

BUILD OMA



**Common-Use Lounge
Industry Day**

March 20, 2025

Introductions

Omaha Airport Authority



Jason Snowden, Chief Commercial Officer



Steve McCoy, Chief Strategy and Technology Officer



Steph Gaston, Procurement Contact

Agenda

Introductions

Terminal Modernization Program Overview

Future Concession Program

Common-Use Lounge Concession

Solicitation Information

Key Lease Terms

Questions

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

5.2

Million
Passengers
Served in 2024

7

Air Carriers

33

Non-Stop
Destinations

70

Daily
Departures



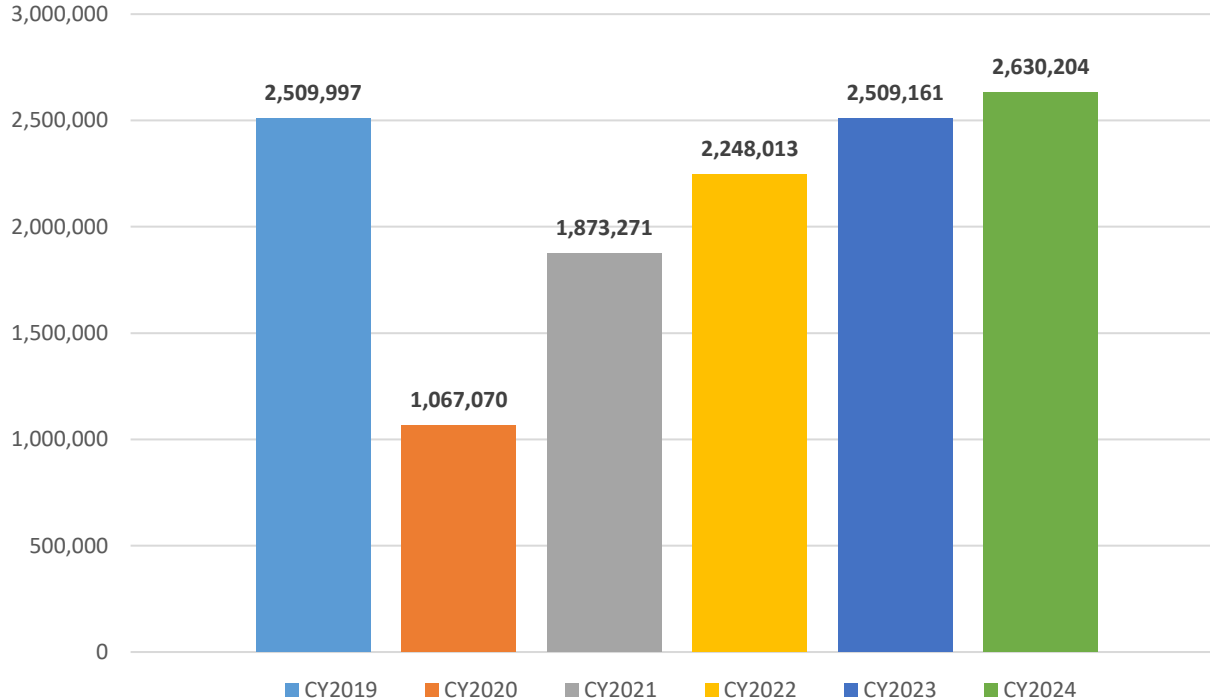
BUILD **OMA**

Market

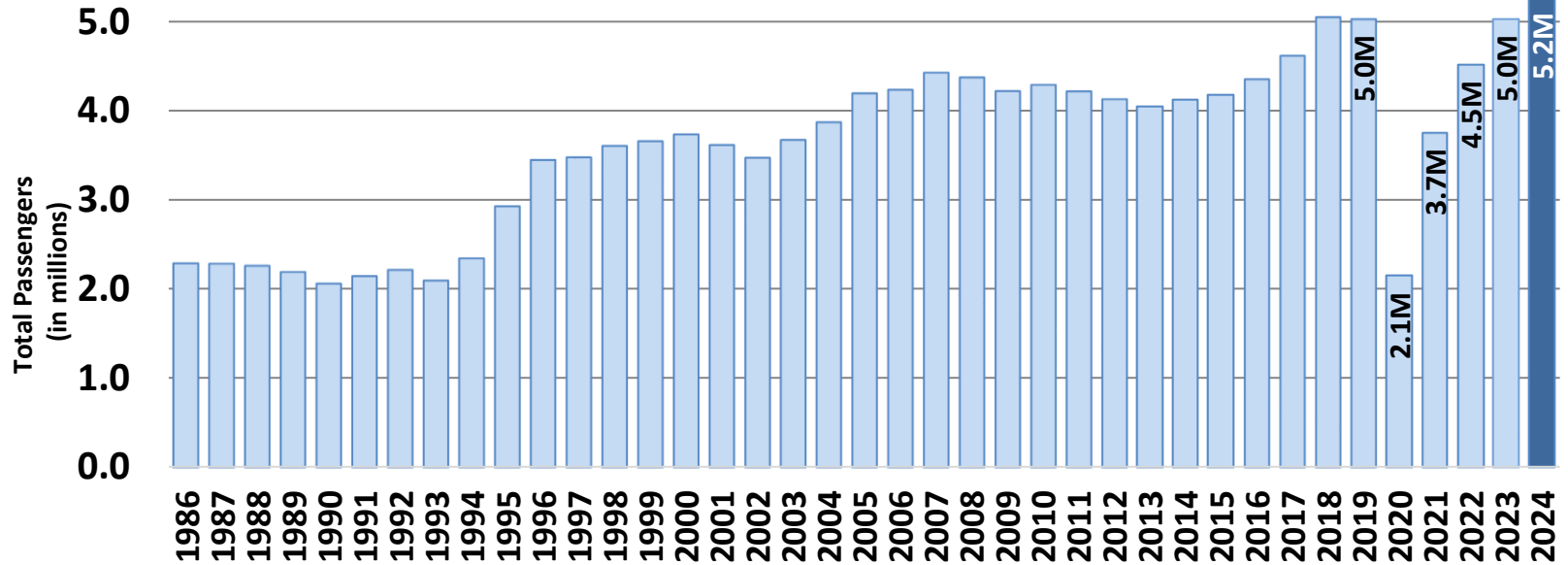
Omaha-NE-IA Metro Area Market

- **Fortune 500 Headquarters:** Berkshire Hathaway, Union Pacific, Mutual of Omaha, Kiewit Corporation, TDAmeritrade/Charles Schwab
- **Additional Corporate Headquarters:** Valmont Industries, Werner Enterprises, HDR, Green Plains, FNBO, among many others
- **Population:** 984,548 (U.S. Census 2023)
- **Median Household Income** exceeds U.S. average at \$81,376 (U.S. Census 2023)
- **Population Age:** 60% between 18 and 64 years of age; 37 median age (U.S. Census 2023)
- **Universities and Colleges:** University of Nebraska Omaha, Creighton University, Clarkson College, College of St. Mary, Metro Community College, Nebraska Methodist, University of Nebraska Medical Center
- **Key Events:** NCAA Men's College World Series, Pinnacle Bank Golf Championship, Omaha Fashion Week (4th largest in US), Berkshire Hathaway Annual Shareholder Meeting

