



Feeling Good on the Move®

An Autogrill Company 



HARRY REID INTERNATIONAL AIRPORT

► **LAS** 2023 OUTREACH



HMSHOST



SHELBY SCALES
VP, STRATEGIC
ALLIANCES
HMSHOST



CHRIS MATTOX
MULTI UNIT F&B
DIRECTOR,
HMSHOST



ANTHONY ALESSI
VP OF BUSINESS
DEVELOPMENT,
HMSHOST

HMSHOST RESTAURATEUR

For 126 years, HMSHost has been the restaurateur for people on the move. We started in train stations then moved to airports with the dawn of commercial aviation in the 1950s. We have been designing, building, and operating restaurants in airports ever since. HMSHost generates annual revenues of \$2.0B and is a world leader in travel dining, operating restaurants in over 115 airports around the globe.



126
**YEARS
EXPERIENCE**

115+
**AIRPORTS
WORLDWIDE**

2.3B
**ANNUAL
REVENUES**

120+
**ACDBE
PARTNERS**

1100
**RESTAURANTS
NORTH AMERICA**

ACDBE PARTNERS

With 120 ACDBE partners in our portfolio, HMSHost has a wealth of experience with underrepresented businesses, and we are dedicated to ACDBE inclusion. To that extent, we participate in numerous industry events and have developed programs to ensure that our ACDBE partners are not only successful at HMSHost but are able to grow their businesses beyond traditional boundaries.

120+ **ACDBE
PARTNERS**
\$450M **2019
SALES**





2023 LEASE EXTENSION

OPERATING IN AN AIRPORT

CHRIS MATTOX
MULTI UNIT F&B DIRECTOR

HARRY REID INTERNATIONAL AIRPORT | HMSHOST



OPERATING IN AN AIRPORT

CONSTRUCTION COSTS

- » Subtenants responsible for own design & construction for their unit
- » Designs requires airport approval
- » Coordination of scheduling / meet airport requirements with HMSHost's guidance
- » No construction without signed sublease / insurance



OPERATING IN AN AIRPORT

LABOR

- » Collective bargaining agreement
- » Wages higher than street levels
- » Staffing - 365 days
- » Recruitment / Retention



OPERATING IN AN AIRPORT

SECURITY BADGING COST & PROCESS

- » Subtenant badge / fingerprint / fees
- » Badge initial / Annual renewal
- » Monthly parking fee per badge
- » Badging process time 3 weeks or longer

NO PERSON CAN WORK AT HARRY REID AIRPORT UNTIL BADGING IS COMPLETE



OPERATING IN AN AIRPORT

VEHICLES ON AIRSIDE / DELIVERIES

- * Vehicles registered to company
- * Company logos on vehicles (both sides)
- * \$1M liability and \$5M liability for airfield access
- * Subtenants responsible for escorting own delivery vehicles





