



BUILD OMA

**TERMINAL
MODERNIZATION
PROGRAM**



April 9, 2024

**Food Service and Retail Concessions RFP:
Pre-Proposal Conference**

Agenda

Eppley Airfield Overview

Terminal Modernization Program (TMP)

Omaha-Council Bluffs Metropolitan Area

RFP Information

- Communication Prohibition
- Minimum Qualifications
- Concession Packages and Concepts
- Interim Operations
- Key Lease Terms
- ACDBE Participation
- Proposal Submittal and Evaluation

Timeline and Key Dates

Why Eppley Airfield?

Questions

Eppley Airfield Overview

Supporting the OMA Mission, Vision, & Values

Mission

To provide **premier customer service** and **airport facilities** through
operational excellence

Vision

To be the Best Airport in the Midwest

Values

Cleanliness

Convenience

Customer Service

Efficiency

Employee Development

Operational Excellence

Professionalism

Safety

Security



Eppley Airfield

Medium-Hub Airport in Omaha, Nebraska

4

Miles from
Downtown
Omaha

5

Million
Passengers
Served in 2023

8

Air Carriers

31

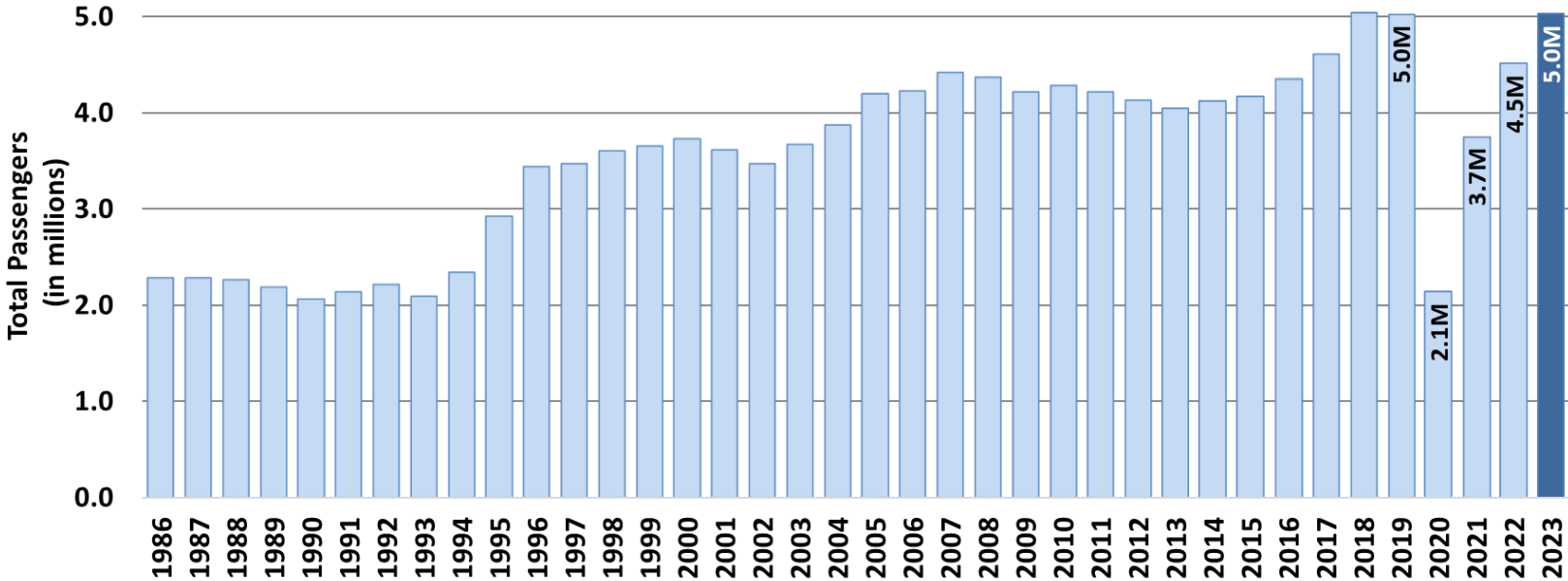
Non-Stop
Destinations

70

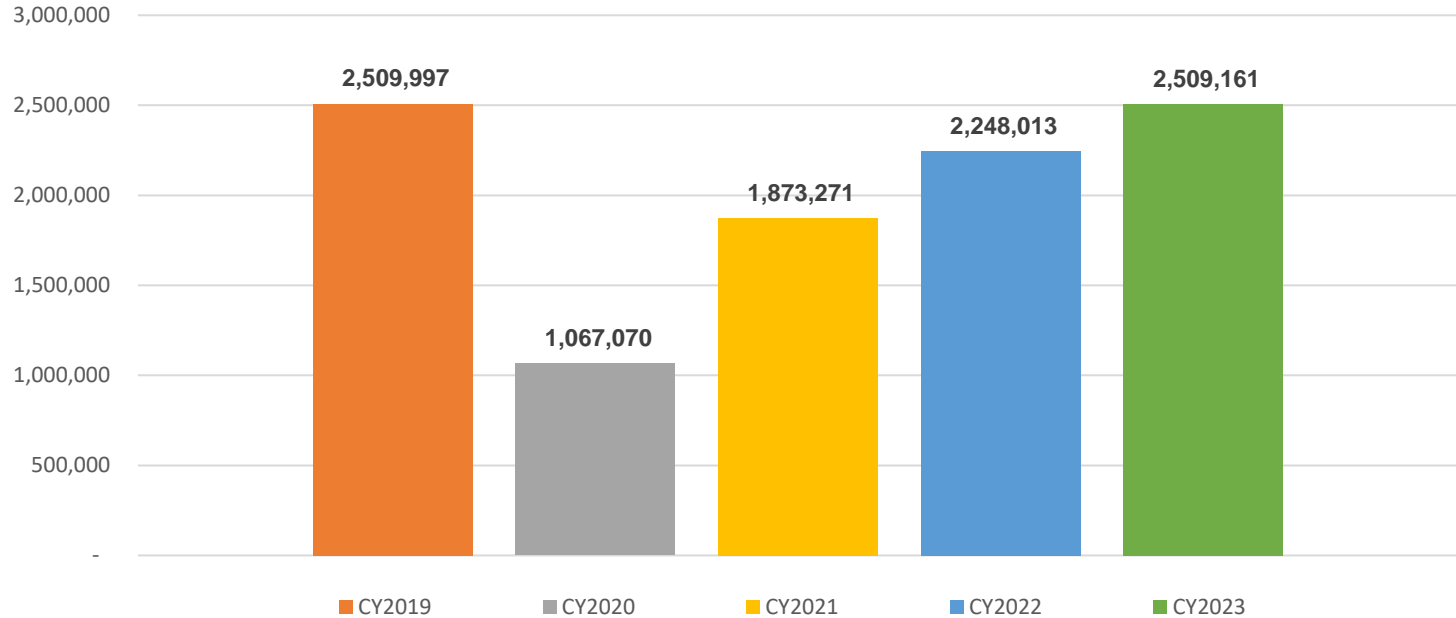
Daily
Departures



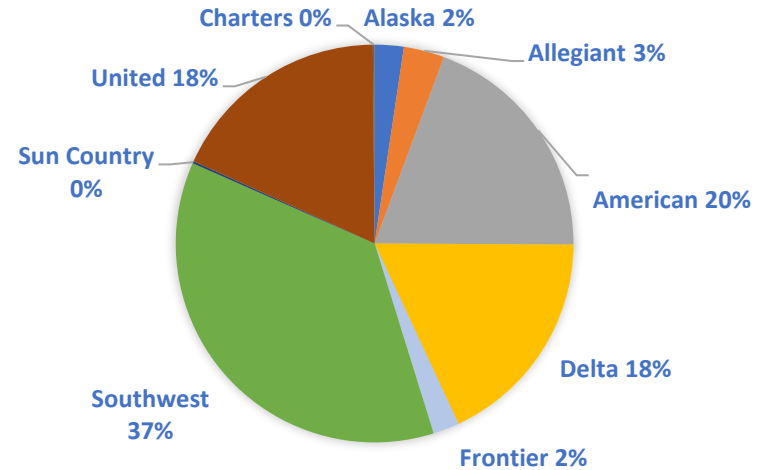
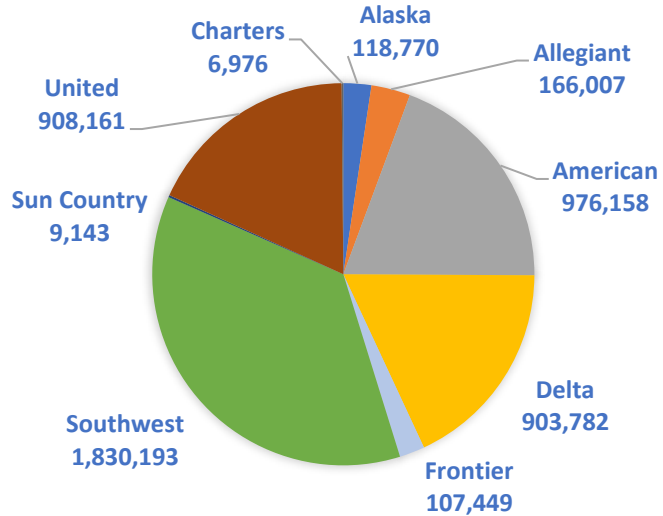
Eppley Airfield Total Passengers



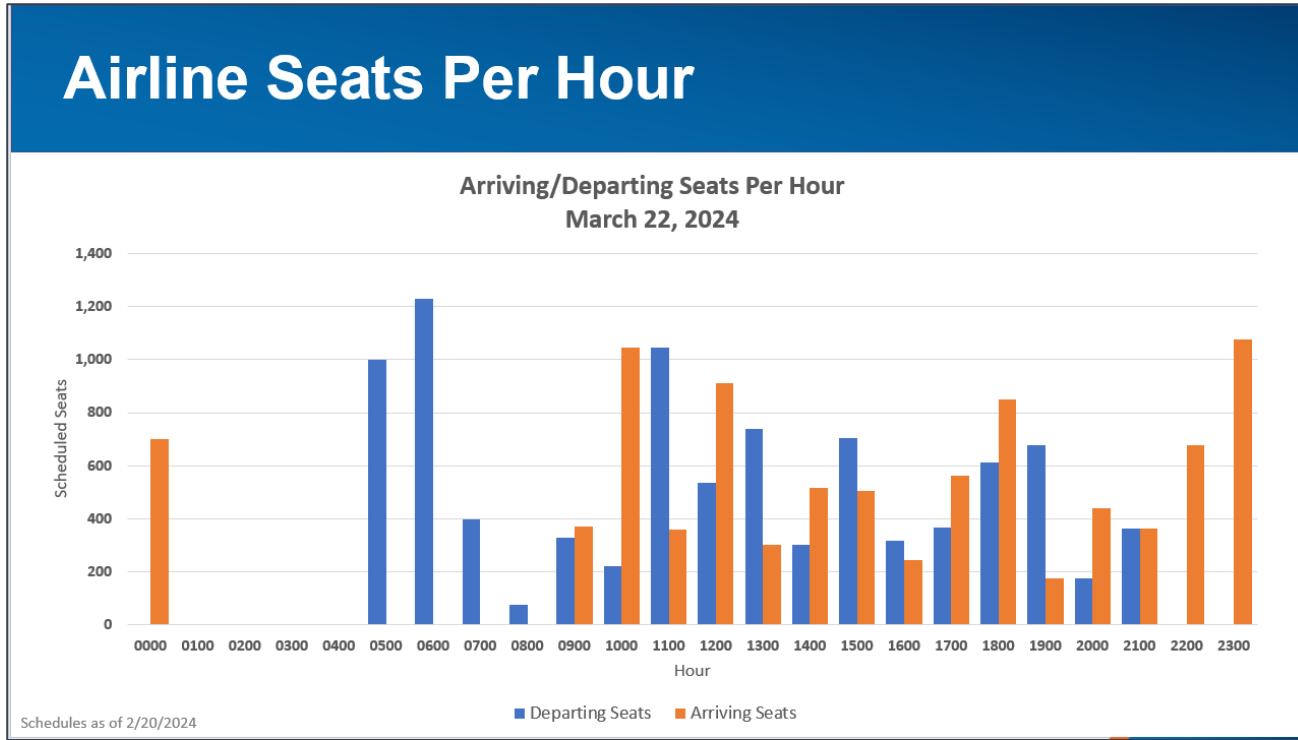
Eppley Airfield Annual Enplanements



Eppley Airfield Airline Market Share CY2023



Eppley Airfield Airline Seats Per Hour



Eppley Airfield

Existing Concession Program

2023 Program Statistics

Passengers 5.0 million

Program Size 33,100 sq. ft.

