



**BUSINESS ADMINISTRATION
COMMITTEE**

CONCESSIONS UPDATE

REDEVELOPMENT PROGRAM

OCTOBER 2014



AGENDA

- **GOALS**
- **RESULTS**
- **NEXT STEPS**



GOALS

- **Innovation** New, creative, customer-focused offerings
- **Competition** Open process, industry outreach, public discussion of opportunities
- **Revenue** Enhanced per passenger spending
- **Inclusion** Opportunities for large, medium and small participants; local, regional and national participants; and Airport Concession Disadvantaged Business Enterprises (ACDBEs)
- **Speed** Rapidly phased re-development while maintaining acceptable level of service



RESULTS



PHASES I, 2 & 3 EXECUTED LEASES (DCA & IAD) Guaranteed Annual Revenue

- Base Aggregate
 - Minimum Annual Guarantee **\$10.7M/yr**
- Awarded Aggregate
 - Minimum Annual Guarantee **\$24.5M/yr**
- Net Increase in Aggregate Minimum Annual Guarantee **\$13.8M/yr**



PHASES I, 2 & 3 EXECUTED LEASES (DCA & IAD) Projected Total Annual Revenue

- Base Aggregate

Total Revenue	\$21.4M/yr
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- Awarded Aggregate

Projected Total Revenue	\$30.6M/yr
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- Net Increase in Aggregate

Total Projected Revenue	\$9.3M/yr
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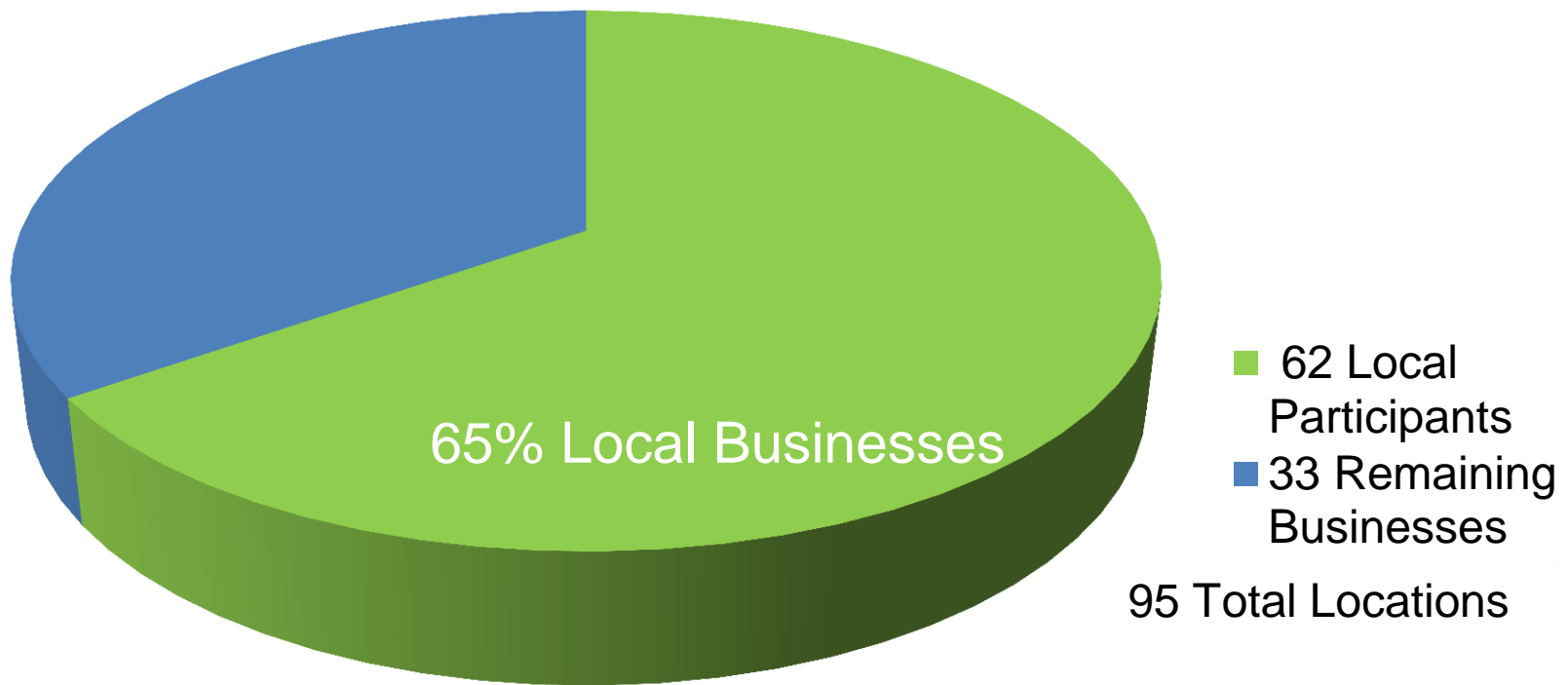
PHASES 1, 2 & 3 EXECUTED LEASES (DCA & IAD) Disadvantaged Business Enterprise Participation (“ACDBE”)

