



Public Value





Local Brand

Company founded in the State of Indiana with street-side location(s)

+50%



Sense of Place

Interior Design/
Brand
Represents
Indiana Culture

+100%



ACDBE
Business
Diversity
Partnerships

+300%

KEY BUSINESS TERMS

LENGTH OF TERM: 10 YEARS (ONCE CONSTRUCTION IS COMPLETED)

MINIMUM ANNUAL GUARANTEE (MAG): YEAR ONE MAG ESTABLISHED IN RFI. RECALCULATED EVERY YEAR BASED ON SALES.

COMMON USE FEE (CUF): FOOD & BEVERAGE = 3% of GROSS SALES

ACDBE GOAL: 12%





RECOMMENDATION

SSP AMERICA





KEY RESPONSE ELEMENTS

+MAG \$928,428 or 13% of Food/Alcohol Sales +6,960 sq. ft. (5 Locations)



Ownership

70% SSP America 15% JV w/ Cielo Concessions (MBE) 15% JV w/ Air Ventures (MBE)



+30% ACDBE Participation



RECOMMENDATION

HMS HOST







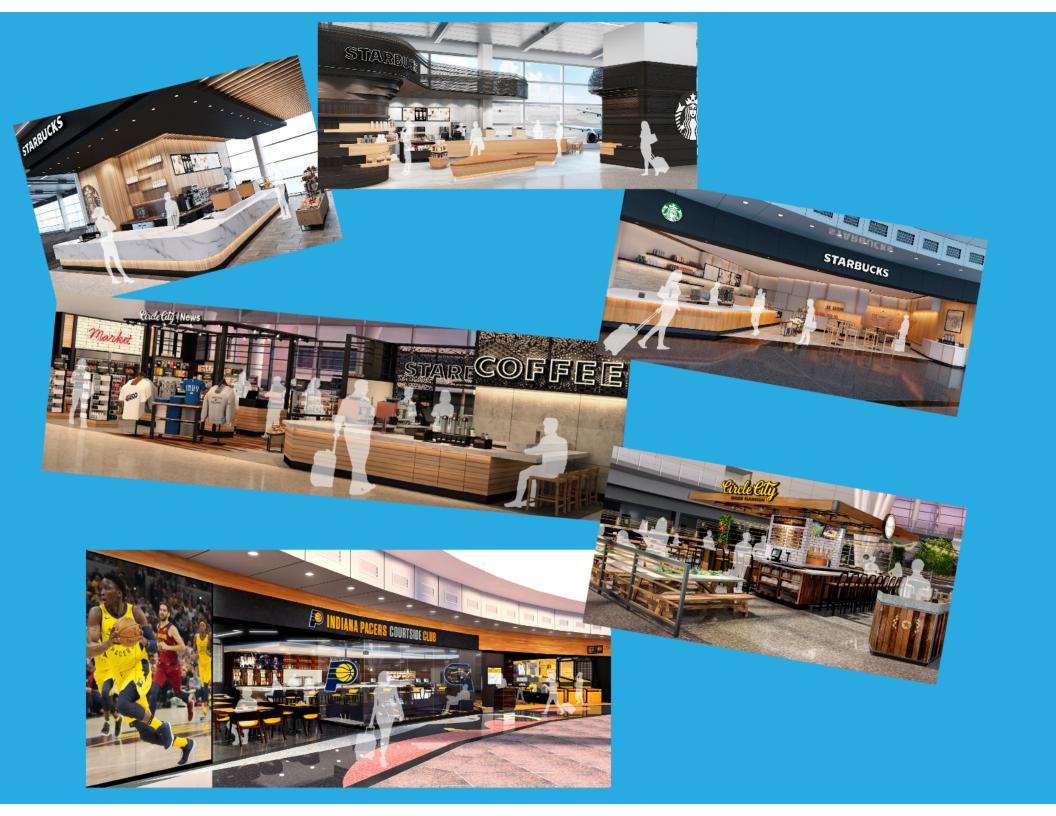
KEY RESPONSE ELEMENTS

+MAG: \$717,267 or 11% of Food/Alcohol Sales +11,202 sq. ft. (6 Locations)

Ownership

80% HMS Host 10% JV w/ VDV Concessions (WBE) 10% JV w/ DCG (WBE)

+20% ACDBE Participation



RECOMMENDATION
OHM CONCESSION
GROUP







+ MAG: \$401,451 or 13% of Food Sales/15% of Alcohol Sales +5,683 sq. (3 locations)

Ownership

90% OHM Concession Group (MBE) 10% Creo Technology, Inc. (MBE)

+100% ACDBE Participation



SSP AMERICA



+ KEY RESPONSE ELEMENTS

Current MAG: \$438,910 or

12.5% Food Sales/14.5% Alcohol Sales

Additional MAG: \$143,736

Collective MAG: \$582,646 or 16% of Food/Alcohol Sales

+3,450 sq. ft. (current Harry & Izzy's) 1,697 sq. ft.(expansion of Harry & Izzy's) Future Total Sq. Ft. = 5,147

> Ownership 51% SSP America 49% Huse Culinary

+ ACDBE Participation fulfilled via Food & Beverage Package #01





RECOMMENDATION

HMS Host



KEY RESPONSE ELEMENTS

+MAG: \$158,572 or 13% - 15% of Sales (tiered scale) +745 sq. ft. (1 location)

Ownership

80% HMS Host 10% JV w/ VDV Concessions (WBE) 10% JV w/ DCG (WBE)

+20% ACDBE Participation



HMS Host



+MAG: \$121,009 or 12% - 15% of sales (tiered scale) +745 sq. ft. (1 location)

Ownership

80% HMS Host 10% JV w/ VDV Concessions (WBE) 10% JV w/ DCG (WBE)

+ 20% ACDBE Participation





Concourse A





Next Steps

- Phase One Construction Begins April 2019
- Anticipated Construction Completion Date 2022



INDIANAPOLIS INTERNATIONAL AIRPORT