Pre-Security 25,800 sq. ft.

Post-Security 7,400 sq. ft.

Total Sales \$21.2 million

Food Service \$13.5 million

Retail \$7.7 million

Sales per Enplaned Passenger

Food Service \$5.41

Retail \$3.06





Concession Program

Goals

- Concept variety and quality that reflect modern Omaha
- Attractive, complementary designs
- Competitive pricing
- Success for business partners
- Continuous service throughout transition
- Excellent customer service
- Customer-focused operating hours

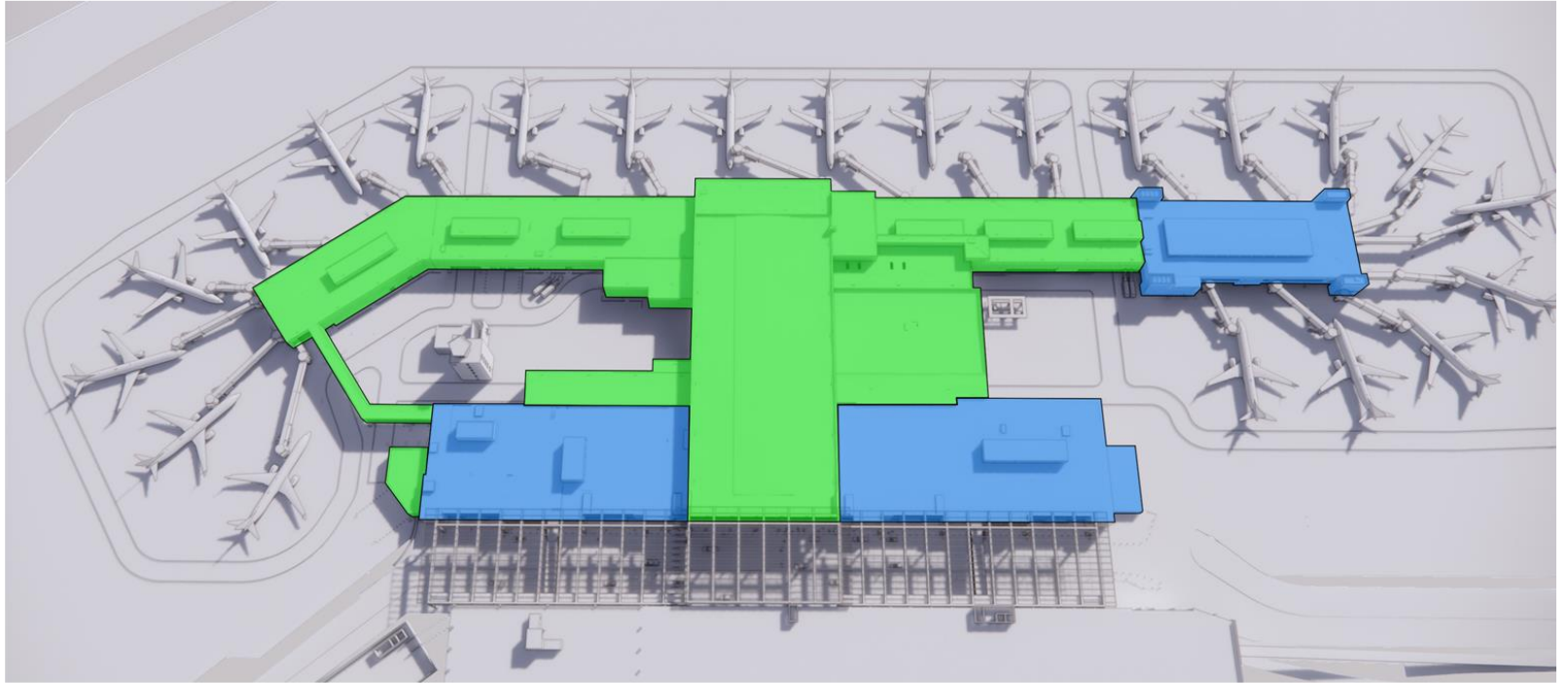
Terminal Modernization Program (TMP)



Existing Eppley Airfield Terminal

- Served over five million passengers in 2023
- Security checkpoint located at entrance to each concourse
- Ten gates per concourse
- Domestic flights only
- 33,100 square feet of concession space
- Majority of concession space is located pre-security



TMP Overview



-  Terminal Renovation
-  Terminal Expansion

Future Eppley Airfield Terminal

- TMP Budget: **\$950m**
- Planned to support **over six million total annual passengers**
- One **centralized security checkpoint**
- One contiguous concourse
- 22 gates
- **32,000 square feet** of concession space
- Majority of concession space is post-security
- **International flight capability**
- Construction began in Q1 2024



Concession operations will continue throughout the multi-year modernization program to ensure a level of service is maintained for passengers.

TMP Groundbreaking

February 20, 2024



The Omaha Airport Authority celebrated the groundbreaking of the Terminal Modernization Project with the **Authority Board**, the **Omaha Mayor**, the **Nebraska Governor**, **U.S. Senators**, **U.S. Representatives**, and members of the Design and Construction Team.



End-to-End Terminal Modernization

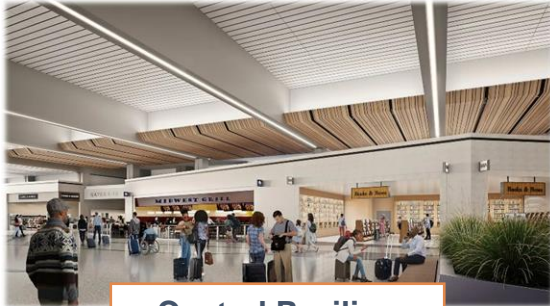
Entryway



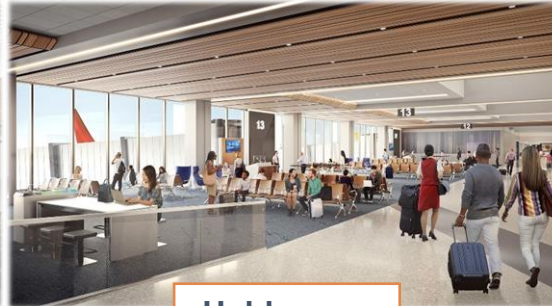
Checkpoint



Restrooms



Central Pavilion



Holdrooms



International Arrivals

Omaha-Council Bluffs Metropolitan Area

Key Characteristics

OMAHA

- The largest city in Nebraska
- Home to many attractions, including several universities, unique shopping opportunities, cultural and historical sites, sports venues, and a vibrant food scene
- Promotes a business-friendly environment with a low unemployment rate and the headquarters of several Fortune 500 companies



COUNCIL-BLUFFS

- The tenth largest city in Iowa and most populous city in southwest Iowa
- Known for its vibrant community, low cost of living, and outdoor activities

RFP Information

Communication Prohibition

The Communication Prohibition prevents any Proposer or its subcontractor(s) or partners, including vendors, service providers, bidders, lobbyists, and consultants and their representative(s), from contacting any of the following individuals and companies regarding this solicitation throughout the procurement process:

1. **Authority staff and legal counsel**, except for communications with the Authority Procurement Contact, which must be provided in written form to ConcessionsRFP@FlyOMA.com
2. **Members of the Authority Board of Directors**
3. **Consultants retained by the Authority** unless otherwise permitted in writing by the Authority

Exceptions – unless specifically provided otherwise, the Communications Prohibition does not apply to:

1. Oral communications at the **Pre-Proposal Conference or Tour**
2. Oral communications during an **interview**
3. The Authority's existing Concessionaires are permitted to communicate directly with the Authority staff but only related to operational or financial issues in their performance of existing duties under existing agreements with the Authority.

All written questions are due to the procurement contact by April 26, 2024 to receive an answer from the Authority



Minimum Qualifications

RFP INFORMATION

Minimum Qualifications

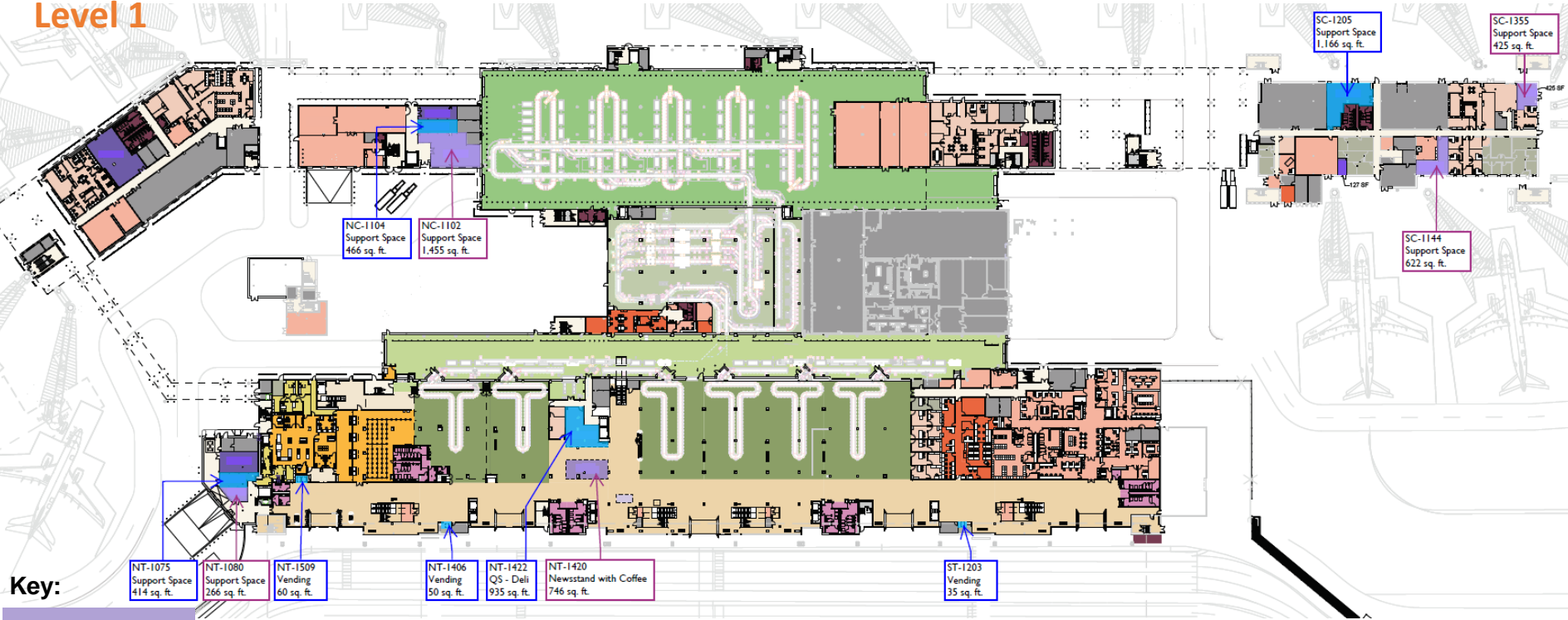
- **Minimum of three-years** of successful and relevant experience **in the last six years** in the ownership, marketing, development, operation, and management of multiple restaurants or retail locations in a shopping center, airport, transportation center, mall, street location, or other prominent commercial setting appropriate for each concession package as follows:
 - \$7.0 million cumulative retail sales and food service sales (Package 1)
 - \$10.0 million cumulative food service sales (Package 2)
 - Proposing business(es) must be in good standing with the Authority
-
- **Corporate Subsidiary:** Parent company must meet minimum qualifications
 - **Partnership/Joint Venture:** Single partner owning 51 percent or more of the partnership/joint venture responsible for concession operations must meet minimum qualifications and experience requirements
 - **Subconcessionaire:** Minimum of two years of successful and relevant experience within the last six years operating a business of a similar size and scope to the concept for which they are being proposed to operate at the Airport in terms of square footage and sales volume