- Base Participation in
Phases 1, 2 & 3 Locations **34%**
- Awarded Participation in
Phases 1, 2 & 3 Locations **43%**

*Based upon total actual sales as compared to total projected sales in Phases 1, 2 & 3



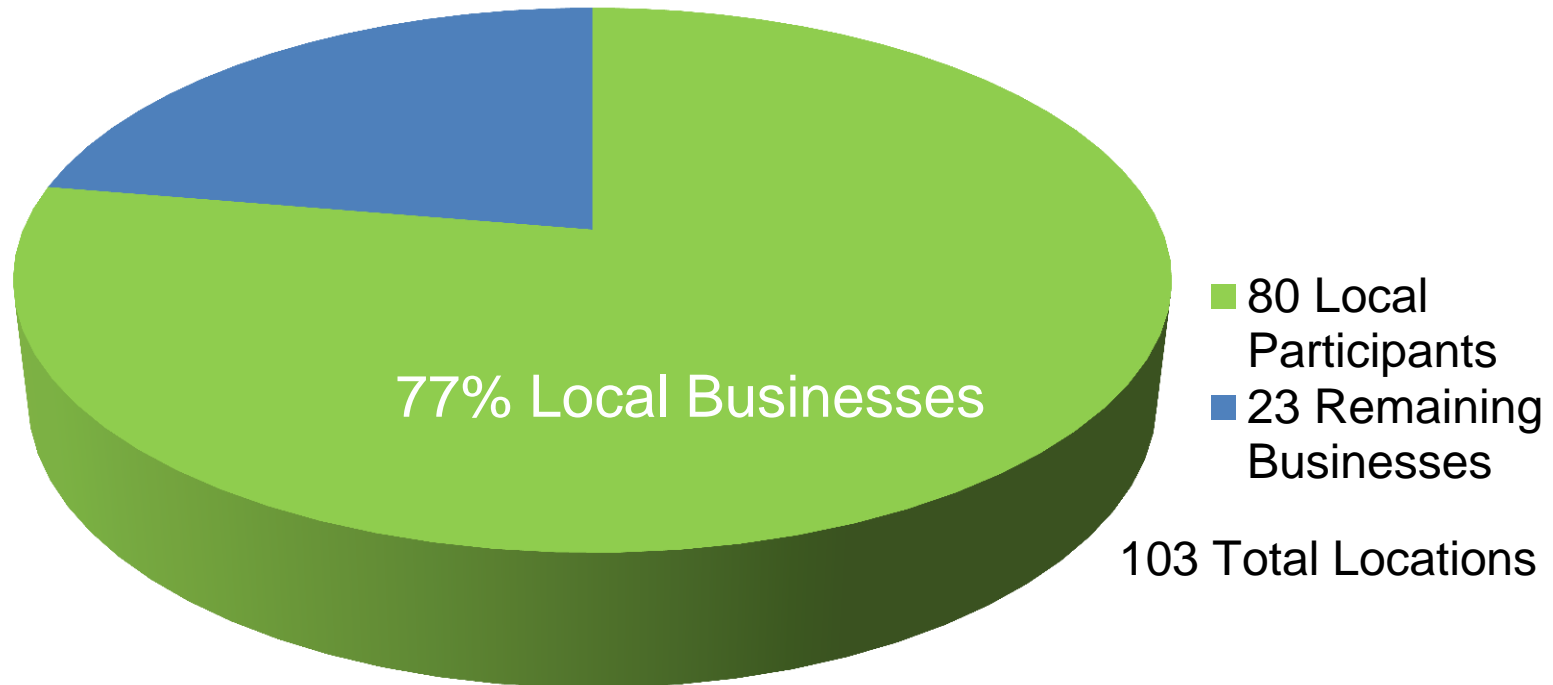
PHASES I, 2 & 3 EXECUTED LEASES (DCA & IAD) Base Local Business Involvement



