazard Reporting form', 'Monthly Payment Receipts via Email', and 'Airport Dining and Retail Email Registration'. Below these is an 'Explore More' section with links to evaluation forms, utility services, and surplus stories. A large blue arrow points from the right towards the sidebar buttons.

Port of Seattle

Careers | Contact Us | Select Language | A A A

HOME SEA-TAC AIRPORT MARITIME BUSINESS COMMUNITY ABOUT

Home / Sea-Tac Airport Home / Leasing & Tenant Resources

Leasing & Tenant Resources

⚠ Sea-Tac Airport Winter Storm Alert Airport Updates

Airport Dining and Retail Lease Groups

Airport Lease Requirements

Airport Tenant Utilities

Airport Training

Competitive Evaluation & Request for Proposal Processes

Dining, Retail and More

Diversity in Contracting - Bid Opportunities

→ Airport Projects

→ Request a Compactor Key

→ Sea-Tac Airport Confidential Hazard Reporting form
Report any hazards or safety issues at Sea-Tac Airport

→ Monthly Payment Receipts via Email
Employee Parking

→ Airport Dining and Retail Email Registration
Learn more about Sea-Tac Airport and operating a business with us!

Explore More

- Airport Dining and Retail Lease Group 3 Evaluation forms
- Energy Utility Services
- Solid Waste Utility Services
- Surplus Stories

Stay informed - Please register your firm

Competitive Evaluation Process and Request for Proposals



Overview of Processes

Competitive Evaluation Process (CEP)

- Tailored to the resource capabilities of small, local and/or disadvantaged businesses.
- Any company – large or small – may compete for an opportunity via this process

Request for Proposals (RFP)

- Often requires experience with a variety of concepts/operations
- May require a more substantial investment
Requires a proposal guarantee of \$25,000



Minimum Qualifications

CEP

- 18 months of experience in food service, retail and/or service operations at airports, transportation facilities, shopping centers or business districts. Prior experience must be with operations of similar complexity generating a sales volume of similar size to that being proposed.

RFP

- Three (3) years of prior experience in the development, management and operation of restaurants and/or retail at airports, other transportation facilities, shopping centers, or business districts within the immediately prior five (5) years. Prior experience should be with operations comparable in size and scope to that being proposed in terms of square footage and sales volume.

CEP AND RFP

- Must demonstrate the financial capacity for the initial investment and the ability to sustain operations over the life of the agreement
- Must never have defaulted on a prior agreement
- Must never have had an agreement terminated for cause



Proposed Lease Group 5 Opportunities

- North Satellite
 - Four (4) Food and Beverage Locations
 - Three (3) Specialty Retail/Service Locations
 - One (1) Convenience Retail (News & Gift) Location
- Central Terminal
 - One (1) Food and Beverage Location
- Airport Wide
 - Food and Beverage Vending for both Passengers and the Port's Airport Office Building

A New Set of Opportunities

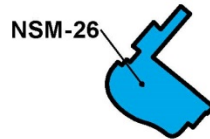
Proposed Lease Group 5 Locations

FEBRUARY 2019

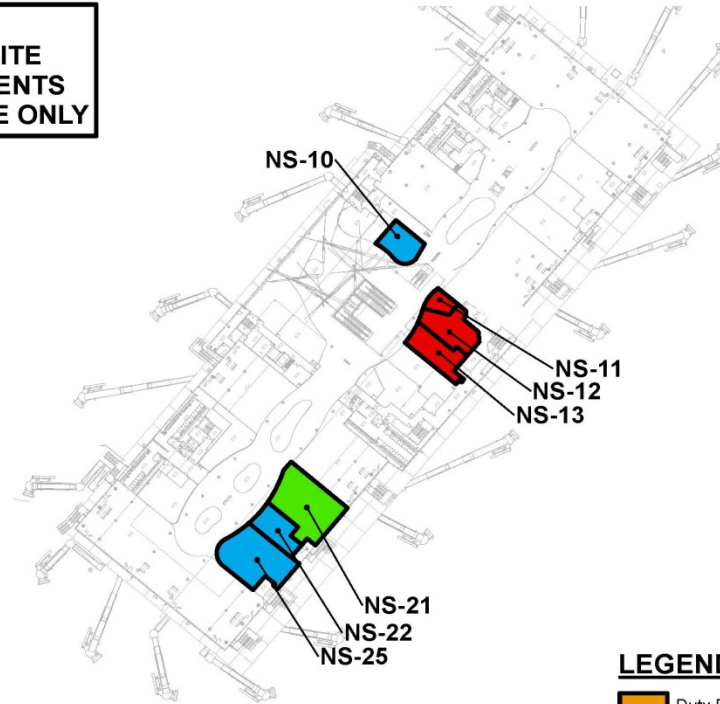
ADR MASTER PLAN

ID	SF	NAME	LG
NS-10	1,301		5
NS-11	582		5
NS-12	1,844		5
NS-13	1,739		5
NS-21	3,753		5
NS-22	1,466		5
NS-25	3,442		5
NSM-26	6,785		5

*** DRAFT ***
NORTH SATELLITE
SPACE ASSIGNMENTS
FOR INTERNAL USE ONLY



NORTH SATELLITE MEZZANINE



NORTH SATELLITE

LEGEND:

- Duty Free
- Food and Beverage
- Retail (Conventional)
- Retail (Special)
- Services

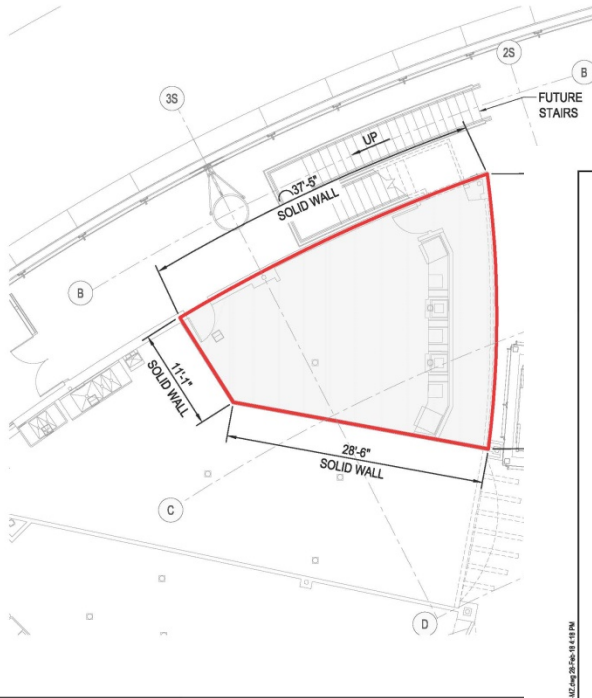
DATE: 2/8/2019

A New Set of Opportunities

Proposed Lease Group 5 Locations

CENTRAL TERMINAL UNIT CT-24

670 SF SPACE (APPROX.)

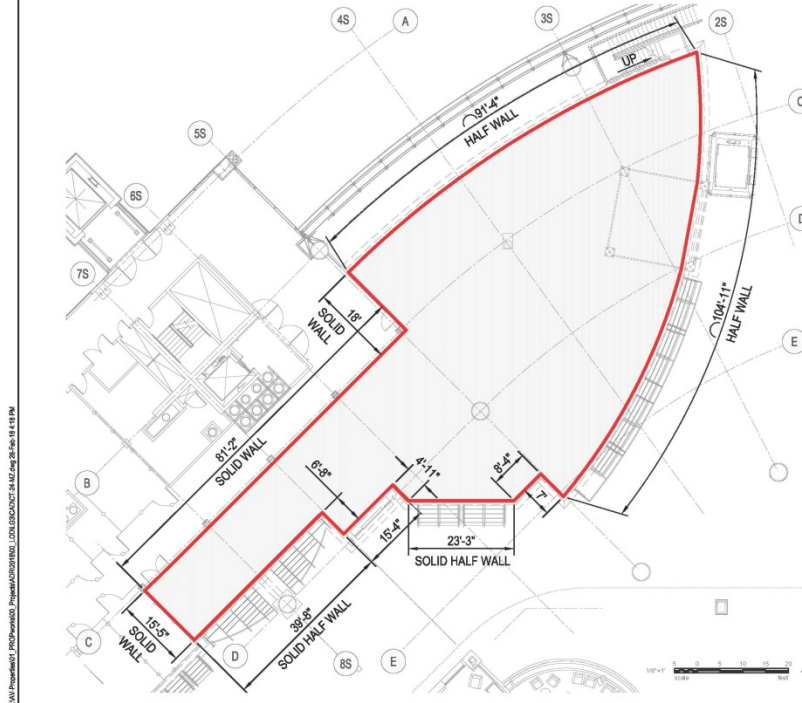


NOTES:

1. ALL DIMENSIONS ARE TAKEN FROM THE CENTER OF THE INTERIOR AND DEMISING WALLS AND INSIDE OF THE EXTERIOR WALLS.
2. ALL DIMENSIONS AND BASE MAP INFORMATION IS SHOWN FOR REFERENCE PURPOSES ONLY.

CENTRAL TERMINAL UNIT CT-24-MZ

5952 SF SPACE (APPROX.)



NOTES:

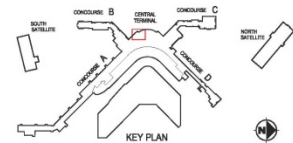
1. ALL DIMENSIONS ARE TAKEN FROM THE CENTER OF THE INTERIOR AND DEMISING WALLS AND INSIDE OF THE EXTERIOR WALLS.
2. ALL DIMENSIONS AND BASE MAP INFORMATION IS SHOWN FOR REFERENCE PURPOSES ONLY.

LEGEND:

LEASED AREA



CENTRAL TERMINAL



Port of Seattle/Aviation Properties
Seattle-Tacoma International Airport

DATE: 08/20/10
DRAWN: ARI BROWN
CHECKED: [blank]
DATE: [blank]
PROJECT: CT-24-MZ

A New Set of Opportunities

Proposed Lease Group 5 Anticipated Dates

- April 2019 Port Commission Authorization to Release
- April/May 2019 Release of Lease Group 5
- Responses are due ninety (90) calendar days after release. Anticipated for August 2019

A New Set of Opportunities



Thank You