Concession Packages

RFP INFORMATION

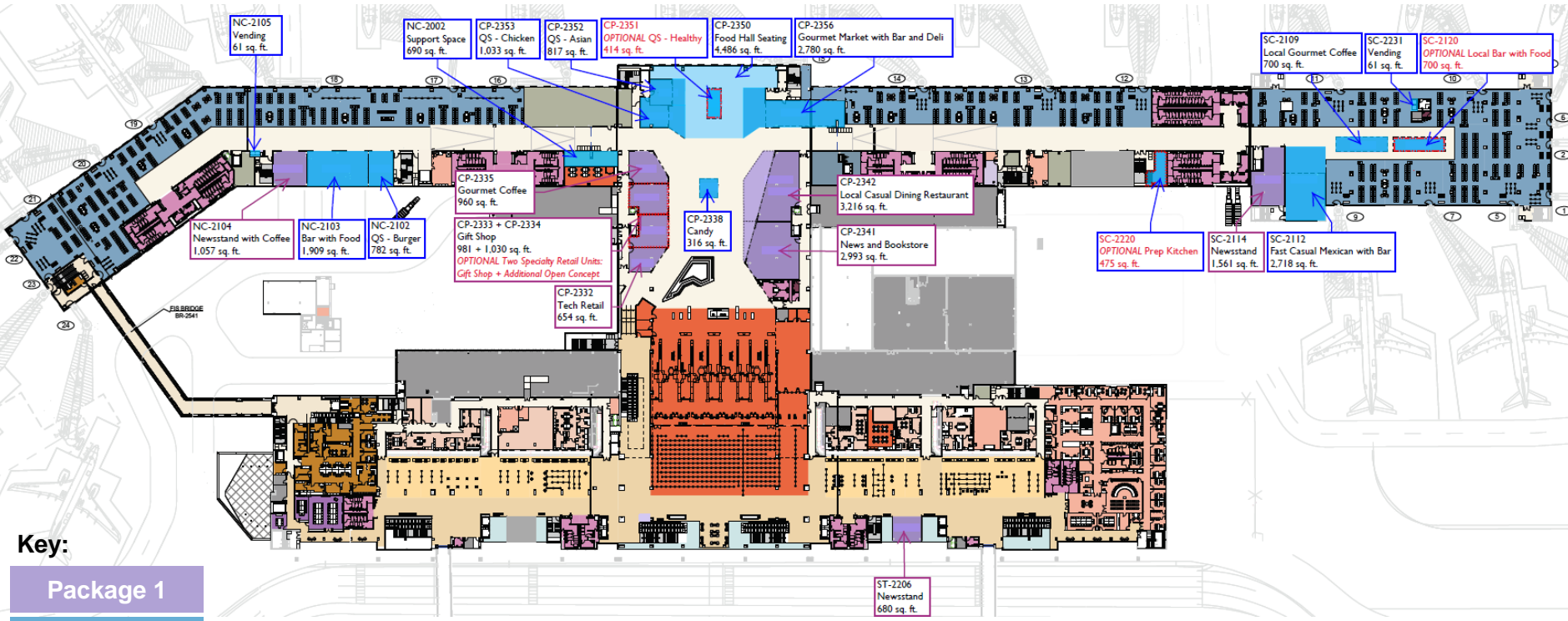
Concession Packaging Plan

Level 1



Concession Packaging Plan

Level 2



Key:

Package 1

Package 2

Optional

Package 1: Hybrid

New Units

| Unit No. | Concept | Location | Sq. Ft. |
|----------|----------------------------------|-------------------------|------------------------|
| NT-1420 | Newsstand with Coffee | Pre-Security | 746 |
| ST-2206 | Newsstand | Pre-Security | 680 |
| CP-2332 | Tech Retail | Central Pavilion | 654 |
| CP-2333 | Gift Shop | Central Pavilion | 1,030 ¹ |
| CP-2335 | Gourmet Coffee | Central Pavilion | 960 |
| CP-2342 | Local Casual Dining Restaurant | Central Pavilion | 3,216 |
| CP-2341 | News and Bookstore | Central Pavilion | 2,993 |
| NC-2104 | Newsstand with Local Coffee | North Concourse | 1,057 |
| SC-2114 | Newsstand | South Concourse | 1,561 |
| CP-2334 | <i>Optional Specialty Retail</i> | <i>Central Pavilion</i> | <i>981¹</i> |

New Support Space

| Unit No. | Location | Level | Sq. Ft. |
|----------|-----------------------|-------|---------|
| NT-1080 | Landside Loading Dock | One | 266 |
| NC-1102 | Airside Loading Dock | One | 1,455 |
| SC-1144 | South Concourse | One | 622 |
| SC-1355 | South Concourse | One | 425 |

Interim Units

| Unit No. | Concept | Location | Sq. Ft. |
|----------|-----------------------|--------------------|---------|
| ST-2090 | Newsstand and Vending | Pre-Security South | 497 |
| SS-2017 | Newsstand | South Concourse | 426 |
| NS-2018 | Newsstand | North Concourse | 569 |
| ST-2085 | Support Space | Pre-Security South | 1,650 |

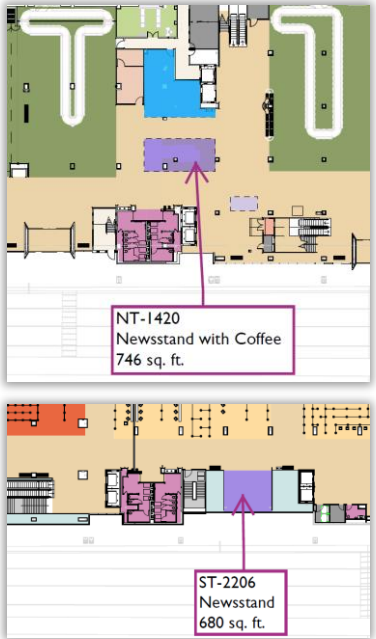
Total Space: 13,878

- Proposers will have the option to propose one large gift shop or two specialty retail locations – a gift shop and an “open” concept – for this space (total square footage is 2,011).

Package 1: Pre-Security

Target Occupancy Date: September 2, 2026

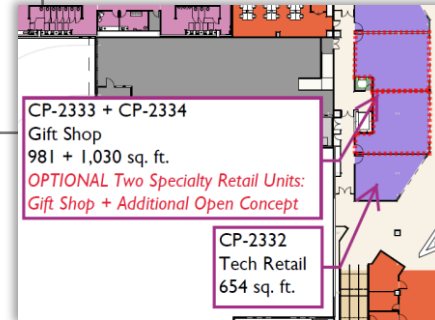
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|---|
| NT-1420 | 746 | <p>Newsstand with Coffee. Products should include typical travel essentials, including health and beauty products; travel and business accessories; newspapers, magazines, and paperback books; limited local souvenirs and gift items; tech gadgets and accessories under \$50; single-serving packaged snacks and candy; and cold bottled water, juice, and soft drinks.</p> <p>Unit must include a full-service, separately staffed coffee counter offering freshly-brewed, locally or nationally branded hot and cold coffee and tea drinks and a selection of pre-packaged sandwiches, salads, branded yogurts, fruit, and baked goods. Breakfast items, such as breakfast sandwiches, bagels, oatmeal, fruit, and branded yogurt should also be offered in the morning. Queuing should be accommodated within the leaselines. <i>Note: This is a retail unit.</i></p> <p><u>Non-Permitted Items:</u> alcoholic beverages; vending machines</p> |
| ST-2206 | 680 | <p>Newsstand. Products should include health and beauty products; newspapers, magazines, and limited paperback books; travel and business accessories; single-serving packaged snacks and candy; other key travel essentials, and cold bottled water, juice, and soft drinks.</p> <p><u>Non-Permitted Items:</u> alcoholic beverages; made-to-order food items; vending machines</p> |



Package 1: Central Hub

Target Occupancy Date: September 2, 2026

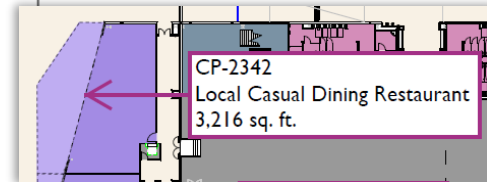
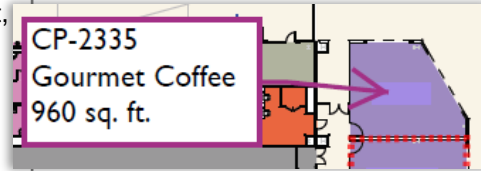
| Unit No. | Sq. Ft. | Desired Concept and Products |
|---------------------|---------------|---|
| CP-2332 | 654 | <p>Tech Retail. Products should include a variety of popular branded high-tech electronics and gadgets, such as tablets, fitness bands, mobile device and computer accessories; charging devices; cell/smart phones; noise-cancelling and wireless headphones and earbuds; speakers; digital cameras and accessories; and related items.</p> <p><i>Non-Permitted Items: food and beverage items, including but not limited to alcoholic beverages; typical newsstand items; vending machines</i></p> |
| CP-2333 and CP-2334 | 981 and 1,030 | <p>OPTIONAL – Units CP-2 and CP-3 may be proposed as one, combined Gift Shop as described below at the Proposer’s discretion. Alternatively, Proposer may propose the Gift Shop in CP-3 and another concept in CP-2, such as apparel or another concept that complements the overall concession program. Should two concepts be proposed, the use of a demising wall and the connectivity between the two concepts shall be at the Proposer’s discretion.</p> <p>Gift Shop. Shop should offer a variety of high-quality gift items, including locally made products, such as jewelry made by local artisans. Merchandise may include, but not be limited to, stationery and desktop accessories; tasteful specialty gifts; home décor and accessories; locally-made accessories and personal care items; ornate collectibles; and quality games and activity sets.</p> <p><i>Non-Permitted Items: technology products; candy; typical newsstand merchandise, including local souvenirs; T-shirts and other souvenir apparel; vending machines</i></p> |