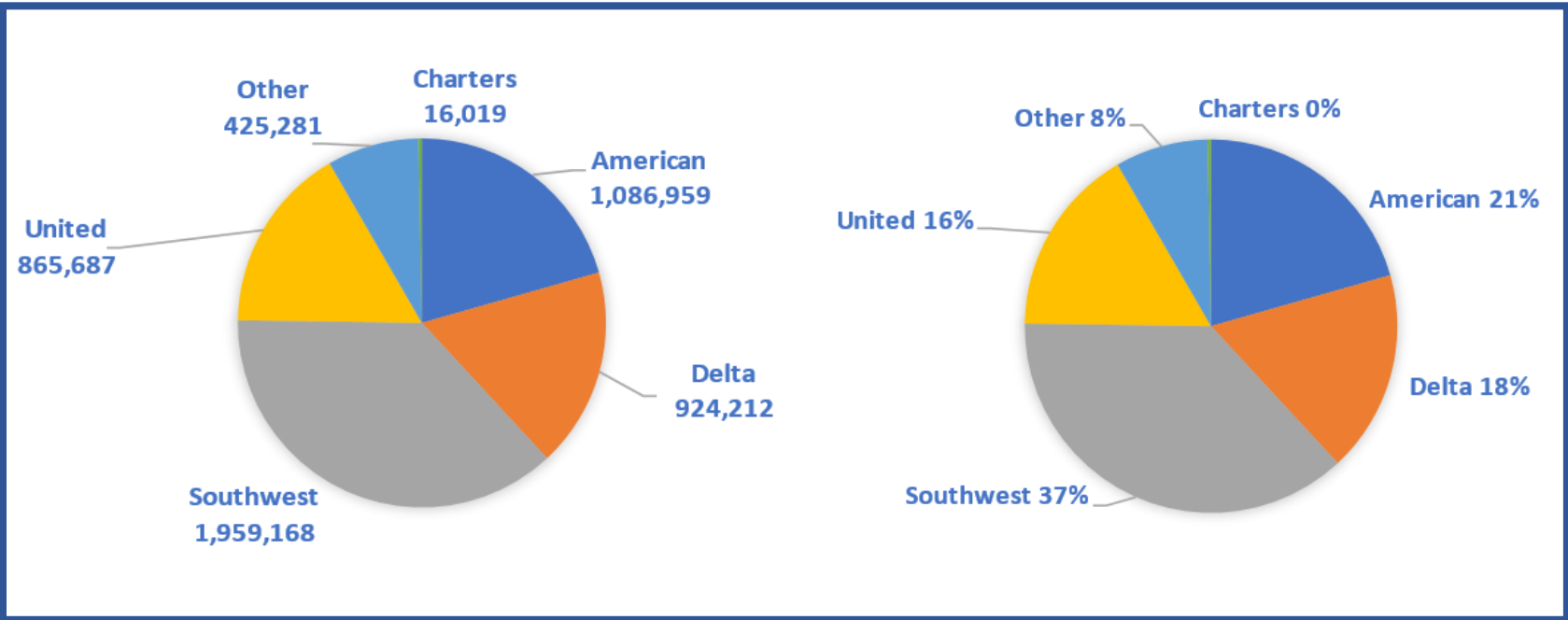
Eppley Airfield Annual Enplanements



Eppley Airfield Total Passengers

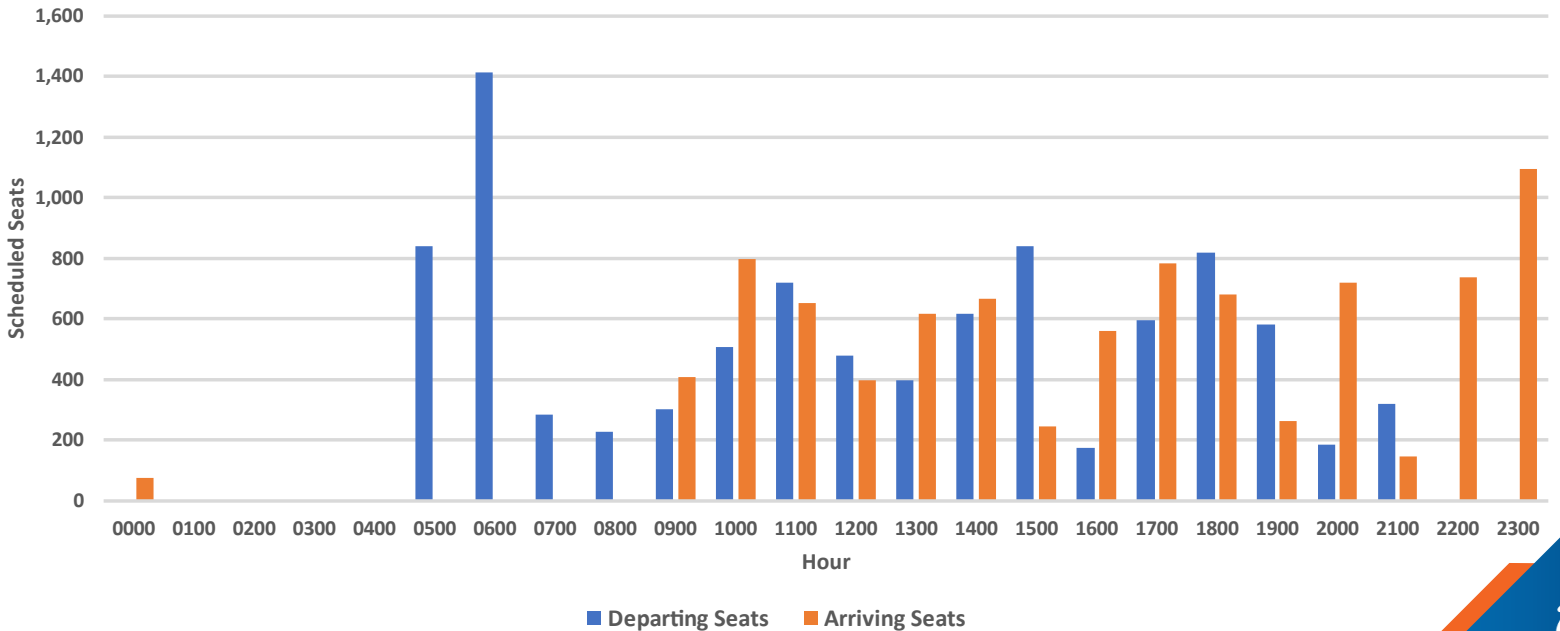


Airline Market Share



Airline Seats Per Hour

Arriving/Departing Seats Per Hour
March 6, 2025



Terminal Modernization Program (TMP)

OVERVIEW


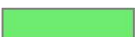
Eppley Airfield Terminal - Today

- Served over five million passengers in 2024
- Security checkpoint located at entrance to each concourse
- Ten gates per concourse
- Domestic flights only
- 33,100 square feet of concession space
- No common-use or airline lounges



