

Airport Concessionaire Services License Agreement



FLAGSTAFF AIRPORT

GRAND DESTINATIONS



Airport Micro-Market

Airport Food and Beverage Concessionaire History

- Café in terminal (pre-security) and vending machines in passenger waiting area (post-security) until 2023.
- Currently, food and beverage vending machines pre- and post-security.
- In 2023, two RFPs were issued for the restaurant space. No viable vendors submitted.
 - Challenges: 365 day/year requirement; desired operating hours (4:00am – 6:00pm); high staffing costs with limited customers
- Revised RFP in 2024 for unattended food and beverage sales options.
- Two proposals were received, and Hi-Line Snack & Vending was selected as the highest-scoring proposer.



Airport Micro-Market



License Agreement Scope

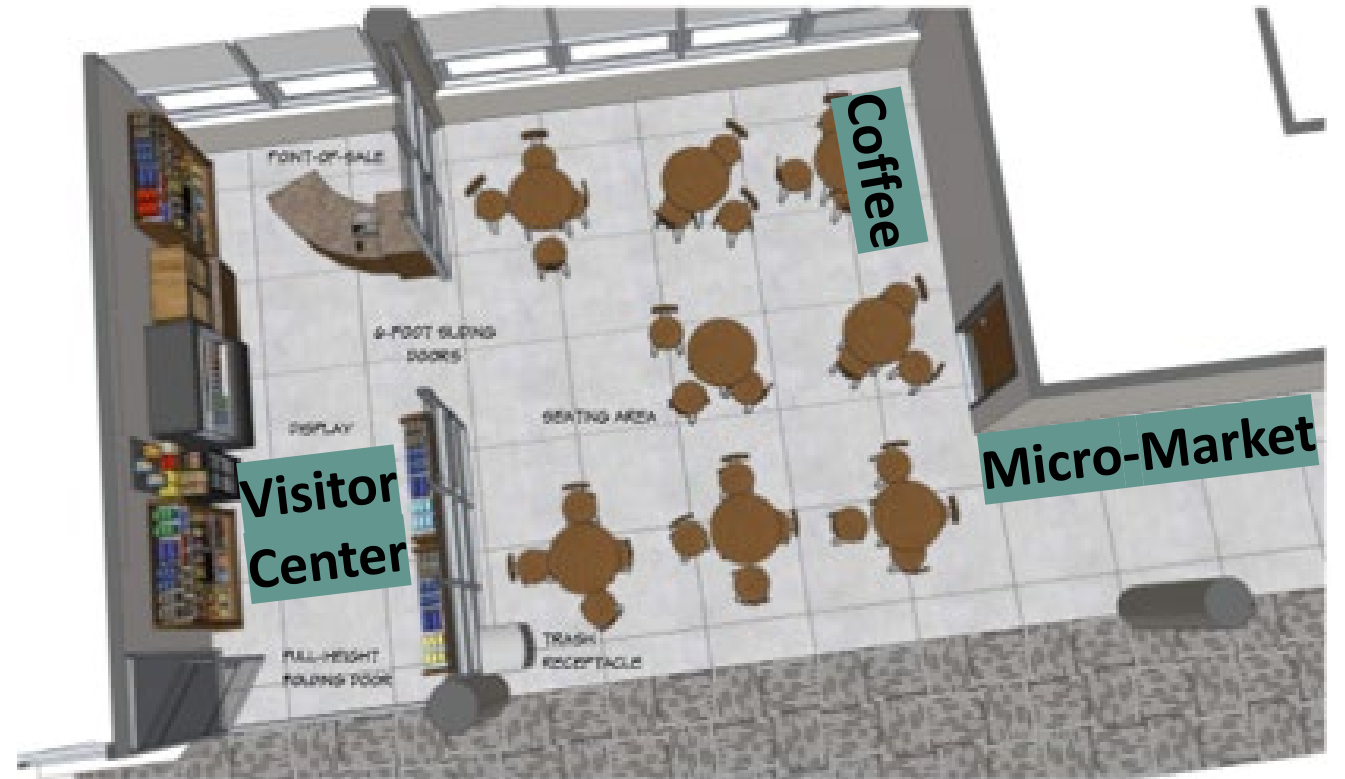
- 2 x micro-markets (pre- and post-security)
- 1 x coffee kiosk (pre-security)
- Airport receives 20% of gross quarterly receipts, plus an additional commission if annual volume exceeds \$120k.
- Scheduled opening in the end of April 2025.