Package 1: Central Hub

Target Occupancy Date: September 2, 2026

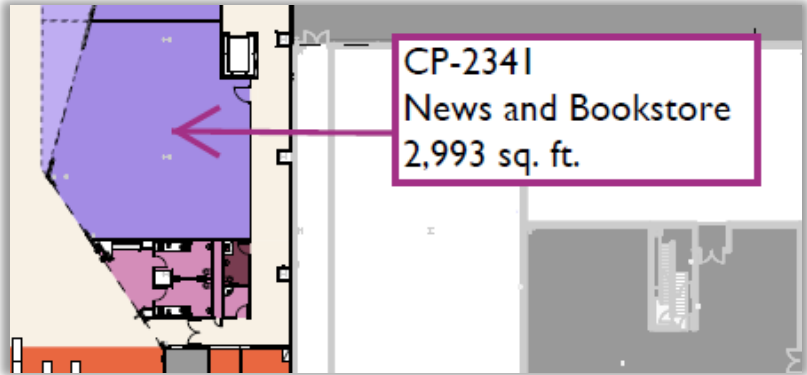
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|--|
| CP-2335 | 960 | <p>Gourmet Coffee. National brand gourmet coffee concept offering freshly brewed hot and cold coffee and tea drinks and cold bottled beverages. A selection of pre-packaged snacks, sandwiches, salads, branded yogurts, fruit, and baked goods should be available for carry-out in convenient packaging. Breakfast options, such as hot breakfast sandwiches, oatmeal, fruit, branded yogurt, and baked goods should be provided throughout the morning. Queuing space must be included within the leaselines of this unit.</p> <p><i>Non-Permitted Items: alcoholic beverages; merchandise not associated with the brand; vending machines</i></p> |
| CP-2342 | 3,216 | <p>Local Casual Dining Restaurant. Local brand casual dining restaurant with an inviting and comfortable dining environment, serving breakfast, lunch, and dinner. Menu should include a variety of high-quality choices, including but not limited to appetizers; soups; salads; meat, seafood, and vegetarian entrees; light fare and sandwiches; and desserts. Full bar service, including craft cocktails, locally brewed beer, and an ample selection of quality wines must be available.</p> <p><i>Non-Permitted Items: Any merchandise not associated with the brand; vending machines</i></p> |



Package 1: Central Hub

Target Occupancy Date: September 2, 2026

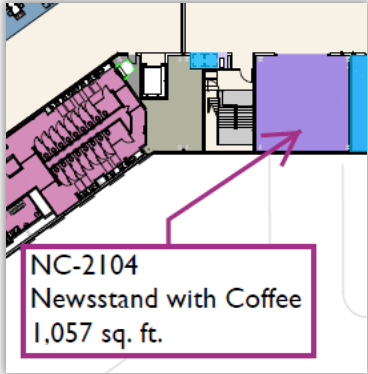
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|---|
| CP-2341 | 2,993 | <p>News and Bookstore. Newsstand portion of the space should include health and beauty products; travel and business accessories; newspapers and magazines; single-serving packaged snacks and candy; other key travel essentials, and cold bottled water, juice, and soft drinks.</p> <p>A significant portion of the space should be dedicated to a local brand bookstore. Products should include hardcover and paperback books from a variety of genres, activity books, and reading accessories.</p> <p><i>Non-Permitted Items: Alcoholic beverages; tech accessories; vending machines</i></p> |



Package 1: North Concourse

Target Occupancy Date: September 2, 2026

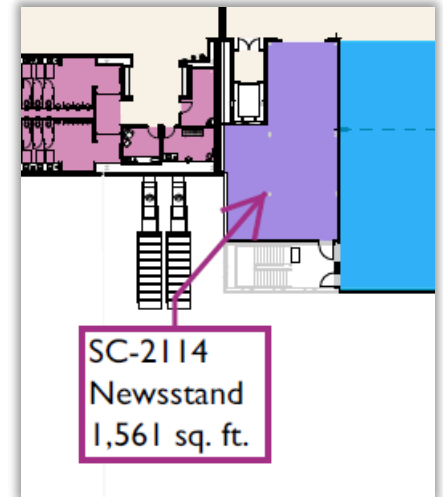
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|--|
| NC-2104 | 1,057 | <p>Newsstand with Coffee. Products should include typical travel essentials, including health and beauty products; travel and business accessories; newspapers, magazines, and paperback books; limited local souvenirs and gift items; tech gadgets and accessories under \$50; single-serving packaged snacks and candy; and cold bottled water, juice, and soft drinks.</p> <p>Unit must include a full-service, separately staffed coffee counter offering freshly-brewed, locally or regionally branded hot and cold coffee and tea drinks and a selection of pre-packaged sandwiches, salads, branded yogurts, fruit, and baked goods. Breakfast items, such as breakfast sandwiches, bagels, oatmeal, fruit, and branded yogurt should also be offered in the morning. Queuing should be accommodated within the leaseline. <i>Note: This is a Retail unit.</i></p> <p><u>Non-Permitted Items:</u> alcoholic beverages; vending machines</p> |



Package 1: South Concourse

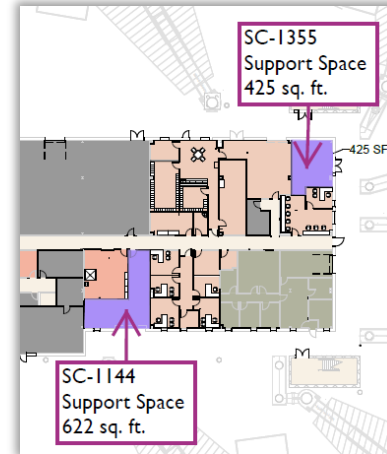
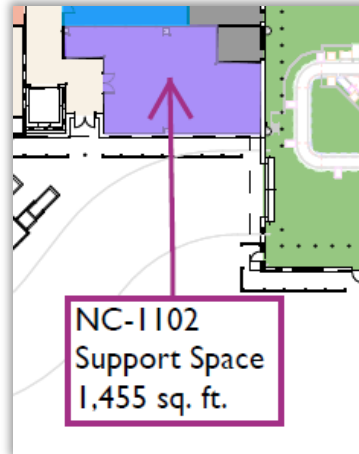
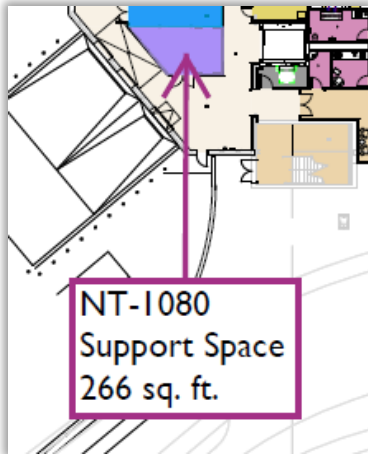
Target Occupancy Date: June 3, 2027

| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|---|
| SC-2114 | 1,561 | <p>Newsstand. Products should include travel essentials, including health and beauty products; newspapers, magazines, and paperback books; limited local souvenirs and gifts; travel and business accessories; limited toys and activity kits; single-serving packaged snacks and candy; pre-packaged foods (sandwiches, salads, snacks, branded yogurt, fruit, etc.) and cold bottled water, juice, and soft drinks.</p> <p><i>Non-Permitted Items: alcoholic beverages; made-to-order food and beverages; vending machines</i></p> |



Package 1: Support Space

| Unit No. | Sq. Ft. | Support Space Location | Target Occupancy Date |
|----------|---------|-------------------------------|-----------------------|
| NT-1080 | 266 | Landside Loading Dock-Level 1 | February 2025 |
| NC-1102 | 1,455 | Airside Loading Dock-Level 1 | September 2026 |
| SC-1144 | 622 | South Concourse-Level 1 | June 2027 |
| SC-1366 | 425 | South Concourse –Level 1 | June 2027 |



Package 2: Food Service

Package 2 – New Units

| Unit No. | Concept | Location | Sq. Ft. |
|----------|---|-------------------------|------------|
| NT-1422 | Quick Service – Deli | Pre-Security | 935 |
| CP-2338 | Candy | Central Pavilion | 316 |
| CP-2356 | Gourmet Market with Bar & Deli | Central Pavilion | 2,780 |
| CP-2350 | Food Hall Seating | Central Pavilion | 4,486 |
| CP-2353 | Quick Service – Chicken | Central Pavilion | 1,033 |
| CP-2352 | Quick Service – Asian | Central Pavilion | 817 |
| NC-2102 | Quick Service – Burger | North Concourse | 782 |
| NC-2103 | Bar with Food | North Concourse | 1,909 |
| SC-2112 | Fast Casual Mexican with Bar | South Concourse | 2,718 |
| SC-2109 | Local Coffee | South Concourse | 700 |
| NT-1509 | Vending | Pre-Security North | 60 |
| NT-1406 | Vending | Pre-Security North | 50 |
| ST-1203 | Vending | Pre-Security South | 35 |
| NC-2105 | Vending | North Concourse | 61 |
| SC-2231 | Vending | South Concourse | 61 |
| CP-2351 | <i>Optional Quick Service – Healthy</i> | <i>Central Pavilion</i> | <i>414</i> |
| SC-2220 | <i>Optional Prep Kitchen</i> | <i>South Concourse</i> | <i>475</i> |
| SC-2120 | <i>Optional Local Bar with Food</i> | <i>South Concourse</i> | <i>700</i> |

Total Space: 16,743
(Optional = 1,589)

Package 2 – New Support Space

| Unit No. | Location | Level | Sq. Ft. |
|----------|-----------------------|-------|---------|
| NT-1075 | Landside Loading Dock | One | 414 |
| NC-2002 | North Concourse | Two | 690 |
| NC-1104 | Airside Loading Dock | One | 466 |
| SC-1205 | South Concourse | One | 1,166 |

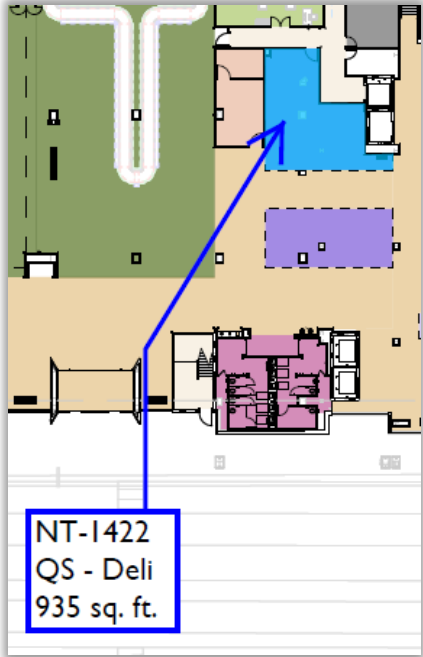
Package 2 – Interim Units

| Unit No. | Concept | Location | Sq. Ft. |
|--------------------|--|----------------------|---------|
| NT-2007 | Grab-and-Go with Coffee | Pre-Security (North) | 661 |
| NT-2012 | Food Service Seating | Pre-Security (North) | 1,800 |
| NS-2011 | Bar with Food, Grab-and-Go, and Coffee | North Concourse | 3,758 |
| ST-2081 | Grab-and-Go with Coffee | Pre-Security (South) | 1,800 |
| ST-2087 | Food Service Seating and Support | Pre-Security (South) | 1,370 |
| SS-2015 SS-2016 | Bar with Food, Grab-and-Go, and Coffee | South Concourse | 2,684 |
| N/A | Mobile Kitchen and Storage | North & South Ramps | 2,400 |