*Based upon total number of concession locations in the initial program



PHASES 1, 2 & 3 EXECUTED LEASES (DCA & IAD) Awarded Local Business Involvement



*Based upon total number of concession locations in Phases 1, 2 & 3

BRANDS AT REAGAN NATIONAL PHASE 1



BRANDS AT REAGAN NATIONAL PHASES 2 & 3



BRANDS AT DULLES INTERNATIONAL

PHASE 1

WASHINGTONIAN

THE WASHINGTON
Informen



TUMI



BURBERRY

Hudson



ESTÉE
LAUDER

au bon pain.
café bakery



BRANDS AT DULLES INTERNATIONAL PHASES 2 & 3



MICHAEL KORS



SOLSTICE
SUNGLASSES

BURBERRY

PINK

L'OCCITANE



INMOTION
ENTERTAINMENT



BAR SYMON
kitchen * taphouse

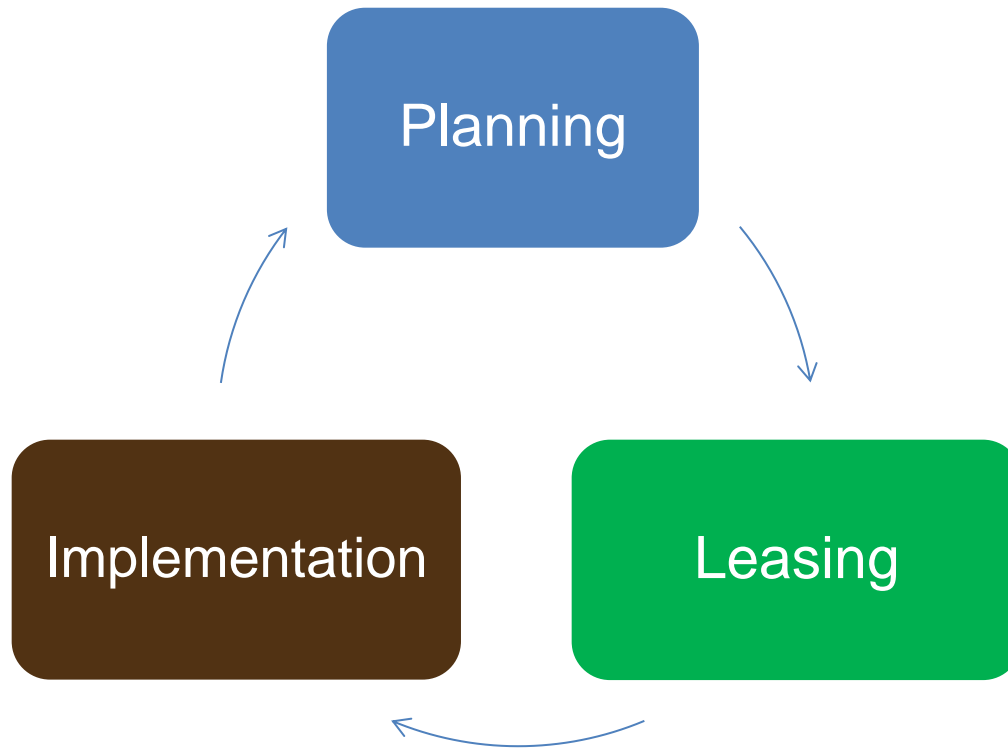


iTravel

capitol city
ink



REDEVELOPMENT PROGRAM





REDEVELOPMENT PROGRAM Implementation

MWAA Team

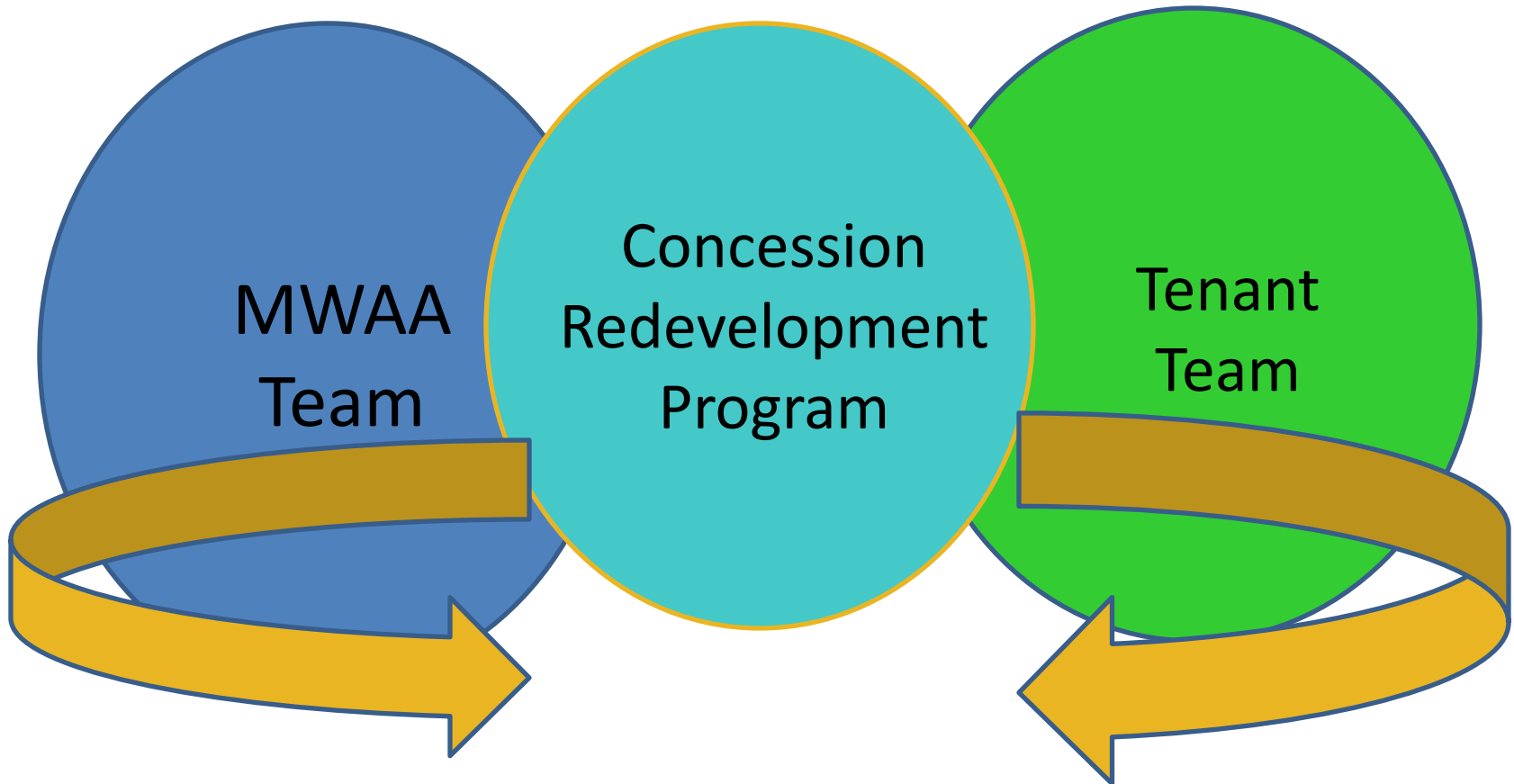
- Concessions
- MarketPlace Development
- Equal Opportunity Programs
- Engineering
- Tenant Coordinator
- Communications
- Airport Manager's Office
- Airport Operations