Airport Micro-Market

Pre-security micro-market and coffee kiosk

- In previous restaurant space across from TSA checkpoint
- Adjacent to proposed visitor center



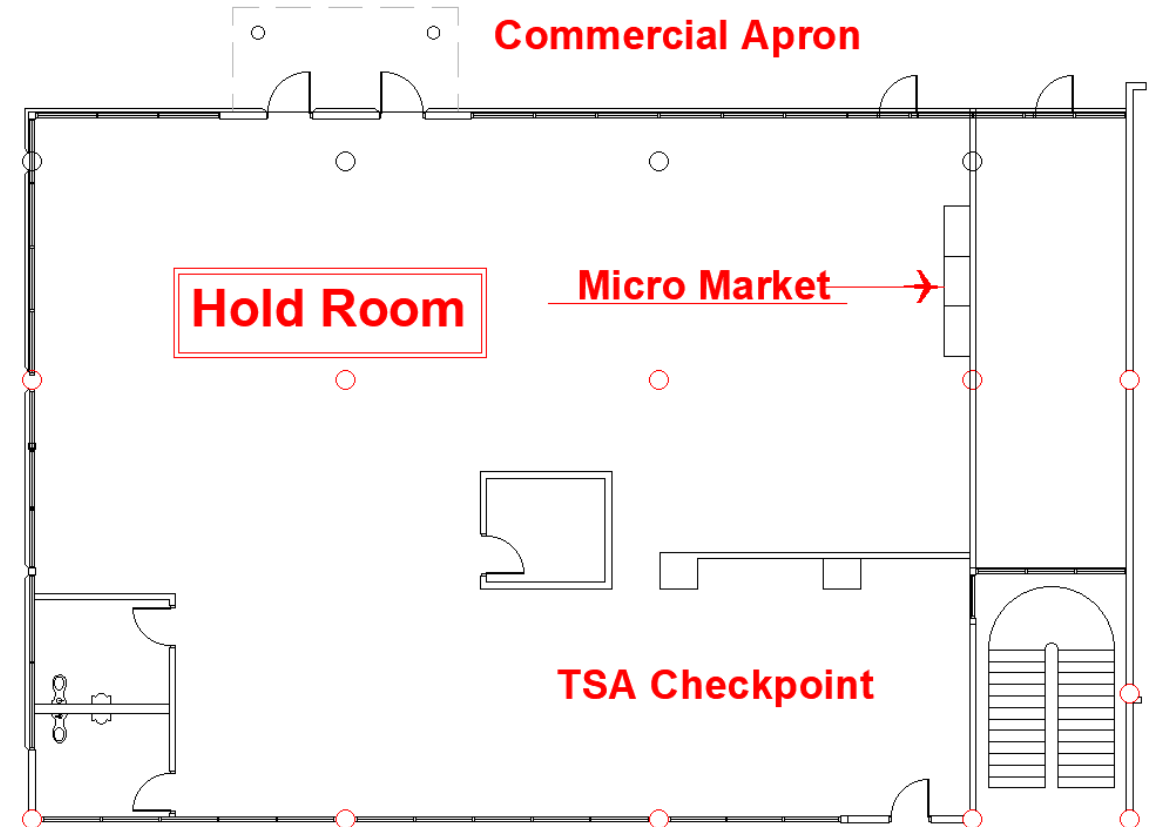
PLAN VIEW



Airport Micro-Market

Post-security micro-market

- Along west wall in passenger waiting area
- Possible future coffee kiosk (pending plumbing improvements)





Airport Micro-Market



Customer experience and interface

- Stocked and maintained by Hi-Line with support from Visitor Center and Airport staff





Airport Micro-Market

Customer experience and interface

- Includes fresh sandwiches, wraps, salads, fruit, and coffee.
- Travel accessories also available.





Airport Micro-Market



Staff Recommended Action

1. Approve the Concessionaire Services License Agreement with Hi-Line Snack and Vending, Inc. to add two micro-markets and a coffee-kiosk at the Flagstaff Pulliam Airport; and
2. Authorize the City Manager to execute the necessary documents

Questions?