Package 2: Pre-Security

Target Occupancy Date: September 2, 2026

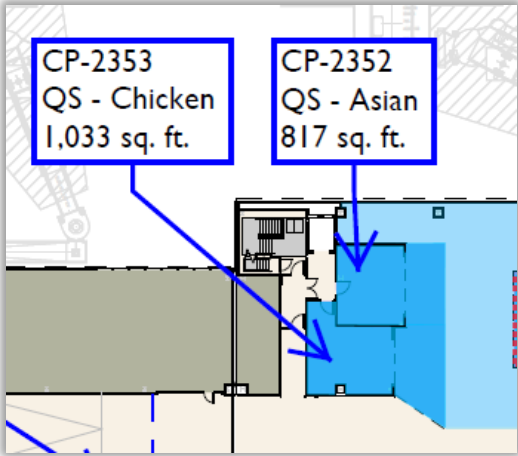
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|--|
| NT-1422 | 935 | <p>Quick Service – Deli. Local or national brand quick service deli offering made-to-order sandwiches and wraps for convenient takeaway. Deli should offer side dishes, salads, desserts, and cold canned and bottled beverages, including juice and water. Breakfast sandwiches should be offered in the morning along with coffee and tea drinks.</p> <p>A small seating area or counter should be accommodated within the space.</p> <p><u>Non-Permitted Items:</u> alcoholic beverages; any merchandise not associated with the brand; vending machines</p> |



Package 2: Central Pavilion

Target Occupancy Date: September 2, 2026

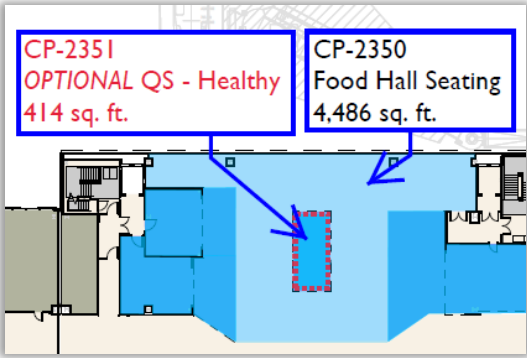
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|---|
| CP-2353 | 1,033 | <p>Quick Service – Chicken. National brand quick service chicken restaurant offering a variety of chicken-based entrées, sandwiches, salads, and side dishes. Restaurant should offer cold canned and bottled beverages, including juice and water. Restaurant must operate seven days per week under the designated brand.</p> <p><i>Non-Permitted Items: alcoholic beverages; vending machines</i></p> |
| CP-2352 | 817 | <p>Quick Service – Asian. Local or national brand quick service restaurant specializing in Asian cuisine. Offerings should include a variety of entrées, such as bowls, stir-fries, noodle dishes, salads, side dishes, and dessert. Restaurant should offer cold canned and bottled beverages, including juice and water.</p> <p><i>Non-Permitted Items: alcoholic beverages; vending machines</i></p> |



Package 2: Central Pavilion

Target Occupancy Date: September 2, 2026

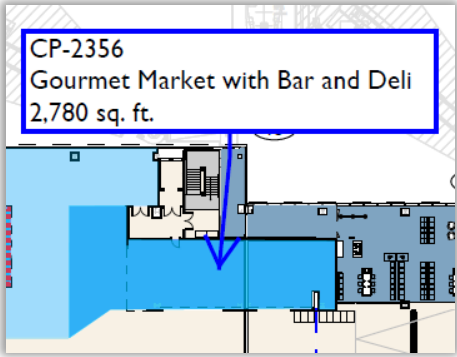
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|---|
| CP-2351 | 414 | <p>OPTIONAL – This unit may be proposed as described below at the Proposer’s discretion.</p> <p>Quick Service – Healthy. Branded quick service restaurant specializing in freshly-prepared healthy food options, including organic, low-calorie, and energy-producing fare. Healthy options could include smoothies and smoothie bowls, juice, and/or salads. Restaurant should offer cold canned and bottled juice and water. Note: This unit will not have cooking exhaust vent.</p> <p><u>Non-Permitted Items:</u> alcoholic beverages; vending machines</p> |
| CP-2350 | 4,486 | <p>Food Hall Seating. A variety of seating options must be provided to support all concessions in the food hall area (CP-6, CP-7, CP-9, CP-11). Seating options should include two-top, four-top, and bar-height and counter-height seating. A majority of the seats should have charging outlets .</p> <p><u>Non-Permitted Items:</u> food, beverage and retail products for sale; vending machines.</p> |



Package 2: Central Pavilion

Target Occupancy Date: September 2, 2026

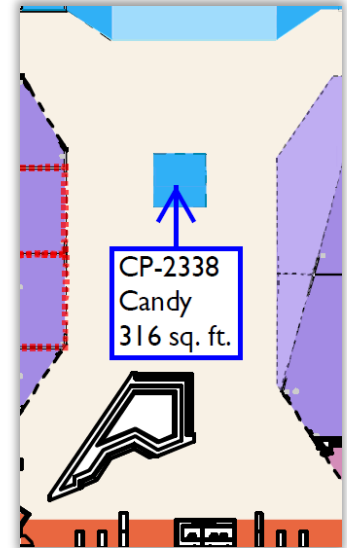
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|---|
| CP-2356 | 2,780 | <p>Gourmet Market with Bar and Deli. Local or national brand established market or chef-driven market featuring high quality, freshly-prepared gourmet food and beverage products, including but not limited to pastas, salads, and light entrees; cheese, olives, and bread; desserts and baked goods; fresh produce; healthy snack items; yogurts; cereal; and other items that can be found in distinctive gourmet markets. Prepared entrees, either to be heated and ready to eat (such as a portion of lasagna) or packaged for later consumption, should be available to customers for takeout. A variety of cold canned and bottled beverages should also be available, including popular independent brands. Specialty local food products, such as honey or gourmet nuts, should be offered for passengers to purchase for consumption or as a gift.</p> <p>The unit must have a full-service, separately staffed deli counter serving made-to-order hot and cold sandwiches and wraps, including breakfast sandwiches in the morning.</p> <p>The unit must also contain a full-service bar, featuring cocktails, beer, and a good selection of quality domestic and international wines. Seating for the bar and all queuing space must be provided within the lease lines.</p> <p><u>Non-Permitted Items:</u> merchandise not associated with the brand; vending machines</p> |



Package 2: Central Pavilion

Target Occupancy Date: September 2, 2026

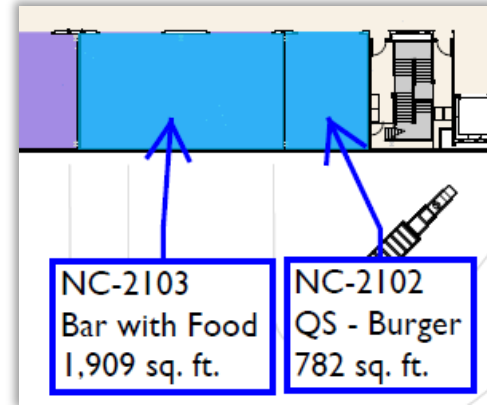
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|--|
| CP-2338 | 316 | <p>Candy. Locally branded candy shop offering bulk and boxed confectionery products.</p> <p><i>Note: This is a freestanding Retail unit. It must have a low profile to allow views of the Central Pavilion over and through the unit.</i></p> <p><u>Non-Permitted Items:</u> alcoholic beverages; typical newsstand products; merchandise not associated with the brand; vending machines</p> |



Package 2: North Concourse

Target Occupancy Date: September 2, 2026

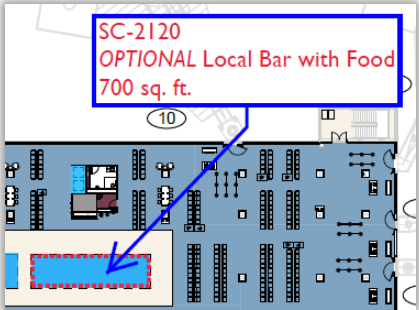
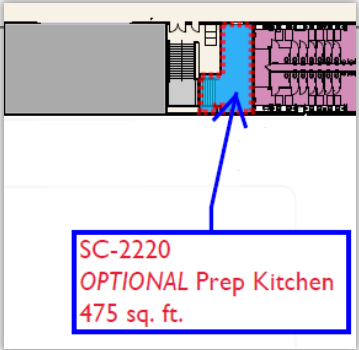
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|--|
| NC-2102 | 782 | <p>Quick Service – Burger. Local, regional, or national brand quick service hamburger restaurant. Menu should include a variety of freshly-prepared hamburgers and other hot sandwich options, salads, fries and other side dishes, and shakes. Restaurant should also provide cold fountain or canned and bottled beverages, including water.</p> <p><i>Non-Permitted Items: alcoholic beverages; vending machines</i></p> |
| NC-2103 | 1,909 | <p>Bar with Food. Local, regional, or national brand bar with food with a contemporary menu and dining environment. The menu should include a variety of entrees, burgers and/or other hot sandwiches, salads, appetizers, and desserts. Full bar service must be available, featuring locally brewed beer, craft cocktails, and an ample selection of quality wines. Seating must be included within the lease lines.</p> <p><i>Non-Permitted Items: merchandise not associated with the brand; vending machines</i></p> |



Package 2: South Concourse

Target Occupancy Date: SC-2220 – September 2, 2026; SC-2120 – January 2, 2028

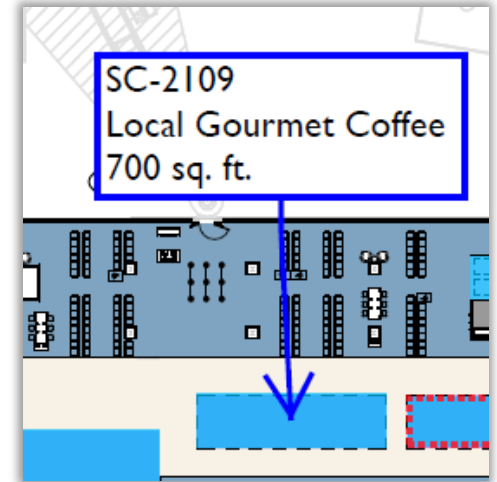
| Unit No. | Sq. Ft. | Desired Concept and Products |
|---------------------|------------------------------|---|
| SC-2120 and SC-2220 | SC-2120: 700 SC-2220: 475 | <p>OPTIONAL – This unit may be proposed as described below at the Proposer’s discretion.</p> <p>Local Bar with Food (SC-2120) and Prep Kitchen (SC-2220). Locally branded bar with food with a contemporary menu and bar environment. The menu should include a variety of light entrees, salads, appetizers, and desserts. Full bar service must be offered, featuring locally brewed beer, craft cocktails, and an ample selection of quality wines. Bar seating must be included within the lease line.</p> <p>Unit SC-2220 has been assigned as a prep kitchen for this bar, as Unit SC-2120 will not have cooking exhaust.</p> <p><u>Non-Permitted Items:</u> candy and gum; merchandise not associated with the brand; vending machines</p> |



