



# “A Taste of Rhode Island”

Pre-Proposal Open House

February 24, 2023, March 3, 2023 &  
March 10, 2023



**Rhode Island**  
Airport Corporation

# Timeline for the procurement process

	Estimated Timeframe
Visitor Badge Applications Due for Meeting #2	3/1/2023
Mandatory Pre-Proposal Meeting & Site Tour # 2	3/3/2023
Contract Posted via Addendum	3/6/2023
Questions Deadline	3/8/2023
Responses to Questions Deadline	3/14/2023
Proposal Due Date	4/7/2023
Interviews/Selection Process	April-May 2023
Board of Directors Approval	May 2023
Contract Execution	May 2023
Existing Contracts Expire	6/30/2023
New Contract Commences	May - July 2023

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  - A potential proposer (which includes vendors, service providers, bidders, lobbyists and consultants) and their representative(s) and RIAC staff or RIAC consultants engaged to assist RIAC on a specific procurement except for communications with RIAC’s procurement agent or other supporting procurement staff responsible for administering the procurement, provided the communication is strictly limited to procedural matters of the Competitive Selection Process
  - A potential proposer and their representative(s) and a RIAC Board member
  - A potential proposer and their representative(s) and any member of the selection committee or negotiation team
- Further, Proposer(s) shall not offer any gratuities, favors or anything of monetary value to any RIAC employee or Board member in connection with any competitive procurement

**Any violation of the cone of silence by a Proposer and their representative(s) will render voidable their response as well as any resulting contract awarded to them**