2023 LEASE EXTENSION

SUBLEASE OPPORTUNITY

HEALTHY AND/OR SNACK

HARRY REID INTERNATIONAL AIRPORT | HMSHOST

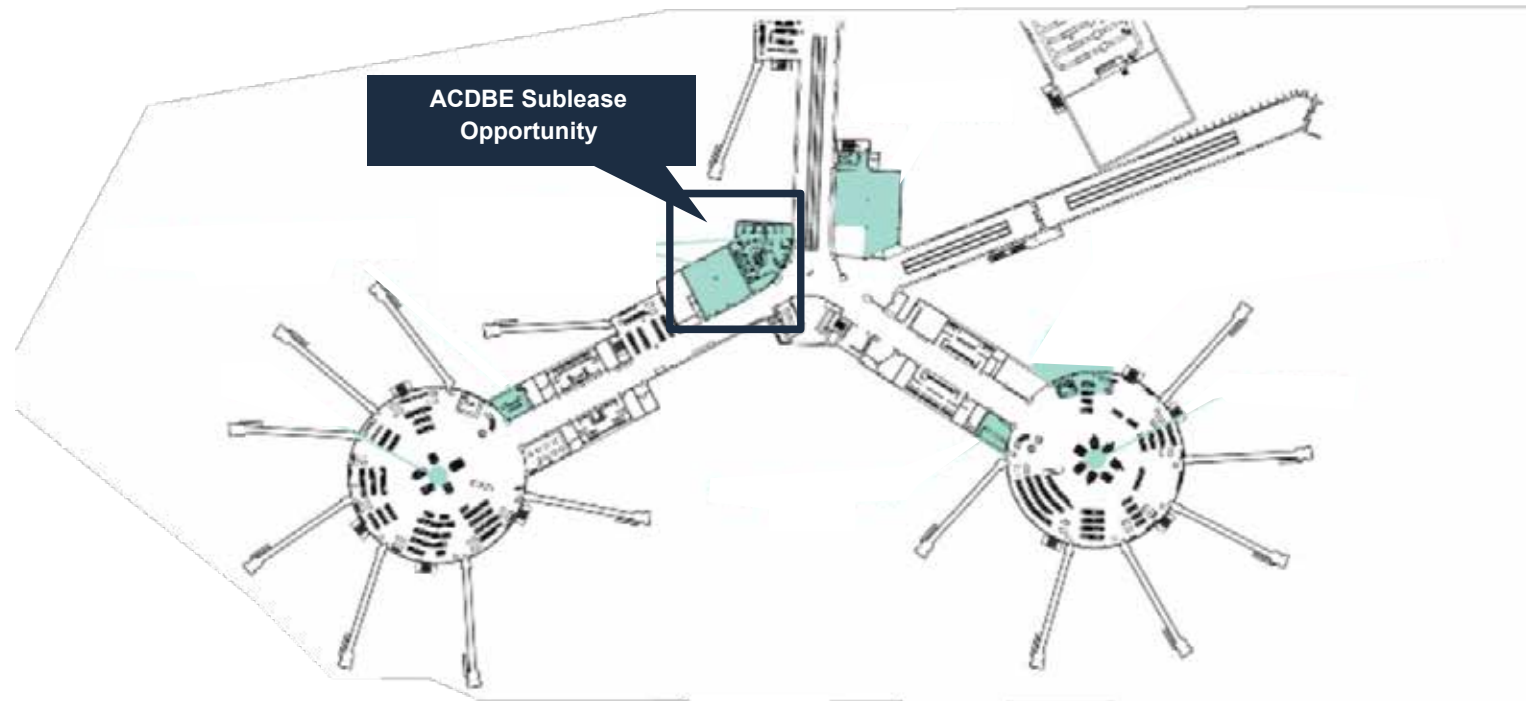
SUBLEASE OPPORTUNITY

» **Snack, Healthy QSR**



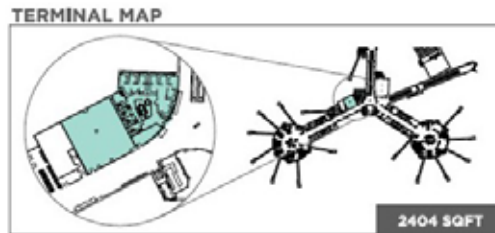
ACDBE SUBLEASE OPPORTUNITY

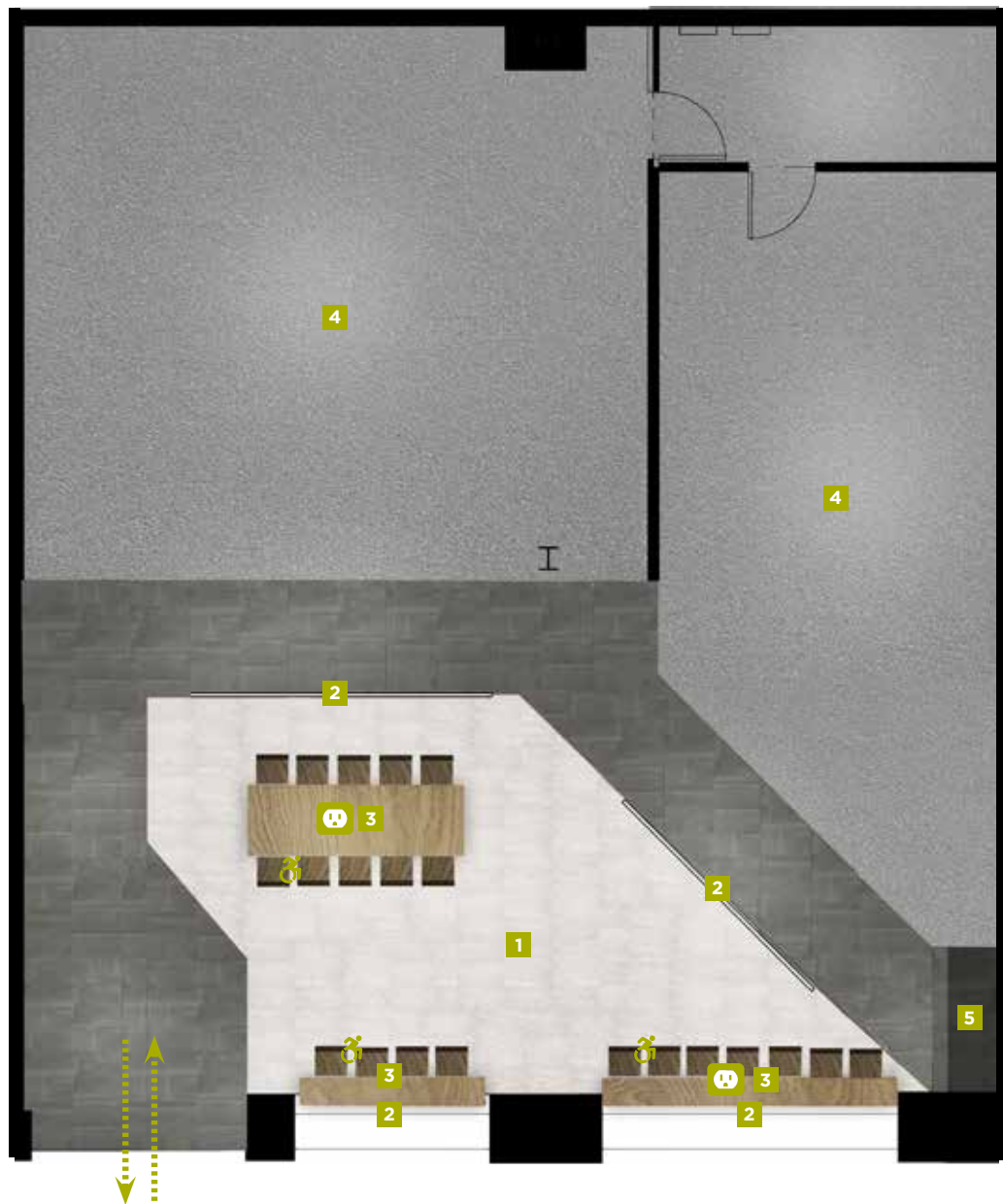
TERMINAL 1 - CONOURSE B
KEY PLAN



ACDBE SUBLEASE OPPORTUNITY

TERMINAL 1B - 2 ELBOW FLOORPLAN





KEY

- 1 DINING
- 2 RAILING
- 3 COUNTER HEIGHT SEATING
- 4 TENANT
- 5 TRASH RECEPTACLE

..... QUEUING



POWER

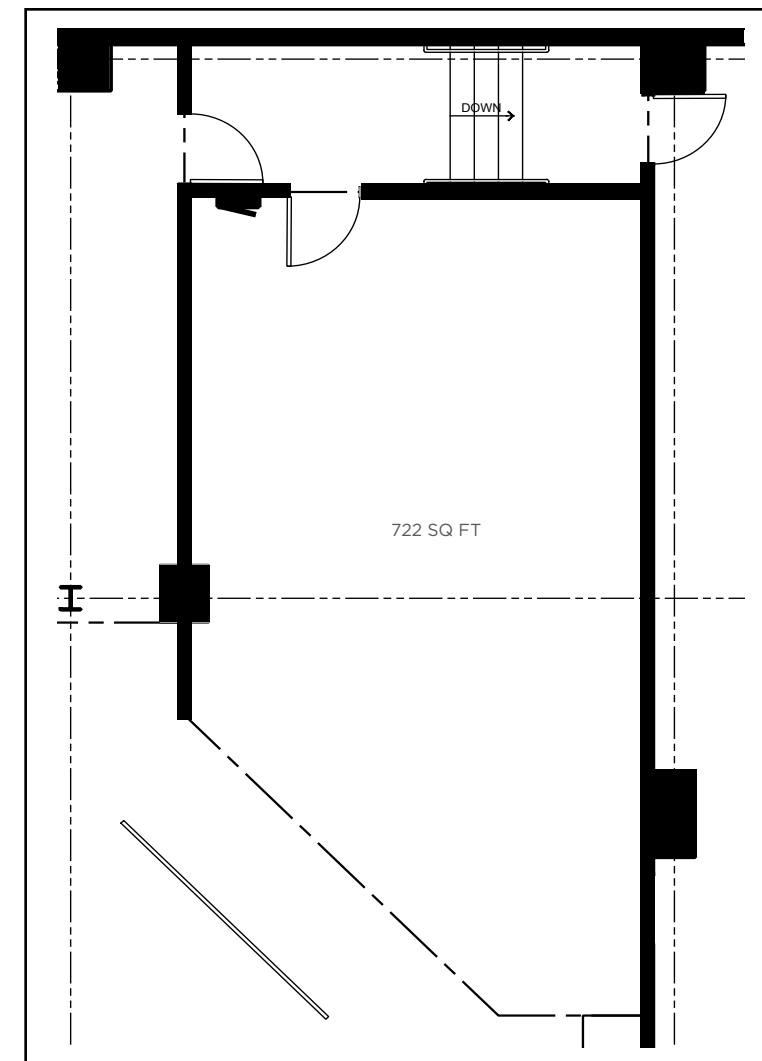


ACCESSIBLE SEATING

SEAT COUNT

DINING SEATING 21

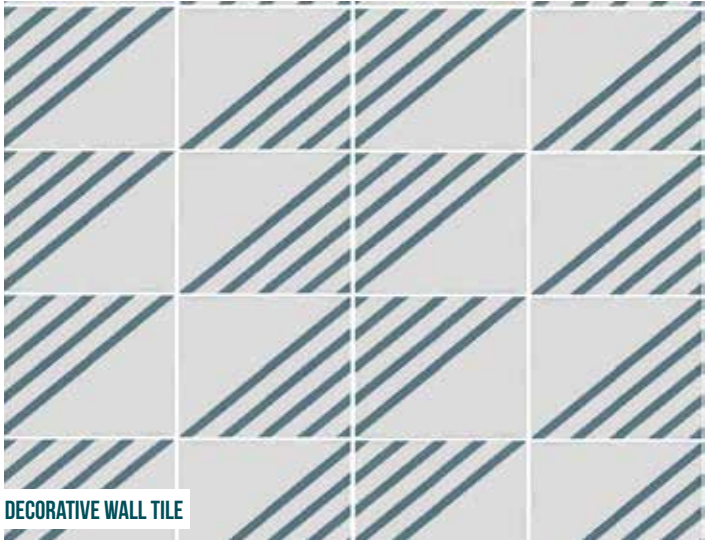
TOTAL 21







DECORATIVE LIGHTING



DECORATIVE WALL TILE



ABSTRACT ARTWORK



WALL TILE



ABSTRACT ARTWORK



PORCELAIN FLOOR TILE



PORCELAIN FLOOR TILE



TABLE TOP WOOD



DINING CHAIR



WOOD SLATS AT COLUMNS

GENERAL TERMS

TENANT SPACE

CATEGORY