Package 2: South Concourse

Target Occupancy Date: January 2, 2028

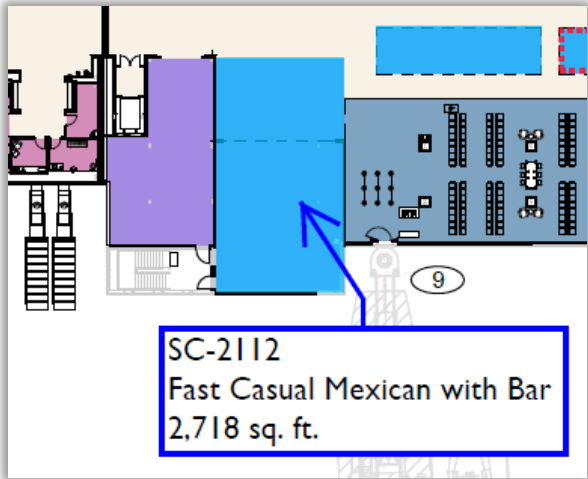
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|--|
| SC-2109 | 700 | <p>Local Gourmet Coffee. Locally branded gourmet coffee concept serving freshly brewed hot and cold coffee and tea drinks and cold bottled beverages. A selection of pre-packaged snacks, sandwiches, salads, branded yogurts, fruit, and baked goods should be available for carry-out in convenient packaging. Breakfast options, such as hot breakfast sandwiches, oatmeal, fruit, branded yogurt, and baked goods must be provided.</p> <p>Limited counter seating or bistro tables should be accommodated within the leaselines.</p> <p><i>Non-Permitted Items: alcoholic beverages; merchandise not associated with the brand; vending machines</i></p> |



Package 2: South Concourse

Target Occupancy Date: June 3, 2027

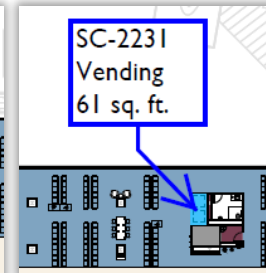
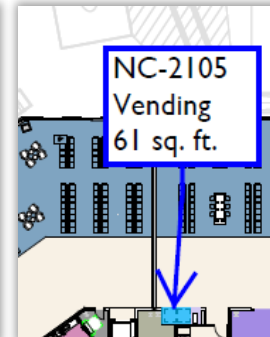
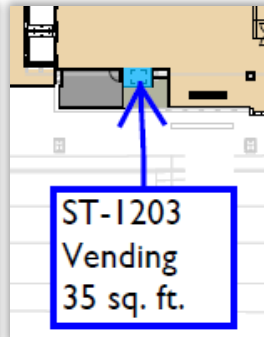
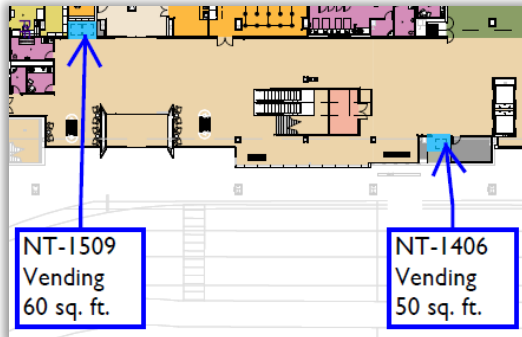
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|---|
| SC-2112 | 2,718 | Fast Casual Mexican with Bar. Local brand fast casual restaurant with convenient counter-ordering. Menu should offer a variety of made-to-order Mexican cuisine, including but not limited to bowls, burritos, tacos, and salads; and serve breakfast, lunch, and dinner items. Restaurant must offer side dishes, desserts, soft drinks, and water. Full bar service, including locally brewed beer and an ample selection of quality wines must be available. Seating must be included within the leaselines. <i>Non-Permitted Items: merchandise not associated with the brand; vending machines</i> |



Package 2: Vending

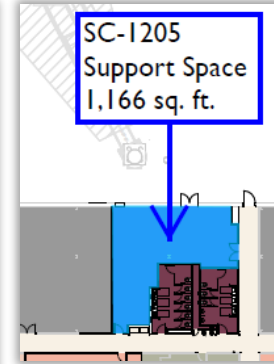
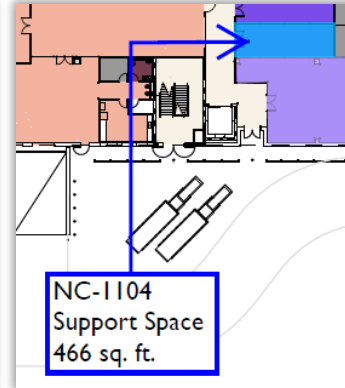
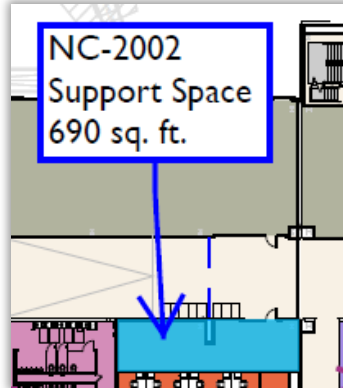
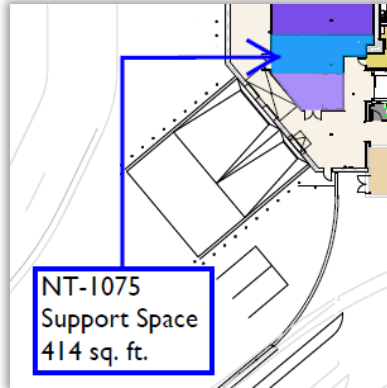
| Unit No. | Sq. Ft. | Vending Location | Target Occupancy Date |
|----------|---------|-----------------------------|-----------------------|
| NT-1509 | 60 | Pre-Security North, Level 1 | September 2026 |
| NT-1406 | 50 | Pre-Security North, Level 1 | September 2026 |
| ST-1203 | 35 | Pre-Security South, Level 1 | September 2026 |
| NC-2105 | 61 | North Concourse, Level 2 | September 2026 |
| SC-2231 | 61 | South Concourse, Level 2 | January 2028 |

A variety of snacks and beverages should be provided in the vending locations, including healthy options. Vending locations will have access to power.



Package 2: Support Space

| Unit No. | Sq. Ft. | Support Space Location | Target Occupancy Date |
|----------|---------|-------------------------------|-----------------------|
| NT-1075 | 414 | Landside Loading Dock-Level 1 | Early 2025 |
| NC-2002 | 690 | North Concourse-Level 2 | September 2026 |
| NC-1104 | 466 | Airside Loading Dock-Level 1 | September 2026 |
| SC-1205 | 1,166 | South Concourse-Level 1 | June 2027 |



Interim Operations

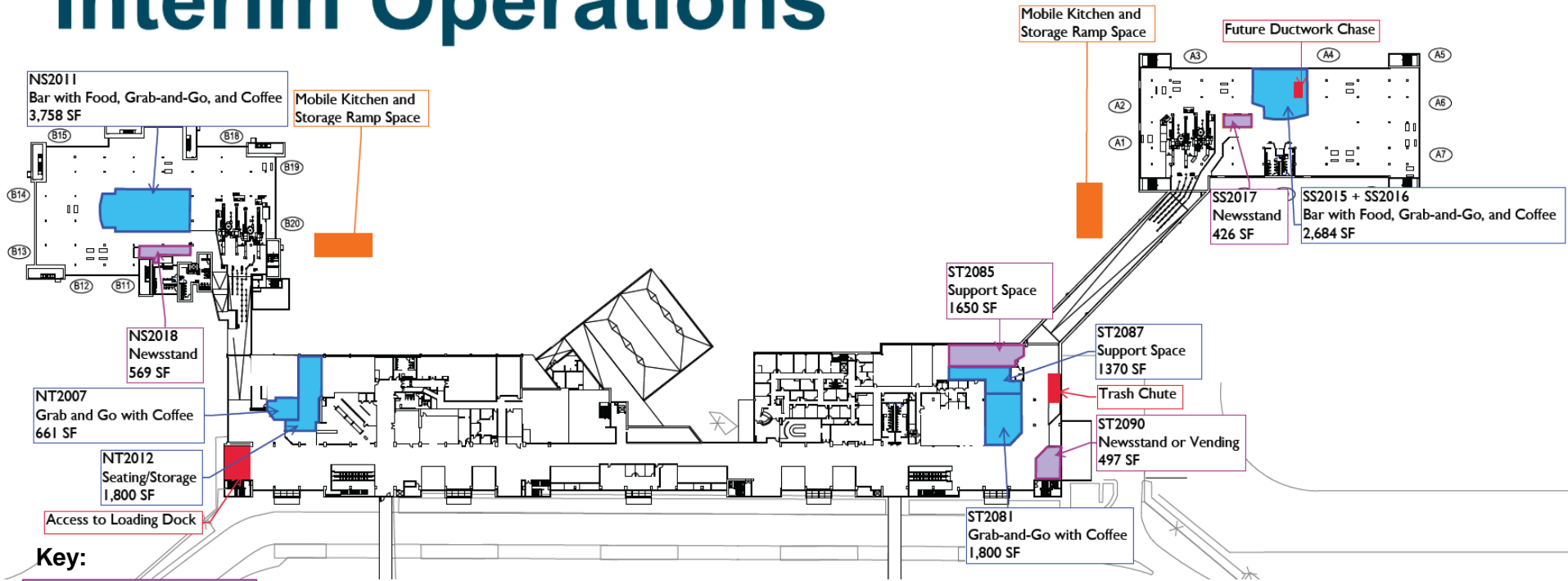
RFP INFORMATION

Interim Operations

- Terminal Modernization Program (TMP) construction begins in 2024
- Existing concession program leases expire December 31, 2024
- Interim operations are required to maintain concession service for passengers beginning **January 1, 2025 through Q1 2027**¹
 - Interim operations will continue until existing spaces are impacted by construction
 - Airfield space has been allocated for mobile kitchen and storage facilities to minimize disruption to interim operations during construction
 - Minimum investment amounts have not been specified for interim concessions, but quality and service standards must be maintained

1) Interim operation dates are subject to change as construction progresses

Interim Operations



Key:

Package 1

Package 2

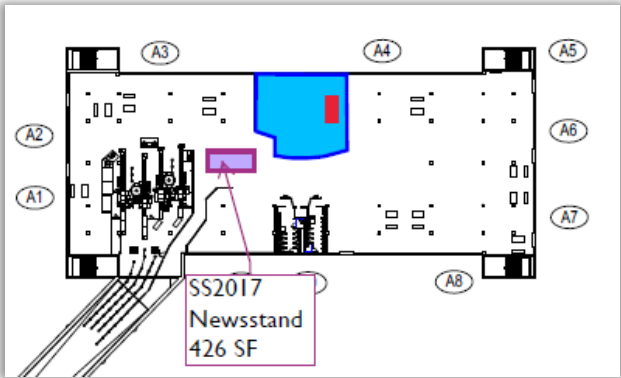
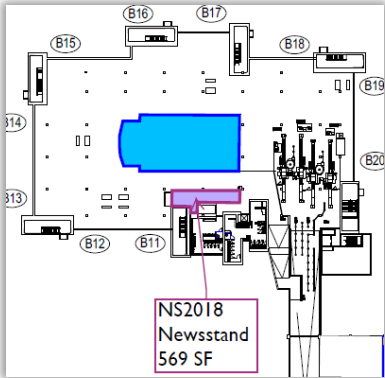
Infrastructure Information