# RIAC has a track record of success and the future is bright at PVD

**As travel rebounds, flyers rave about R.I. airport's new \$9.5m bathrooms**

**Breeze Airways to hire 250 workers at TF Green**

NEWS

**Breeze Airways adding four nonstop Florida flights from T.F. Green. Here's where they're flying.**

**At T.F. Green Airport, this 87-year-old violinist is the first hint of RI's charms**

**TF GREEN AIRPORT SEEKS LOCAL RESTAURANTS TO OFFER A "TASTE OF RHODE ISLAND" TO TRAVELERS**

**#4** 2022 Best Domestic Airport in Condé Nast Traveler's Readers' Choice Awards

**#3** 2021 Best Small Airport in USA Today's 10Best Readers' Choice Awards

**#5** 2021 Best Domestic Airport in Condé Nast Traveler's Readers' Choice Awards

**#3** 2021 Best Small Airport In Travel + Leisure World's Best Awards

**#2** 2020 Best Small Airport in USA Today's 10Best Readers' Choice Awards

**#4** 2020 Best Airport in the U.S. Condé Nast Traveler's Readers' Choice Awards

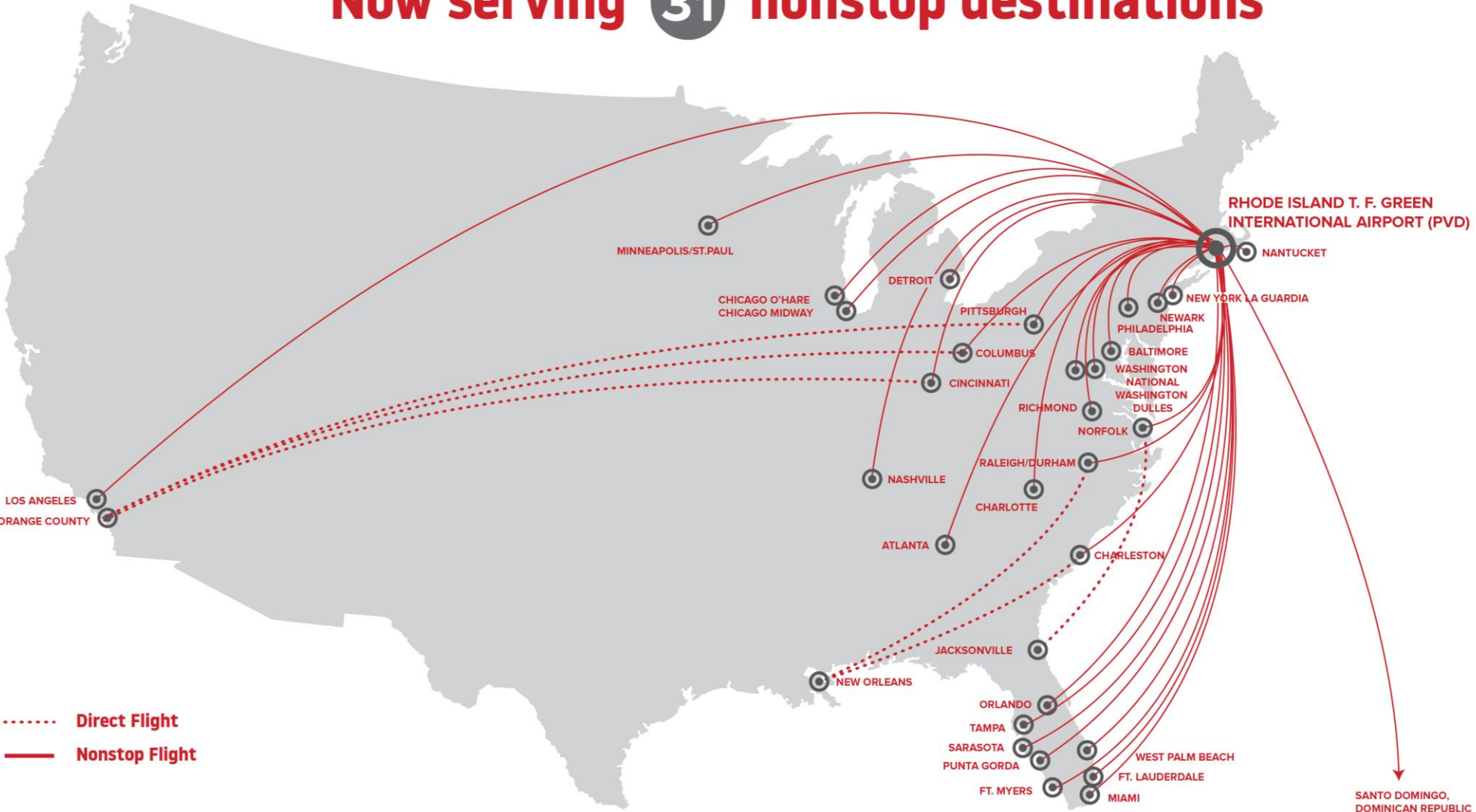
**#5** 2020 Best Airport in the U.S. Travel + Leisure World's Best Awards

**#6** 2018 Best Airport in the Country in Money Magazine

**S&P Global Ratings Raises Rhode Island Airport Corporation's Long-term Rating to 'A'**



# Now serving **31** nonstop destinations



# PVD's Ongoing Terminal Refresh: New Restrooms





# PVD's Ongoing Terminal Refresh: Bellevue Essentials & Napatree Marketplace



**Bellevue Essentials:  
Under Construction and  
Opening in March 2023**



**Napatree Marketplace:  
Currently in Design Process**



# PVD's Ongoing Terminal Refresh: Conceptual Designs Underway





# RIAC's objectives for the food and beverage offerings



Improve the passenger travel experience and provide the highest level of customer service

Incorporate "open architecture", where capable, utilizing quality finishes that capture the spirit of Rhode Island

Provide creative design elements that foster a bright and open atmosphere, with an emphasis on the facades and "curb appeal" of the concepts to be developed