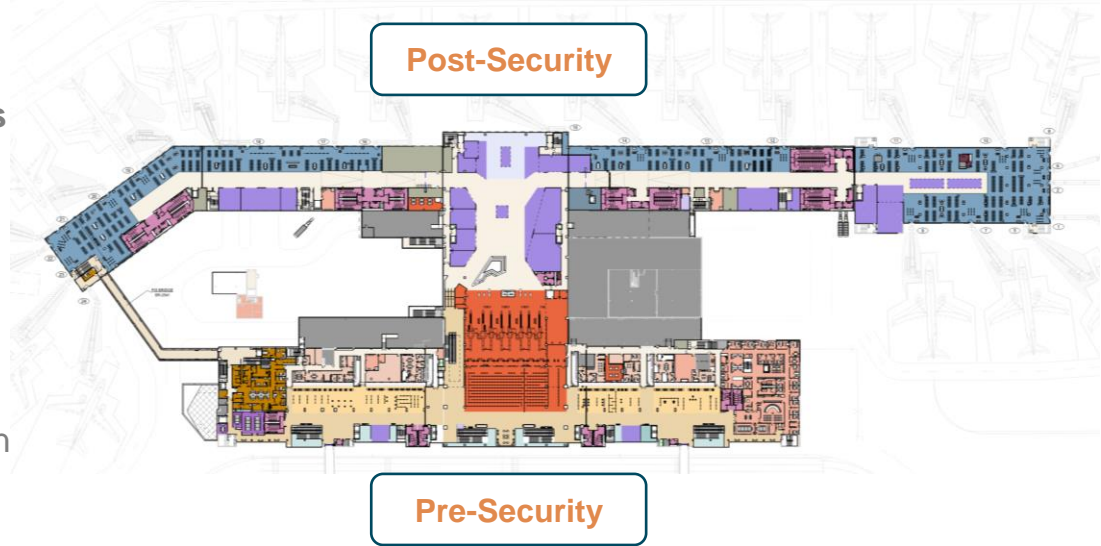
TMP Overview



-  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 2024



End-to-End Terminal Modernization



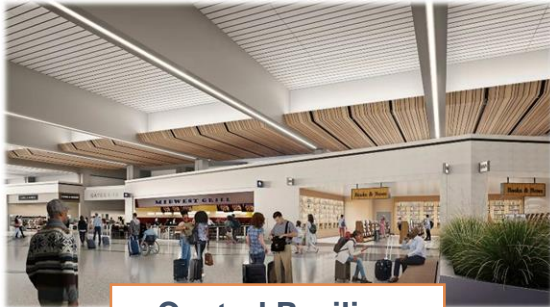
Entryway



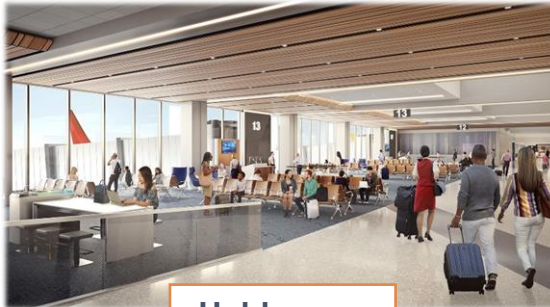
Checkpoint



Restrooms



Central Pavilion



Holdrooms



International Arrivals

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.



TMP Progress



Future Concession Program

Food Service and Retail Concession Plan

LEVEL 2 »

Hudson



- Retail
- Food Service

LEVEL 1 »



Future Retail Program



Future Food Service Program



Future Concession Concepts

Operator: Hudson Group Joint Venture

Concept	Location	Sq. Ft.
Hudson with Scooter's Coffee	Pre-Security	746
50 th Street Market by Hudson	Pre-Security	680
iPorte	Central Pavilion	654
Uniquely Omaha	Central Pavilion	2,011
Starbucks	Central Pavilion	960
Pitch Pizza	Central Pavilion	3,216
Blackstone Supply by Hudson + The Bookworm	Central Pavilion	2,733
Hudson with Scooter's Coffee	North Concourse	1,057
Hudson	South Concourse	1,561

Future Concession Concepts

Operator: Plum Market, GPMM, Tersylbran Joint Venture

Concept	Location	Sq. Ft.
Plum Market Grab & Go	Pre-Security	935
Panda Express	Central Pavilion	817
Chicken Guy!	Central Pavilion	1,033
Sambazon Acai Bowls	Central Pavilion	414
Plum Market with Bar & Deli	Central Pavilion	2,780
Hollywood Candy	Central Pavilion	316
Runza	North Concourse	782
Block 16	North Concourse	1,909
The Mill Coffee and Tea	South Concourse	700
The Mill Coffee and Tea	South Concourse	700
Fernando's Café & Cantina	South Concourse	2,718