Mobile Kitchen and Support Space

Package 1: Interim Concessions

Target Occupancy Date: January 1, 2025

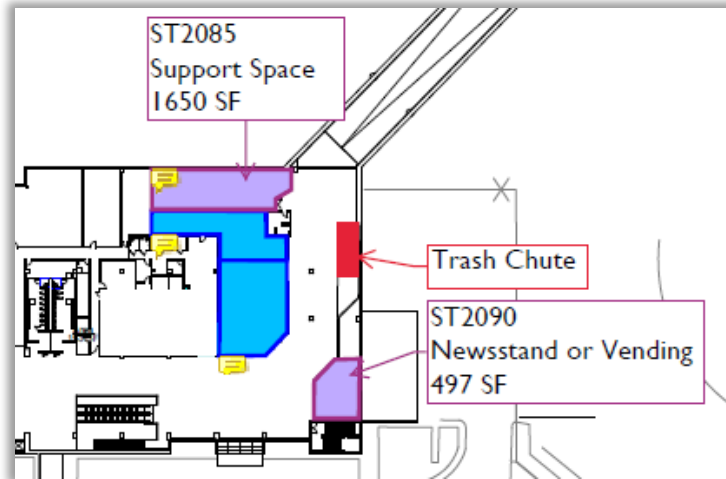
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|--|
| NS-2018 | 569 | <p>Newsstand. Products should include health and beauty products; newspapers, magazines, and books; limited local souvenirs; travel and business accessories; limited tech retail under \$50; single-serving packaged snacks and candy; other key travel essentials; and cold bottled water, juice, and soft drinks.</p> <p><i>Non-Permitted Items: alcoholic beverages; made-to-order food and beverages; vending machines</i></p> |
| SS-2017 | 426 | <p>Newsstand. Products should include health and beauty products; newspapers, magazines, and books; limited local souvenirs and gifts; travel and business accessories; limited tech retail; single-serving packaged snacks and candy; other key travel essentials, and cold bottled water, juice, and soft drinks.</p> <p><i>Non-Permitted Items: alcoholic beverages; made-to-order food and beverages; vending machines</i></p> |



Package 1: Interim Concessions

Target Occupancy Date: January 1, 2025

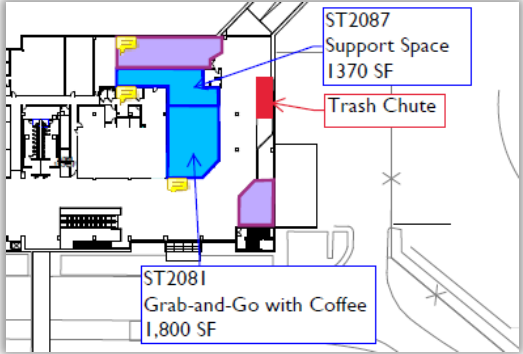
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|---|
| ST-2090 | 497 | Newsstand and Vending. Newsstand must have a minimum area of 200 square feet and offer travel essentials; health and beauty products; and single-serving branded packaged snacks and candy; and cold bottled water, juice, and soft drinks. The remainder of the location should include an attractive vending area with a variety of food service vending options offering hot and cold foods and beverages. <i>Non-Permitted Items: alcoholic beverages; ATMs</i> |
| ST-2085 | 1,650 | Support Space. Located pre-security South; support space must be walled off from public view |



Package 2: Interim Concessions

Target Occupancy Date: January 1, 2025

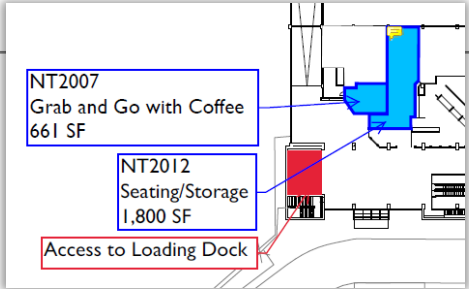
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|--|
| ST-2081 | 1,800 | <p>Grab-and-Go with Branded Coffee. Unit must provide conveniently packaged grab-and-go food items, including but not limited to baked goods; fresh produce (whole and sliced); healthy snacks; branded yogurts; branded cereal; freshly-made sandwiches, salads, and wraps; and other items that can be pre-packaged and available for customers to take away for later consumption. The unit must also serve freshly brewed, branded hot and cold coffee and tea drinks and cold bottled water, juice, and soft drinks. Expedited coffee and tea service must be provided throughout the morning with an enhanced selection of breakfast options, such as oatmeal, branded yogurts, breakfast sandwiches, and a variety of quality baked goods. Seating must be provided within the leaselines.</p> <p><i>Optional: Proposer may propose a small bar component for this unit. The decision to include this bar component will be at the sole discretion of the Authority based on an evaluation of the plan and proposed concept.</i></p> |



Package 2: Interim Concessions

Target Occupancy Date: January 1, 2025

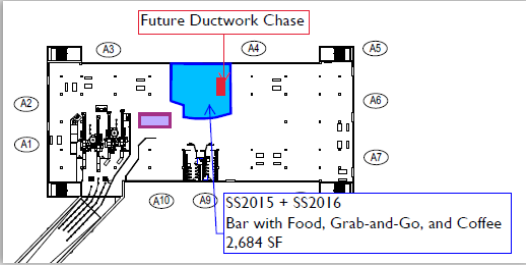
| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|---|
| NT-2007 | 661 | <p>Grab-and-Go with Branded Coffee. Unit must provide conveniently packaged grab-and-go food items, including but not limited to baked goods; fresh produce (whole and sliced); healthy snacks; branded yogurts; branded cereal; freshly-made sandwiches, salads, and wraps; and other items that can be pre-packaged and available for customers to take away for later consumption.</p> <p>This unit must also serve freshly brewed, branded hot and cold coffee and tea drinks and cold bottled water, juice, and soft drinks. Expedited coffee and tea service must be provided throughout the morning with an enhanced selection of breakfast options, such as oatmeal, branded yogurts, breakfast sandwiches, and a variety of quality baked goods.</p> <p>Seating for this concept must be provided in Unit PN-I-10 listed under Support Space below.</p> <p><i>Optional: Proposer may propose a small bar component for this unit. The decision to include this bar component will be at the sole discretion of the Authority based on an evaluation of the plan and proposed concept.</i></p> <p><u>Non-Permitted Items:</u> vending machines</p> |



Package 2: Interim Concessions

Target Occupancy Date: January 1, 2025

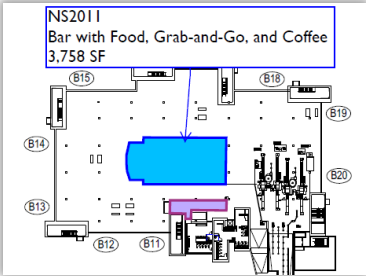
| Unit No. | Sq. Ft. | Desired Concept and Products |
|---------------------|---------|--|
| SS-2015 and SS-2016 | 2,684 | <p>Bar with Food, Grab-and-Go, and Branded Coffee. Bar with food offering a contemporary menu serving breakfast, lunch, and dinner. The menu should include a variety of light entrees, such as burgers and/or other hot sandwiches, pizza or flatbreads, and tacos; salads; soups; appetizers; and desserts. Full bar service must be available, featuring beer (including local beer), cocktails, and an ample selection of quality wines. Unit must also include a full-service, separately staffed branded coffee counter serving freshly-brewed, hot and cold coffee and tea drinks and a selection of baked goods and breakfast items, such as oatmeal, branded yogurts, and breakfast sandwiches.</p> <p>Unit must have a dedicated grab-and-go section that offers a variety of pre-packaged food items, including but not limited to freshly-prepared quality sandwiches and salads (including options that meet a variety of dietary needs, such as cups of freshly-prepared tuna or chicken salad), healthy snacks, branded yogurt, whole and sliced fruit, and other popular grab and go items, and desserts for customers to purchase for later consumption.</p> <p><i>Non-Permitted Items: typical newsstand merchandise; vending machines.</i></p> |



Package 2: Interim Concessions

Target Occupancy Date: January 1, 2025

| Unit No. | Sq. Ft. | Desired Concept and Products |
|----------|---------|--|
| NS-2011 | 3,758 | <p>Bar with Food, Grab-and-Go, and Branded Coffee. Bar with food offering a contemporary menu serving breakfast, lunch, and dinner. The menu should include a variety of light entrees, such as burgers and/or other hot sandwiches, pizza or flatbreads, and tacos; salads; soups; appetizers; and desserts. Full bar service must be available, featuring beer (including local beer), cocktails, and an ample selection of quality wines. Unit must also include a full-service, separately staffed branded coffee counter serving freshly-brewed, hot and cold coffee and tea drinks and a selection of baked goods and breakfast items, such as oatmeal, branded yogurts, and breakfast sandwiches.</p> <p>Unit must have a dedicated grab-and-go section that offers a variety of pre-packaged food items, including but not limited to freshly-prepared quality sandwiches and salads (including options that meet a variety of dietary needs, such as cups of freshly-prepared tuna or chicken salad), healthy snacks, branded yogurt, whole and sliced fruit, and other popular grab and go items, and desserts for customers to purchase for later consumption.</p> <p><i>Non-Permitted Items: typical newsstand merchandise; vending machines.</i></p> |



Key Lease Terms

RFP INFORMATION

Lease Term

- Lease Commencement Date: **January 1, 2025**
- Interim Operations: **January 1, 2025 through Q1 2027¹**
- Lease Expiration: **February 28, 2042** (or the last day of the month in which the fifteenth anniversary of the Date of Beneficial Occupancy occurs)

1) A majority of permanent concession locations are expected to open during Q1 2027 based on the TMP construction schedule. These dates are subject to change as construction progresses.

Section 3 of the RFP and Article 2 of the draft Lease Agreement





Capital Investment

Minimum Initial Investment

Food Service
\$600 per sq. ft.

Retail
\$500 per sq. ft.

Common Seating Areas
\$200 per sq. ft.

Vending
\$100 per sq. ft.

Does not apply to interim concepts.