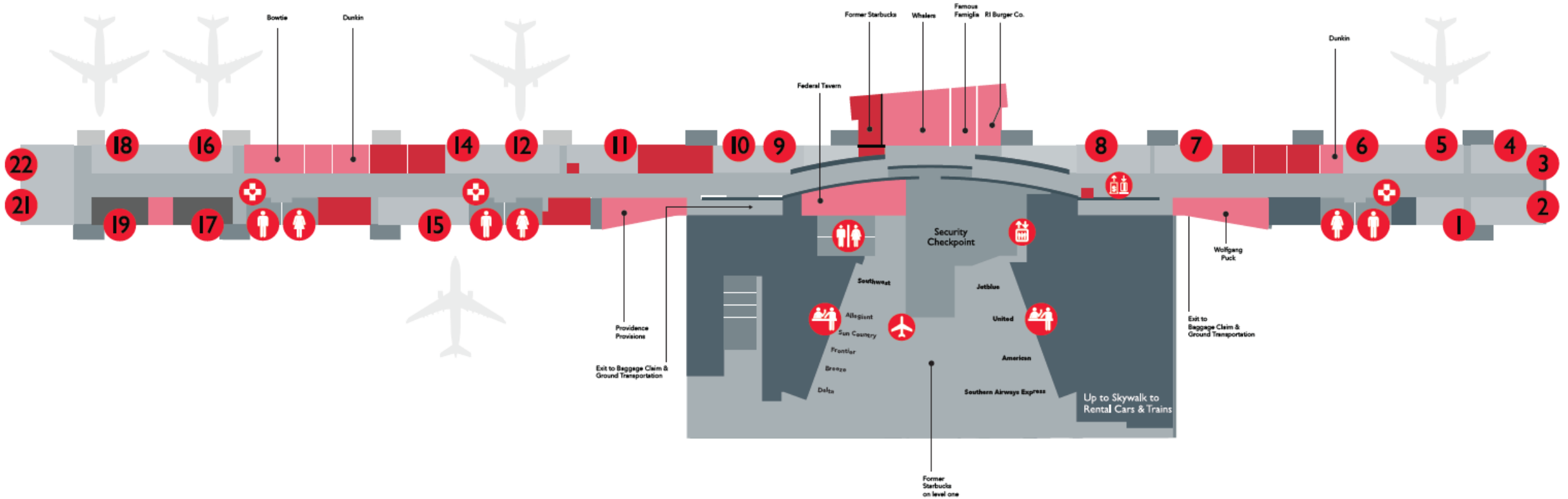
Provide a diversity of concepts and offerings

Provide seamless provision of amenities during transition

Update offerings based on changing passenger needs throughout the lease term

Maximize revenue

# Terminal Layout



**NOTE: PROPOSERS CAN BID ON ONE (1) OR MORE LOCATIONS**



# RIAC seeks diversity of concepts to best serve our passengers

Existing or Former Concept	Concept Desired	Min. Operating Hours*
Wolfgang Puck	Full service restaurant and bar	5:00am to 7:00pm
Dunkin' South	Coffee and fast breakfast	4:00am to 7:00pm
RI Burger Company (Food Court)	Nationally-branded fast-food burger	4:00am to last departure
Famous Famiglia (Food Court)	Fast-serve pizza/pasta/sandwiches	11:00am to last departure
Whalers Bar (Food Court)	Bar with snacks (hot dogs, etc.)	11:00am to last departure
Starbucks (Food Court)	Coffee, pastries, pre-made items	4:00am to last departure
Providence Provisions	Full service restaurant and bar	5:00am to 7:00pm
Dunkin' North	Coffee and fast breakfast	4:00am to 7:00pm
Budweiser Bowtie	Full Service restaurant and bar	5:00am to 7:00pm
Starbucks (Baggage Claim)	Coffee, pastries, pre-made items	8:00am to last arrival

\* Unless otherwise approved by RIAC

Last Departure = food and beverage services are available up to 30 minutes prior to the last scheduled or delayed departure

Last Arrival = food and beverage services are available up to 30 minutes past the last scheduled or delayed arrival