Tenant Team

- Owner
- Operator
- Designer
- Construction Team



REDEVELOPMENT PROGRAM Implementation





NEXT STEPS



REDEVELOPMENT PROGRAM

Ongoing Activities

- Phase 1 Management Oversight
- Phase 2 & 3 Design & Construction
- Phase 4 Leasing
 - 6 stores at DCA (retail and quick service food)
 - 14 stores at IAD (retail, newsstand, spa (option) and quick service food, restaurant/bars)
 - September 23 - MarketPlace Development Phase 4 Leasing Outreach
 - October 8 - Department of Small and Local Business Development Outreach (“DSLBD”)
- Updated Phasing Schedule Under Development



Ronald Reagan Washington National Airport



Dulles Corridor Metrorail Project



Dulles Toll Road



Washington Dulles International Airport

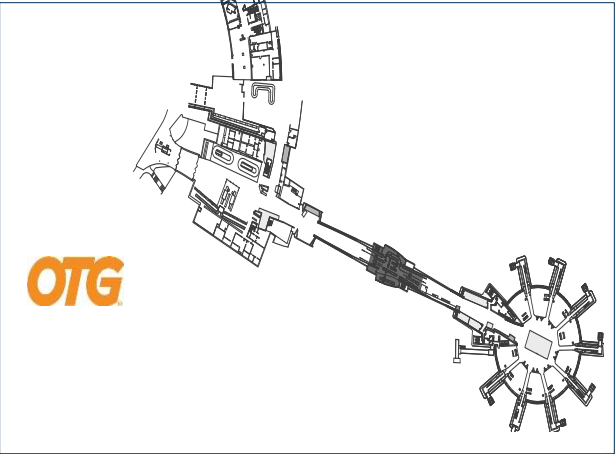
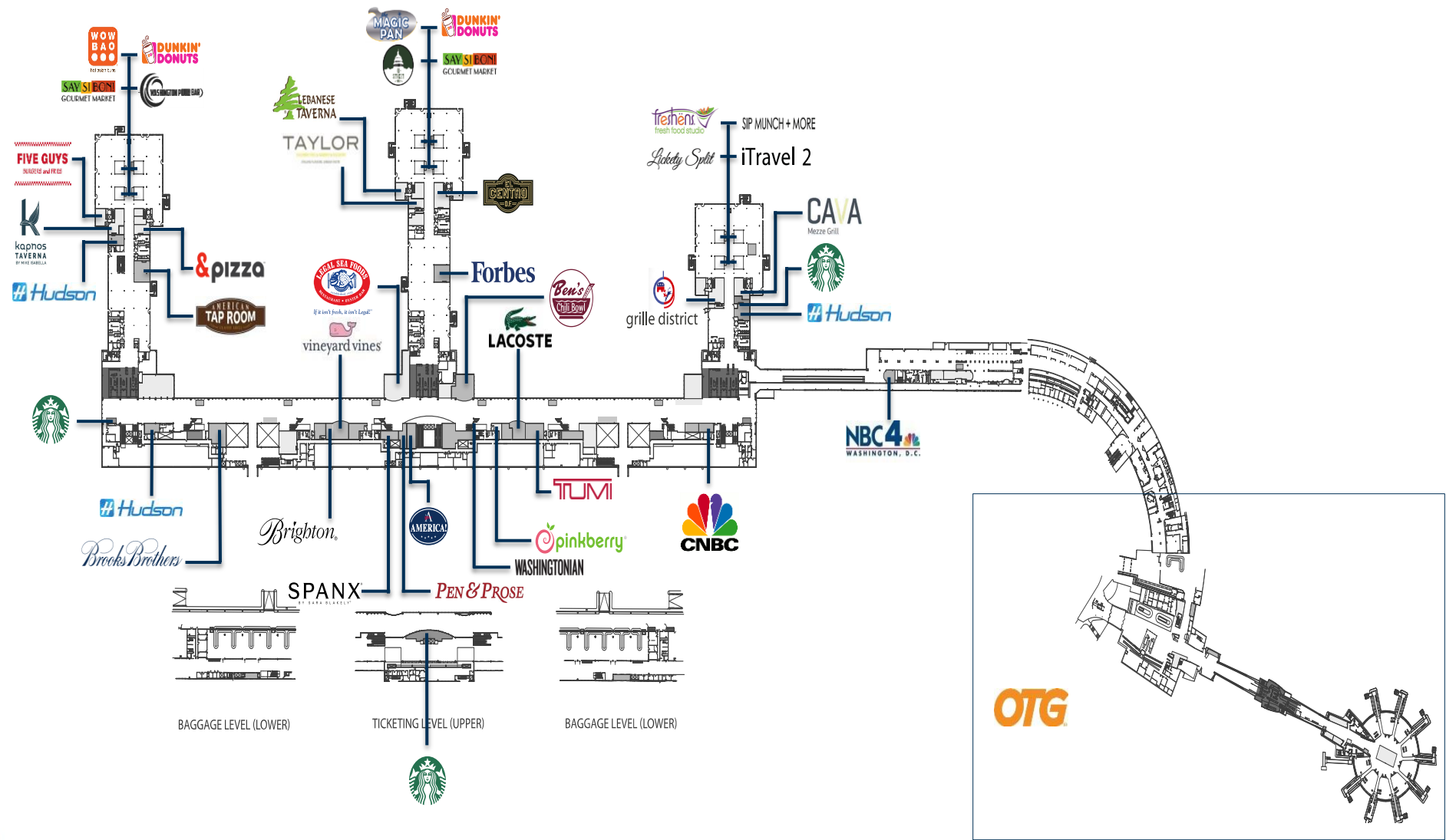