Common-Use Lounge Concession

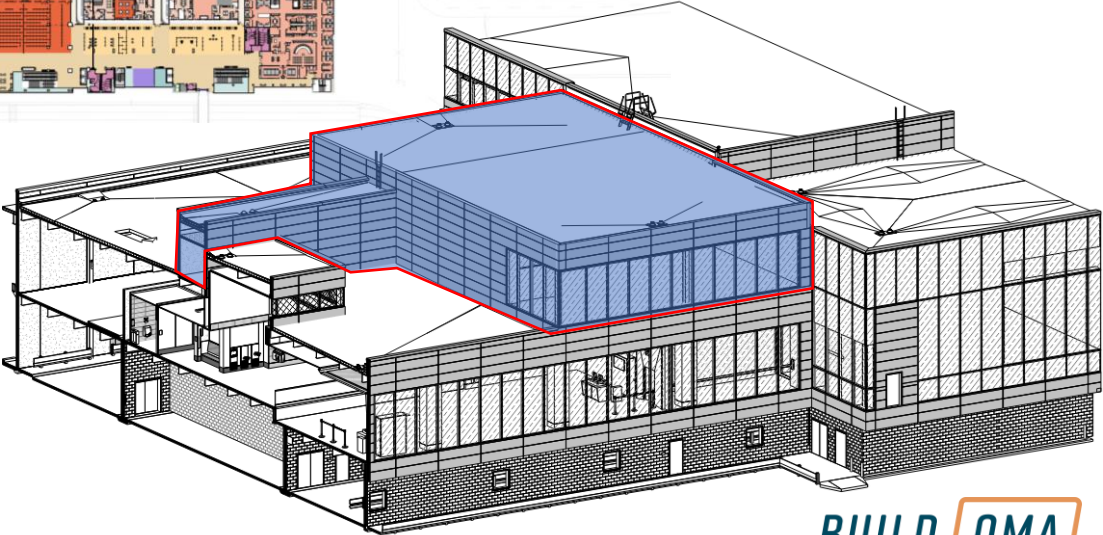


Common-Use Lounge

Goals

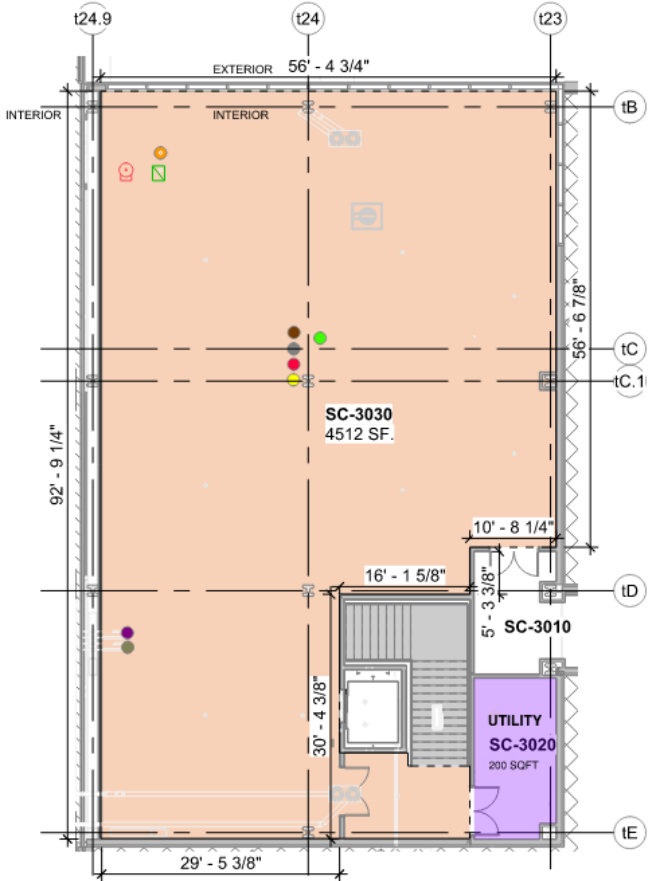
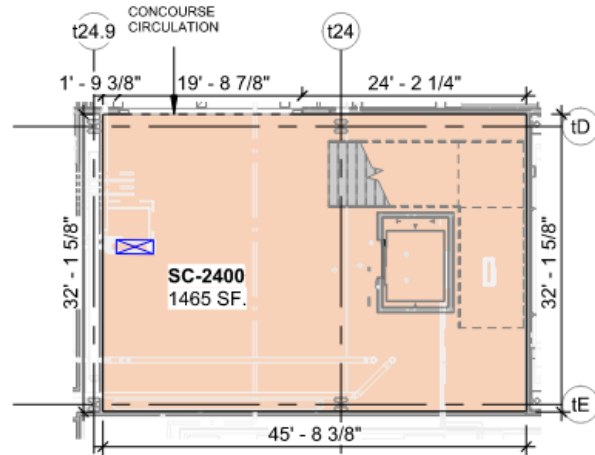
- Upscale common-use lounge for all passengers
- Attractive, complementary design
- Competitive pricing
- Opportunities for local participation
- Premier customer service
- Customer-focused operating hours

Common-Use Lounge Plan



Common-Use Lounge Plan

- 6,000 square feet on Level 2 and Level 3 in the Central Pavilion
- Entrance lobby on Level 2
- Dedicated elevator and stair