**NOTE: PROPOSERS CAN BID ON ONE (1) OR MORE LOCATIONS**

# Financial Statistics By Location

Location	Concept Name	Concept Type	Current Size (Sq Ft.)	Gross Revenue						
				FYE 6/30/19	FYE 6/30/20	FYE 6/30/21	FYE 6/30/22	FYTD 12/31/23	FYE 6/30/23	
<b>Pre-Security (Ticketing) Food and Beverage Concessions</b>										
	Starbucks Café (includes seating)	Specialty Coffee	1,960	726,683	521,116	-	-			
<b>Post Security (Concourse) Food and Beverage Concessions</b>										
Food Court	Famous Famiglia	Quick Serve	637	590,015	361,882	-	-			
Food Court	Rhode Island Burger Company	Quick Serve	637	1,261,026	846,991	-	334,948	152,058	311,758	
Food Court	Starbucks Café	Specialty Coffee	638	1,614,816	1,228,626	-	-	-	-	
Food Court	Whalers Bar	Bar	638	668,168	353,528	-	287,374	101,372	207,839	
Food Court	Seating		2,860	-	-	-	-	-	-	
North	Dunkin' Donuts	Coffee	1,472	1,450,162	1,143,002	1,117,831	1,885,681	1,184,018	2,427,541	
North	Providence Provisions	Casual Dining	2,390	1,626,982	1,054,974	943,868	3,057,711	1,855,422	3,804,092	
North	Budweiser Bowtie	Casual Dining	1,987	2,668,705	1,865,608	-	-	-	-	
South	Dunkin' Donuts	Coffee	334	921,549	653,370	230,690	642,243	552,624	1,133,021	
South	Wolfgang Puck Express	Casual Dining	2,358	1,995,690	1,124,807	427,683	1,434,758	855,888	1,754,791	
Total Food/Beverage Concessions			15,911	\$13,523,796	\$ 9,153,903	\$ 2,720,072	\$ 7,642,715	\$ 4,701,382	\$ 9,639,042	

YELLOW HIGHLIGHTED INFORMATION REPRESENTS CONCEPTS THAT ARE CURRENTLY OPERATIONAL.

\* Revenue Through December 31, 2022 (YTD for first 6 months of FYE 6/23) is actual. January through June, 2023 revenue (last 6 month of FYE 6/23) is projected.