METROPOLITAN WASHINGTON
AIRPORTS AUTHORITY



APPENDIX

REAGAN NATIONAL LEASING UPDATE





NATIONAL



Legal Sea Foods



NATIONAL



Vineyard Vines



NATIONAL



Five Guys





NATIONAL



Lacoste



NATIONAL



Hudson





NATIONAL



Brooks Brothers



NATIONAL



Brighton



NATIONAL



Pinkberry





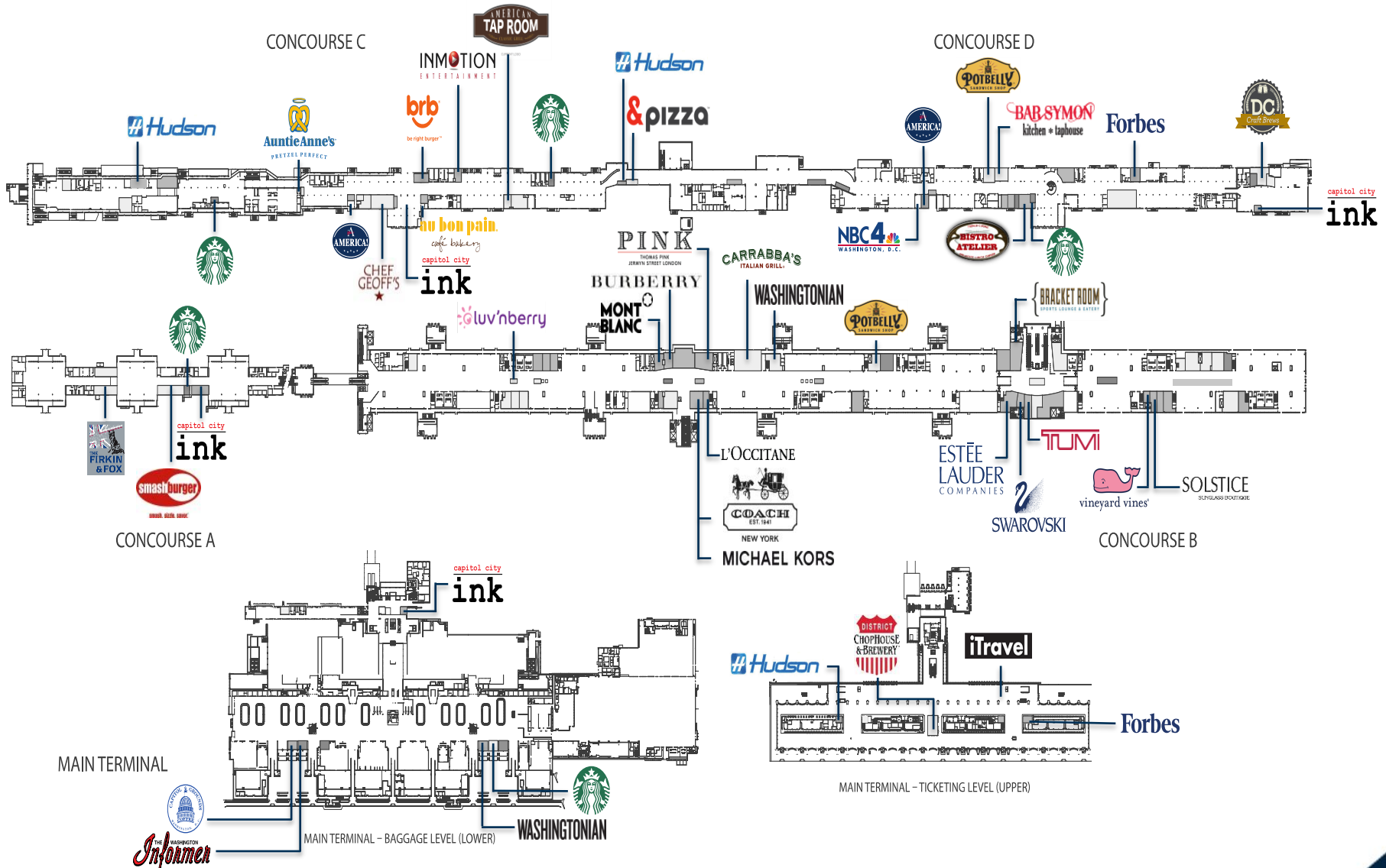
NATIONAL



Ben's Chili Bowl