Leasehold Improvements

- Selected Proposers are responsible for the **design and complete build-out of concession units** in compliance with minimum initial investment requirements and Tenant Design Guidelines
- The **Authority will provide shell conditions**, including framed demising walls, as appropriate, between public areas and the Leased Premises, concrete slab flooring, unfinished ceiling (as needed), and appropriate utility access to all permanent concession locations
- Selected Proposers are responsible for **demolition, utilities, and improvements for interim** concession locations
- A **minimum of 15 percent of the Initial Investment Amount** will be required for refurbishments by the end of the 7th Calendar Year after the Date of Beneficial Occupancy



Rent Structure

Interim and First Two Calendar Years of Permanent Units

Interim Rent: Percentage Rent calculated as a percentage of Gross Receipts based on the Percentage Fees proposed in Appendix B.1 and B.2, Financial Offer Forms

First Partial Year, First Calendar Year, and Second Calendar Year Rent (Permanent Units): Percentage Rent calculated as a percentage of Gross Receipts based on the Percentage Fees proposed in Appendix B.1 and B.2, Financial Offer Forms

Table 4.1 Percentage Fees by Concession Category

| Interim Concession Operations Locations | | |
|--|---------------------------------|---|
| Concession Category | Percentage Fee in Number Format | Proposed Percentage Fee in Words |
| Food Service Concessions | | |
| Food and Non-Alcoholic Beverages | _____ % | |
| Alcoholic Beverages | _____ % | |
| Retail Concessions (including retail, hybrid, and vending units) ¹ | | |
| All Products Sold | _____ % | |
| Permanent Leased Premises Locations | | |
| Concession Category | Percentage Fee in Number Format | Proposed Percentage Fee in Words ² |
| Food Service Locations | | |
| Food and Non-Alcoholic Beverages | _____ % | |
| Alcoholic Beverages | _____ % | |
| Retail Locations (including retail and hybrid units) ¹ | | |
| All Products Sold | _____ % | |

¹ Hybrid indicates any retail unit with a food service component (i.e., newsstand with coffee)

² Percentage Fee will be updated to include the proposed and approved rent structure.

Table 4.1 of the draft Lease Agreement



Rent Structure

Permanent Units after the Second Calendar Year

Concessionaire will pay to the Authority the greater of the following on a monthly basis:

Minimum Annual Guarantee (MAG): the minimum amount of rent that will be paid annually

- MAG has been set by the Authority for each concession package for the Third Calendar Year of the Lease Agreement beginning January 1, 2027
 - **Package 1 = \$1,100,000**
 - **Package 2 = \$1,050,000**
- For the fourth and subsequent Calendar Years of the Lease, the MAG will equal 85 percent of the actual rent due and payable for the previous Calendar Year
- The MAG will never be less than the original amount set by the Authority

Percentage Rent: rent based on a percentage of Gross Receipts

- Percentage Rent should be proposed in Appendix B
- Proposers may propose a tiered rent structure that increases with sales volume for both interim and permanent units
- The Authority expects reasonable offers and is under no obligation to accept the highest financial offer proposed

Pricing Policy

Street Plus 10%

- **Street Plus 10%:** Concessionaires may charge the same prices or prices that are up to ten percent (10%) above the average price for the same or comparable products sold in comparable locations
- The Authority Pricing Policy applies to all concessionaires and is intended to promote high customer service and support a reasonable financial return
- **“Street Price”** – the price charged for an equivalent item at comparable business locations in the Omaha-Council Bluffs, NE-IA Metropolitan Statistical Area
- To determine fair, reasonable, and comparable prices, Concessionaires must conduct a price comparison and submit prices for approval
- All product pricing must be displayed, including pour sizes and prices for beer and wine



DELICIOUS FOOD
MENU

APPETIZER

| | |
|-----------------------|---------|
| Mushroom Burger | \$10.00 |
| Crispy Fried Chicken | \$10.00 |
| Fish & Chips | \$10.00 |
| Spaghetti & Meatballs | \$10.00 |
| Hotdog Sandwich | \$10.00 |

SALAD & SOUP

| | |
|---------------|--------|
| Macaroni Soup | \$3.99 |
| Tex Mex Chili | \$3.99 |
| French Fries | \$4.50 |
| Calamari | \$6.00 |
| Beef Taco | \$7.50 |

DRINKS

| | |
|------------------|--------|
| Purified Water | \$3.99 |
| Sparkling Water | \$3.99 |
| Soda In A Bottle | \$4.50 |
| Orange Juice | \$6.00 |
| Fresh Lemonade | \$7.50 |



LIQUEURS

| | | |
|-----------------|---------|---------|
| AMERICAN WHISKY | \$12.00 | \$12.00 |
| COGNAC | \$12.00 | \$12.00 |
| VANILLA | \$12.00 | \$12.00 |
| BLACK & BROWN | \$12.00 | \$12.00 |
| AMERICAN WHISKY | \$12.00 | \$12.00 |
| FRUIT & SWEET | \$12.00 | \$12.00 |
| FRUIT & SWEET | \$12.00 | \$12.00 |

BEER & ALCOPOPS

| | | |
|-----------------|---------|---------|
| LAGER BEER | \$3.99 | \$3.99 |
| IPA BEER | \$3.99 | \$3.99 |
| AMERICAN WHISKY | \$12.00 | \$12.00 |
| AMERICAN WHISKY | \$12.00 | \$12.00 |
| AMERICAN WHISKY | \$12.00 | \$12.00 |
| AMERICAN WHISKY | \$12.00 | \$12.00 |
| AMERICAN WHISKY | \$12.00 | \$12.00 |

IMPORTED BEER'S

| | | |
|------------|--------|--------|
| LAGER BEER | \$3.99 | \$3.99 |
| IPA BEER | \$3.99 | \$3.99 |
| LAGER BEER | \$3.99 | \$3.99 |
| LAGER BEER | \$3.99 | \$3.99 |

AERATED DRINKS & JUICES

| | | |
|---------|--------|--------|
| ICE TEA | \$3.99 | \$3.99 |
| ICE TEA | \$3.99 | \$3.99 |
| ICE TEA | \$3.99 | \$3.99 |
| ICE TEA | \$3.99 | \$3.99 |
| ICE TEA | \$3.99 | \$3.99 |
| ICE TEA | \$3.99 | \$3.99 |



Exclusive Arrangements

Proposer and all proposed sub-concessionaires, ACDBEs, and local business operators are not permitted to be a part of any exclusive agreement that seeks to restrict the ability of a sub-concessionaire or operator to participate as a sub-concessionaire, franchisor, licensor, or product vendor, using the same concept/brand or otherwise, with any other Proposer that may submit a Proposal in response to this RFP or any other Airport concession RFP issued by the Authority.

This requirement only pertains to exclusive arrangements between Proposer and any actual or proposed subconcessionaire(s), ACDBEs, or local business operators.

This requirement does not restrict Proposer's right to enter into or maintain exclusive joint venture partnerships, exclusive franchise or licensing arrangements with national brands, nor shall it prohibit Proposer from requiring that proposed sub-concessionaires, ACDBEs, or local business operators enter into appropriate nondisclosure agreements governing proprietary information.



Airport Concession Operations



- **Open 365 days per year**
- Minimum Hours of Operation: 4:00 a.m. or 5:00 a.m. to 8:00 p.m.
 - Hours must adjust to accommodate flight delays
- Accommodating passenger/customer flows
- Potentially higher operational costs
- Security regulations and employee background checks
 - All airside employees pass through security checkpoint
- Typically, higher productivity

ACDBE Participation

RFP INFORMATION

Outreach and Interest from Local Community

- The Authority is seeking **meaningful, local participation** in the concepts proposed for Eppley Airfield and the purchase of food service products and supplies
- Engaging local businesses is essential to successfully meeting the stated goal for a **concession program reflecting modern Omaha**
- **Local businesses have expressed interest** in participating in the new program at Eppley Airfield. To facilitate and encourage inclusion, contact information for these businesses will be provided.



ACDBE Participation

Airport Concessions Disadvantaged Business Enterprise (ACDBE)

- The ACDBE program was developed by the Department of Transportation (DOT) to level the playing field for small businesses wishing to participate in airport concession contracting opportunities
- The goal for food service and retail concessions within the scope of this solicitation is **13.6 percent**, as measured by total estimated annual gross receipts
- ACDBE goals can be met through leases, subleases, joint ventures, or other legal arrangements that meet the eligibility requirements in 49 CFR Part 23, Subpart C
- **ACDBE proposers must be certified in the state of Nebraska by the Notice of Award date**



ACDBE Certification References

ACDBE Certification is administered through the Nebraska Unified Certification Program (NUCP) under the control of the Nebraska Department of Transportation (NDOT)

<https://dot.nebraska.gov/business-center/civil-rights/>

Information can also be found on the Omaha Airport Authority website, including a list of currently-certified businesses:

<https://www.flyoma.com/omaha-airport-authority/dbe-acdbe/>

Proposal Submittal and Evaluation

RFP INFORMATION

RFP Submittal Requirements

Proposer shall submit **one original, printed copy** of the Proposal signed by an authorized official **and an electronic PDF copy** of the Proposal on a flash drive in accordance with the details outlined in **Section 6 of the RFP**.

Proposal Sections

1. Cover Letter, Covenant to Execute Lease, and Proposal Checklist
2. Proposer's Background, Experience, and Financial Capability
3. Concept Development
4. Management, Staffing, Training, and Incentives
5. Operations, Maintenance, and Environmental Sustainability
6. Transition Plan and Interim Operations
7. Financial Projections and Financial Offer
8. Design, Materials, and Capital Investment
9. Marketing, Promotions, and Customer Service Plan
10. ACDBE Participation
11. Proposal Guarantee
12. Acknowledgement of Addenda
13. Certification and Execution

Evaluation Process

Proposals will be evaluated based on the following criteria:

- Proposer's Background, Experience, and Financial Capability
- Concept Development
- Management, Staffing, Training, and Incentives
- Operations, Maintenance, and Environmental Sustainability
- Transition Plan and Interim Operations
- Financial Projections and Financial Offer
- Designs, Materials, and Capital Investment
- Marketing, Promotions, and Customer Service Plan
- ACDBE Participation

The listed evaluation criteria are not of equal value or decision weight



Additional Information

- Concession leases are not binding until approved by the Authority and executed by the CEO
- **Proposals must include all units in a package to be considered responsive**
- All correspondence with the Authority, including Proposals in response to this RFP, will become public records under the Nebraska Public Records Act
- The Authority will not disclose any part of any Proposal prior to award recommendation

Timeline and Key Dates

RFP Timeline and Key Dates

| Task | Prospective Date(s) |
|--|--|
| <i>RFP Issued</i> | <i>March 18, 2024</i> |
| Pre-Proposal Conference and Terminal Walkthrough | April 9, 2024 |
| RFP Question Deadline | April 26, 2024 |
| Proposal Due Date | June 14, 2024, 2:00 p.m. Central Time |
| Proposer Interviews, if necessary | July 17-18, 2024 |
| Notice of Intent to Award | August 8, 2024 |
| Concession Agreement Signed by Selected Proposer | August 15, 2024 |
| Concession Agreement Signed by Authority | August 21, 2024 |
| Finalize Transition Plan | September – December 2024 |
| Commencement of Interim Operations | January 1, 2025 |

TMP Construction Timeline

A majority of the new concession program is projected to open in March 2027.

Leases Signed
August 2024

Finalize Transition Plan
Sept. - Dec. 2024

Begin Interim Operations
January 1, 2025

Begin Tenant Improvements in Central Pavilion & North Concourse
Sept. 2026

Begin Central Pavilion & North Concourse Operations
Mar 2027

Begin Tenant Improvements in South Concourse
June 2027

Begin South Concourse Operations
Sept. 2027

NOTE: Construction and operational dates are estimates and subject to change

Why Eppley Airfield?

Why Eppley Airfield?



1 Service

Great opportunity to serve the traveling public

2 Outreach

Extend your business' reach to the local and national community

3 Environment

Operate in a vibrant and dynamic environment

Become part of the OMA Community!

Questions?

Thank you for participating!

Submit all questions in writing to email:
ConcessionsRFP@FlyOMA.com