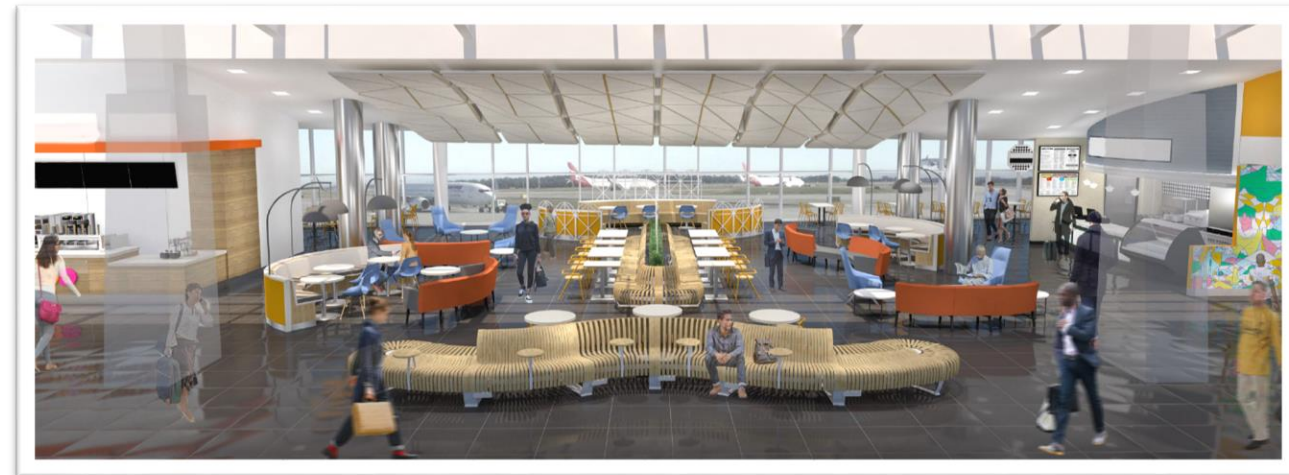
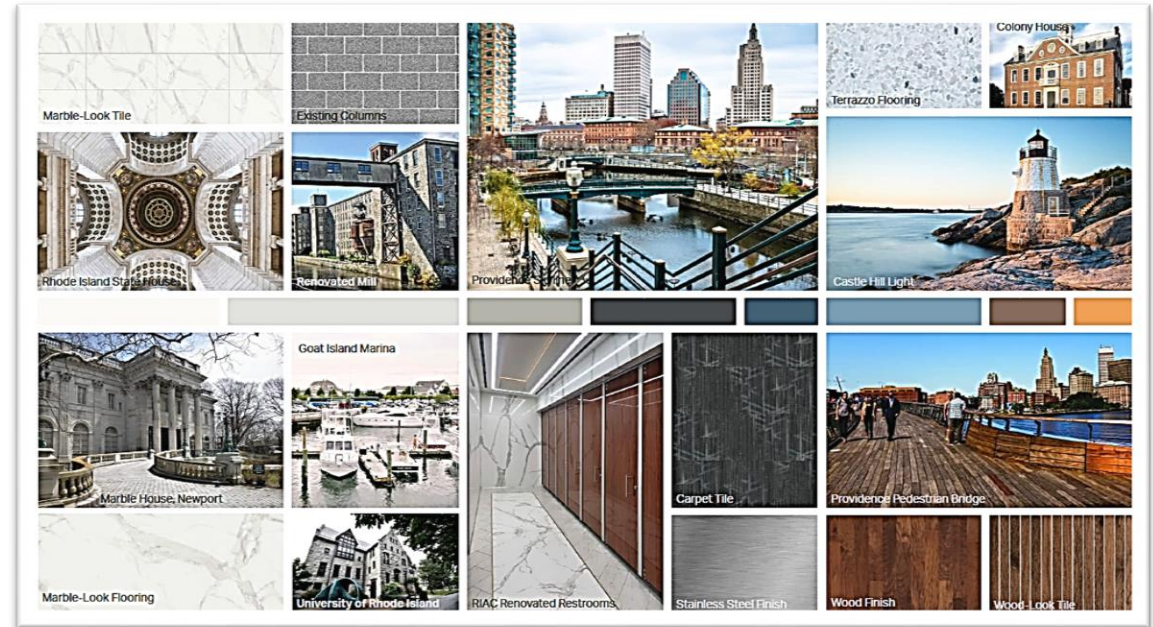
NOTE: Whalers Bar opened September 24, 2021 and Rhode Island Burger Company opened December 21, 2021.

NOTE: Providence Provisions and Wolfgang Puck Express began operating as of November 4, 2020.



# Capital investment to focus on “curb appeal” to create “sense of place”

- Minimum of \$450 per square foot
- Total renovation is not required
- Concepts should incorporate “open architecture”, where capable
- Sense of place by referencing elements of:
  - the unique architectural signature of the historic Newport mansions
  - the blend of Victorian and industrial character of Providence
  - connection to the State’s nature and natural scenery
- RIAC expects that this be accomplished in a subtle and non-“Disneyesque” manner
- The construction period = no later than six (6) months after the space is made available based on Occupancy Availability Schedule for each Assigned Premise



# Compensation methodology and term

- **Years 1 and 2:**
  1. Rent based on the Percentage Fees, plus;
  2. Additional rent for office/storage spaces
- **Starting in Year 3:**
  - Pay monthly the greater of:
    1. A monthly pro-rated Minimum Annual Guarantee (MAG) or;
    2. Percentage Fees of the Concessionaire's monthly gross revenue
  - Plus, additional rent for any office/storage spaces.
- Beginning in Year 3, a MAG = 85% of the total Year 2 Percentage Fee Rent payments
- The MAG for each subsequent year = 85% of the total prior year's Percentage Fee Rent payments to RIAC (no reduction throughout term)
- **Term:** minimum of five (5) years and maximum of ten (10) years