DULLES INTERNATIONAL LEASING UPDATE





DULLES



Au Bon Pain



DULLES



Tumi





DULLES



Bistro Atelier



DULLES

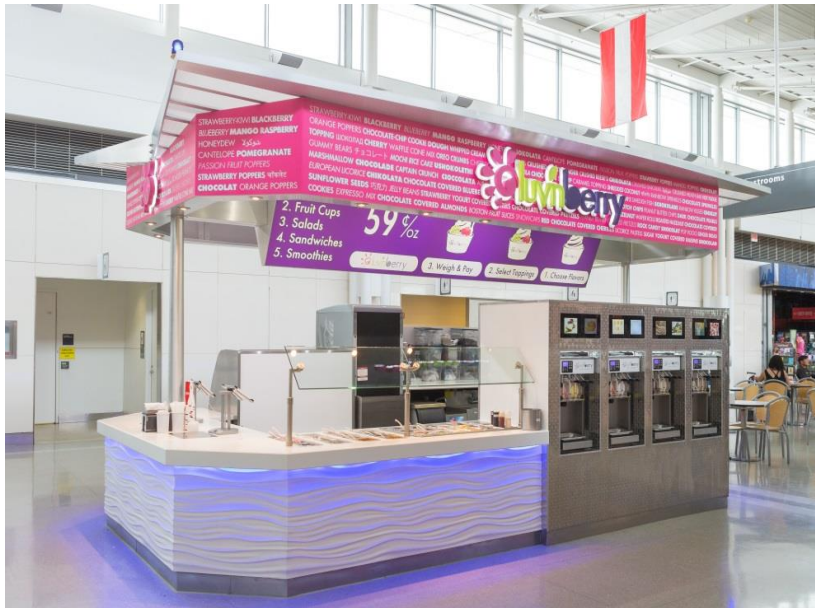


Washingtonian
(Paradies)



DULLES

luv'nberry



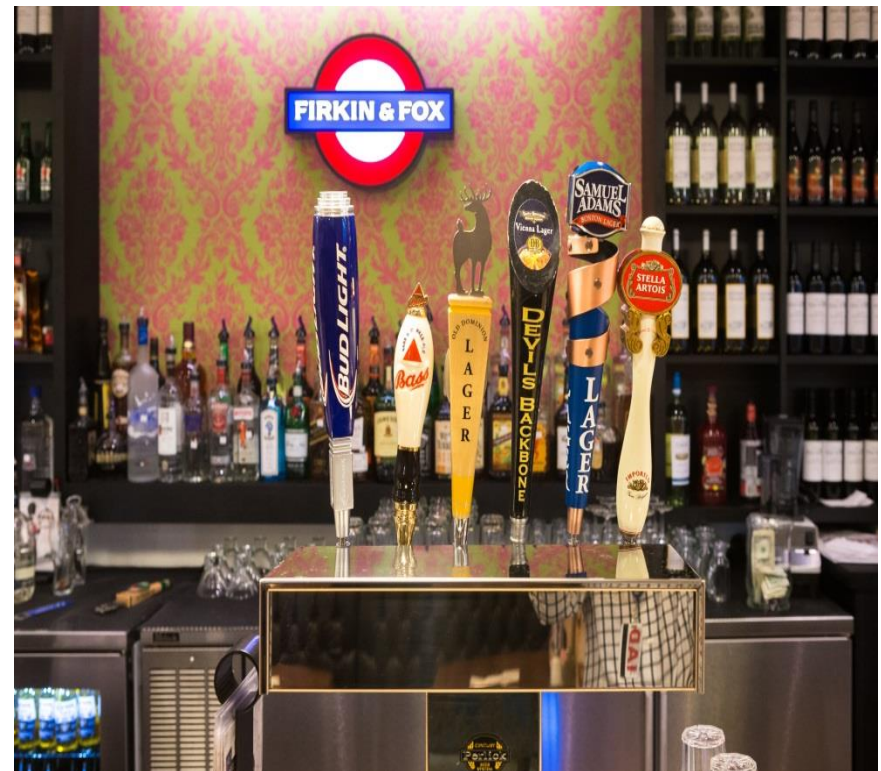
Auntie Anne's
Pretzels



DULLES



Firkin & Fox





DULLES



Swarovski





DULLES



AMERICA!





DULLES



Estee Lauder

