

REQUEST FOR LETTERS OF INTEREST

FOOD & BEVERAGE, SPECIALTY RETAIL, NEWS AND GIFT CONCESSION OPPORTUNITIES AT FORT WAYNE INTERNATIONAL AIRPORT

The Fort Wayne-Allen County Airport Authority, a municipal corporation duly organized under Indiana Code Chapter 8-22-3 ("Authority") that owns and operates Fort Wayne International Airport ("Airport"), is soliciting Letters of Interest (LOI) from firms that may have an interest in operating one or a combination of the following: food and beverage, specialty retail, news and gift concessions, and snack and beverage vending ("Concessions") in the public portions of the Airport terminal building. An electronic copy of this RLI is also available on the Authority's website, www.fwairport.com.

The purpose of this request for letters of interest is to provide initial information to potential concessionaires to assess future interest in the food and beverage and specialty retail/news and gift concession at Fort Wayne International Airport (FWA). The existing contract ends in April 2010 and the Authority is determining what concession alternatives and concepts fit the Airport traveling community.

The current space is as follows: approximately 2,000 sf of retail space, approximately 6,800 sf of food service area, a game room of approximately 770 sf and a specialty chocolate shop of approximately 325 sf. Additionally there is approximately 130 sf of vending machines in other locations within the public areas of the terminal building.

The food service area consists of a sit-down restaurant on the non-secured side. This is also the location of the food preparation areas. On the secured side is a bar in which a limited menu is currently offered. This area also includes seating. The retail and game areas are located pre-security.

There is some flexibility in the existing space and there are possible areas for expansion.

We are seeking to create a one of a kind experience designed to let passengers, greeters and visitors spend more time relaxing, browsing, buying and enjoying shopping and dining offerings.

The below facts provide a brief overview of Fort Wayne International Airport (FWA) and its passengers:

FWA has 5 major airlines providing 41 daily scheduled arrivals/departures to 9 domestic destinations. Approximately 1,534 passengers arrive/depart FWA daily.

Approximately 70% of our passengers are business travelers.

Total passenger dwell time (arrival to departure) is approximately 20 minutes.

The airport environment presents the concessionaire with a set of unique challenges that typically do not exist in other retail settings. Passengers often have a limited amount of time to spend at our restaurants and shops, and must be served quickly without sacrificing the quality of the product. Facilities must be open 365 days a year, with operating hours and staffing levels to support the fluctuation in daily passenger traffic. Basic hours of operation may vary depending on concept and flight schedules; however most will operate a minimum of 16 hours a day 365 days a year. Approximately 25% of the total passengers depart from the airport before 10:00 a.m. Weather-related flight delays are an unavoidable part of airport operations. Concessionaires' operation plans must be flexible to accommodate extended hours to serve the passenger, and in some instances overnight hours or early openings due to flight delays and/or cancellations, may be required.

Concessionaires and their employees are ambassadors of the Airport. Outstanding customer service is paramount. Training is essential and should include knowledge of the Airport, terminal areas and other services.

If you are interested in obtaining more information or if you would like a tour of the current facilities, please contact Rebecca Ross at 260-446-3436 or ross@fwairport.com. When submitting your Letter of Interest, if you are not interested in all of the concession options, please specify which one(s) are of interest to you.