Common-Use Lounge Plan



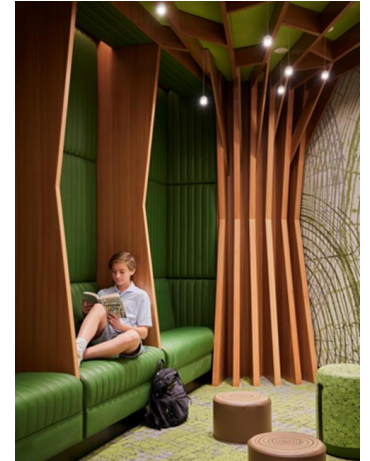
Common-Use Lounge

Required Services and Amenities

- Food and beverages for all day parts
- Food service options that address dietary needs
- Full-service bar
- Contactless payment
- Complimentary local and national newspapers and periodicals (e-version)
- Cable television
- Complimentary Wi-Fi
- Charging ports

Optional Services and Amenities

- Concierge services
- Restroom(s)
- Business center with printing capability
- Individual workspaces
- Relaxation zone
- Quiet space



Opportunities for Involvement

- Prime concessionaire
- Joint venture
- Sub-concessionaire
- Supplier
- Designer
- Contractor

No exclusive local business agreements

Solicitation Information

Solicitation

- Common-use lounge concession opportunity will be competitively solicited through a **Request for Proposals (RFP) process**
- Omaha Airport Authority **encourages participation from local businesses**
- Concession lease is not binding until approved by the Authority and executed

Target Solicitation Schedule



A majority of the new concession program is projected to open between October 2026-March 2027.



* Tentative date to be refined such that build out and opening are coordinated with the opening of the Terminal Modernization Program central pavilion

Solicitation Protocol

- All correspondence with the Authority, including Proposals in response to the 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
- **Prior to RFP**
 - Questions may be submitted to the Authority
 - There is no limitation on discussion between interested parties
- **After RFP Issuance – Communication Prohibition**
 - Prospective proposers are not to discuss the RFP with any Authority employee, Board member, or anyone associated with an Authority employee or Board member
 - Questions or concerns may only be addressed to the Procurement Contact assigned to this RFP



Key Lease Terms

Minimum Qualifications

- **Minimum of three-years** of successful and relevant experience **in the last six years** in the marketing, development, operation, and direct management of a common-use lounge in an airport environment generating at least \$1,000,000 in average annual gross receipts per lounge
 - 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

Lease Term & Operations

- Lease Commencement Date: **Target is October 2026***
- Lease Term: **10 years**
- Operations: **Open 365 days per year**
- Minimum Hours of Operation: **4:00 a.m. to 8:00 p.m.**
 - Hours must adjust to accommodate comprehensive flight delays due to weather or other irregular events



Capital Investment

- Selected Proposer will be responsible for the **design and complete build-out of the common-use lounge** in compliance with minimum initial investment requirements and Tenant Design Guidelines
- The **Authority will provide shell conditions**, including framed demising walls between public areas and the Leased Premises, concrete slab flooring, unfinished ceiling (as needed), elevator and stairs, and appropriate utility access
- A **Minimum Initial Investment of \$500 per square foot** must be made in the leasehold improvements
- A **minimum of 15 percent of the Initial Investment Amount** will be required for refurbishments no later than June 30, 2032

Rent Structure

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

- **Minimum Annual Guarantee (MAG):** Minimum amount of rent that will be paid annually
 - MAG will be set by the Authority for the First Full Calendar Year of the Lease Agreement beginning when the Terminal Modernization Program central pavilion opens
 - For the second and subsequent Calendar Years of the Lease Agreement, 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 MAG for the First Full Calendar Year
- **Percentage Rent:** Rent based on a percentage of Gross Receipts
 - Percentage Rent will be proposed by proposer
 - Proposers may propose a tiered rent structure that increases with sales volume
 - The Authority expects reasonable offers and is under no obligation to accept the highest financial offer proposed

Why Eppley Airfield?



1 Service

Great opportunity to serve the traveling public

2 Market

Strong corporate, health, and education market

3 Environment

Operate in a vibrant and dynamic environment

Become part of the OMA Community!

Questions?

Thank you for participating!

For additional information or questions, email:
ConcessionsRFP@FlyOMA.com