Category	Minimum Percentage Fee
Food and Non-Alcoholic Beverages	12% of Annual Gross Revenue
Alcoholic Beverages	15% of Annual Gross Revenue
Lottery	25% of Annual Gross Revenue



# Additional components of the procurement

- **Badging:** employees shall be badged according to RIAC's policy located at <https://www.flyri.com/riac/badging/>
- **Employees:** strongly encouraged to consider hiring qualified personnel previously employed by the current and previous airport concessionaires
- **Employee Parking:**
  - All employees working at the airport, and who must be badged, are permitted to purchase a parking card
  - The current employee parking rate is \$35 per month and allows employees to park in Economy Parking Lot (Lot E)
  - A free 24/7/365 shuttle is available from Lot E to the Terminal
- **Deliveries:**
  - All deliveries are made to RIAC's loading dock located on Delivery Drive off of Airport Road
  - The Concessionaire's badged employees will receive the merchandise, perform self-inspection and transport the products to the terminal along designated routes
- **Proposal Deposit:** \$5,000 refundable upon completion of procurement process
- **Performance Guarantee:** equal to two (2) months' rent based on the square footage of the location multiplied by then-in-effect Signatory Airline Rate (FY23 is \$98.38 sq./ft. per year)

# RIAC welcomes and encourages DBE participation

- Federal Aviation Administration (FAA) requires that Airports comply with Airport Concessions Disadvantage Business Enterprise (ACDBE) Program
- RIAC uses the Minority Business Enterprise Compliance Office for RIAC's ACDBE Certification process
- The Minority Business Enterprise Compliance Office maintains a directory identifying all firms eligible to participate as ACDBE's and updates the directory at least annually
- The goal for this contract is **2.55%**
- RIAC is requiring Proposers to make a good faith effort, as defined in Appendix A, 49 CFR Part 26, to document efforts to identify potential ACDBE's



**Department of Administration  
Division of Equity, Diversity, & Inclusion  
Minority Business Enterprise Compliance Office**

One Capitol Hill  
Providence, Rhode Island 02908-5890

**Website:** <https://dedi.ri.gov/>

**Directory link:** <https://dedi.ri.gov/divisions-units/minority-business-enterprise-compliance-office/us-dot-disadvantaged-business>



# Options for ACDBE Compliance

## 1. 100% ACDBE Participation

- The Proposer is solely owned and operated as a certified ACDBE firm in the State of Rhode Island

## 2. Direct Ownership Percentage Participation

- A percentage of the business is designated to be owned, operated and/or maintained by a certified ACDBE through a joint venture, partnership, sub-lease, management, licensee, operating and/or franchise agreement

## 3. Percentage of Purchases and/or Leases of Goods/Services Participation

- A percentage of the gross revenue that will be committed to the purchase of goods and services from ACDBE certified vendors
- A directory of ACDBE's certified to provide goods and services may be obtained from the Minority Business Enterprise Compliance Office

## 4. Demonstration of Good Faith Efforts

- Proposers must make good faith efforts to meet the goal
- A Proposer may do so either by obtaining enough ACDBE participation to meet the goal or by documenting that it made sufficient good faith efforts to do so
- Examples of good faith efforts are found in Appendix A to 49 CFR Part 26 located in the U.S. Government Publishing Office website Electronic Code of Federal Regulations (<http://www.ecfr.gov/>)

# RIAC Board of Directors to negotiate/select based on the below criteria

■ “Curb Appeal” and other Improvements	20.0%
■ Financial Proposal	30.0%
■ Proposed Concepts, Brands, Offerings and Menus	25.0%
■ Qualifications, Capabilities, Experience, and Management & Operations Plans	20.0%
■ <u>ACDBE (DBE) Commitment and Compliance Plan</u>	<u>5.0%</u>
	Total 100%

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# Questions?

After this, please send all questions to  
[procurement@pvdairport.com](mailto:procurement@pvdairport.com)



**Rhode Island**  
Airport Corporation