

**IND Concessions Refresh
Food & Beverage Package
Recommendations**



**IND Concessions Refresh
Food & Beverage Package
Recommendations**



Public Value

Progress

♥ *Pride*





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%



Food & Beverage Package #01

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



Food & Beverage Package #02

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



Food & Beverage Package #04

RECOMMENDATION
OHM CONCESSION
GROUP



KEY RESPONSE ELEMENTS

+ 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



Food & Beverage Package #05

RECOMMENDATION 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

Food & Beverage Package #09

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



Food & Beverage Package #10

RECOMMENDATION HMS Host



KEY RESPONSE ELEMENTS

- +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



Concourse B





Next Steps

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



INDIANAPOLIS INTERNATIONAL AIRPORT



Q&A

**IND Concessions Refresh
Food & Beverage Package
Recommendations**