Healthy, Snack

SPACE LOCATION

T-1, Concourse B

SPACE SIZE

722 Sq. Ft.

SPACE CONDITION

Shell-Condition, utilities
Stubbed at location

COMMON AREA

Tenant to pay facility fee
For food common area

UTILITIES

Tenant Responsibility

STORAGE

Approx. 100 Sq. Ft.

AIRLINES & ENPLANEMENT

- Airlines
- Enplanement



ADDITIONAL TERMS

TENANT SPACE

TERM

10 years

INITIAL CAPITAL INVESTMENT

\$850 - \$1,100 per Sq. Ft.

MID-TERM CAPITAL INVESTMENT

15% on initial capital investment to be spent 5 years after opening

PERCENTAGE RENT

12% on food & non-alcoholic beverage sales

FACILITY RENT

Repayment for build-out of common area seating and base building work to be done by HMSHost, estimated \$200-\$250 per concession Sq. Ft.

ACDBE GOAL

100%

COMMON AREA MAINTENANCE (CAM)

To be provided by the subtenant(s), in line with proportionate share of sales. If unable to provide, HMSHost will provide. For comparison's sakes, the C Food Court requires ~\$150K / year in CAM fees.





2023 LEASE EXTENSION

PROCESS

ACDBE CERTIFICATION,
PROPOSAL & SELECTION
PROCESS TIMELINE

HARRY REID INTERNATIONAL AIRPORT | HMSHOST





ACDBE PLAN

ACDBE PARTICIPATION GOAL



ACDBE CERTIFICATION REQUIREMENTS

- » U.S. Citizen / permanent resident
- » 51% Owned by socially & economically disadvantaged individual(s)*
- » For profit business
- » Economic: PNW < \$1.32M
- » < \$56.4M Annual Revenue

* meaning (as defined by the SBA)



**MUST BE CERTIFIED AS AIRPORT CONCESSION
DISADVANTAGED BUSINESS ENTERPRISE IN NEVADA
TO BE AWARDED F&B OPPORTUNITY WITH HMSHOST**

REFERRAL SOURCES

<https://www.harryreidairport.com/business/development/disadvantagedbusinessprogram>



2023 TIMELINE

OUTREACH MEETING FOR TERMINAL 1- B GATE OPPORTUNITY

SEPTEMBER 14TH, 2023

SUBMIT ACDBE CERTIFICATION OR PROOF OF APPLICATION

NOVEMBER 21ST, 2023

PROPOSALS DUE

DECEMBER 21ST, 2023

AWARD

FEBRUARY 1ST, 2024



**Review and notification dates are
subject to change.**

NEXT STEPS

1. Interested parties should pick Bid Packet (USB)

(A) Proposal Form

(B) Evaluation Review

(C) Copy of Outreach Presentation

2. Submit & Good Luck!



GOODS & SERVICES

PARTNER REQUIREMENTS

- 3rd party quality assurance audit
- Insurance
- Indemnification
- ACDBE/ MBE/ WBE Eligible
- Supplier of scale
- Innovative



LAS FOOD & BEVERAGE APPLICATION



If you have any questions regarding ACDBE certification. Please contact:

David Eclipse
ACDBE/DBE Liason Officer
Harry Reid International Airport
declipse@lasairport.com

If you have any questions regarding this food & beverage opportunity with HMSHost, please contact:

ANTHONY ALESSI
Vice President, Business Development, HMSHost

EMAIL
ANTHONY.ALESSI@HMSHOST.COM

DEVON RAY
Director, Strategic Alliances, HMSHost

EMAIL
DEVON.RAY@HMSHOST.COM



Thank You!