

City Of Phoenix Aviation Department
Business Education Series #4

Concessions Overview @ City of Phoenix Airport System

June 20, 2024



PHX DVT BYR


**ALL ABOUT
AVIATION**
Business Education Series

Agenda

- Business & Properties Division - Concessions Section
- Food/Beverage, Retail, and Passenger Services @ Work at Phoenix (PHX), Deer Valley (DVT), Goodyear (GYR)
- Types of Concessions including Procurement and Contracting
- Upcoming/Future Opportunities
- Resources



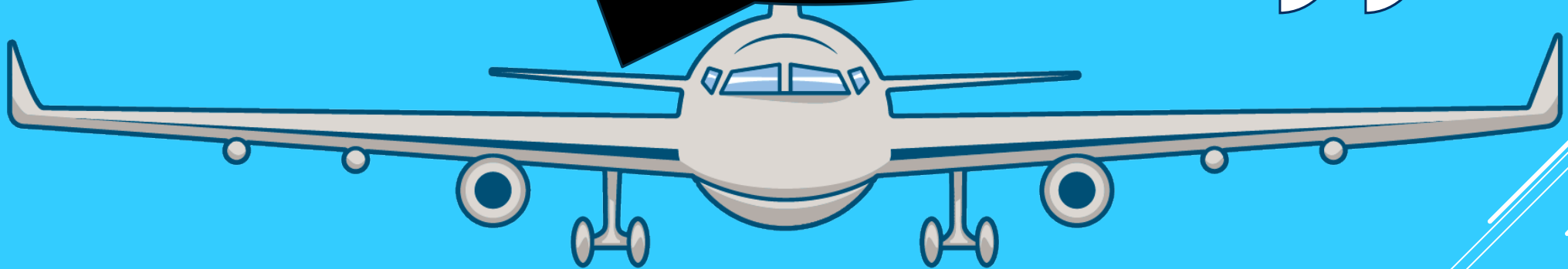
*This session will be recorded

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Questions?

Please type them in the chat box. They will be answered at the end.

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PHOENIX SKY HARBOR
INTERNATIONAL AIRPORT

America's Friendliest Airport®





PHOENIX SKY HARBOR INTERNATIONAL AIRPORT
BUSINESS & PROPERTIES CONCESSIONS TEAM



John Ojeda



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PHOENIX SKY HARBOR INTERNATIONAL AIRPORT
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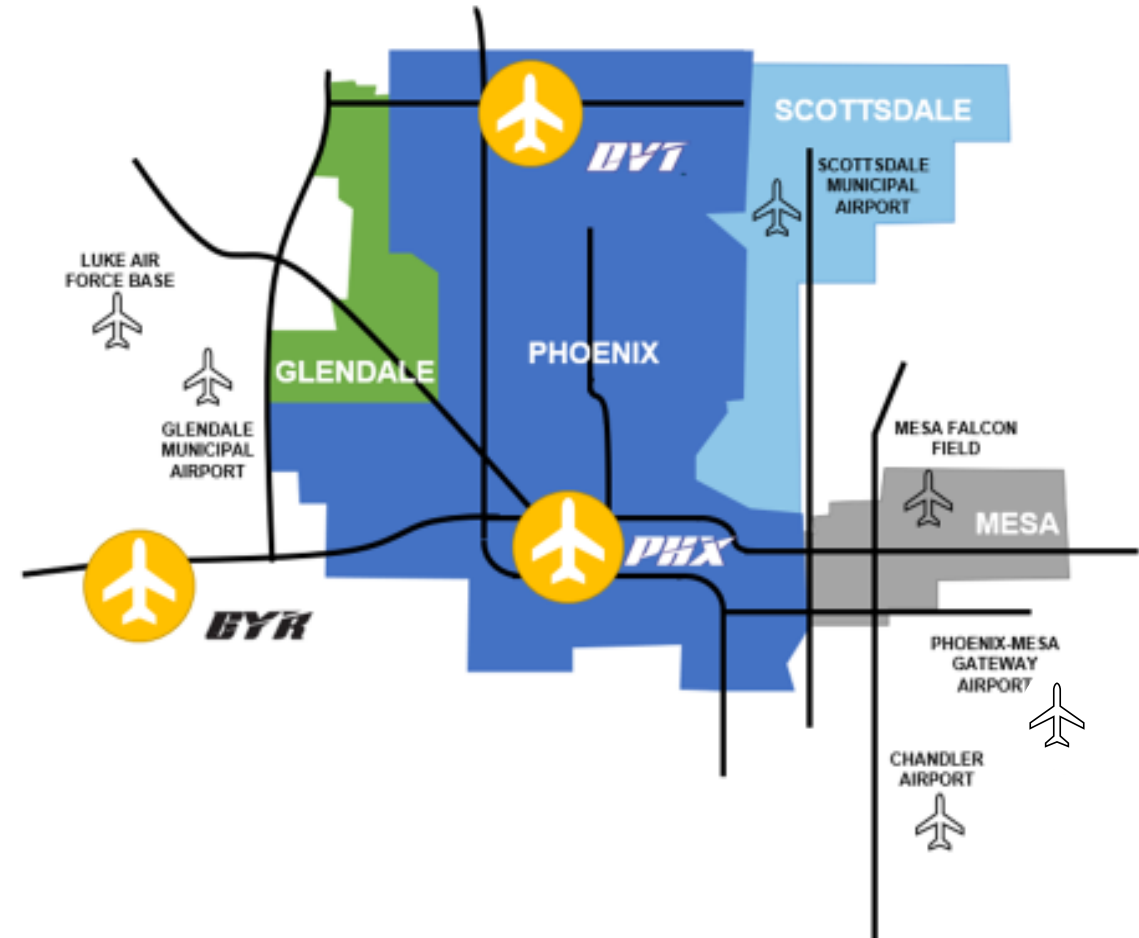
Prasan De Silva



CITY OF PHOENIX AIRPORT SYSTEM



- The Aviation Department owns and operates:
 - Phoenix Sky Harbor International Airport (PHX)
 - Phoenix Deer Valley Airport (DVT)
 - Phoenix Goodyear Airport (GYR)
- Operates as a self-supporting business enterprise





Economic Impact of Phoenix Sky Harbor

\$19.3M Daily spending by air visitors in the region



1,000+
Aircraft arrive and depart

130,000
Passengers each day



Direct output of aviation services
\$13.3 Billion/year



MORE THAN
120 domestic destinations

25 international destinations

More than 
47,000 Jobs

CONCESSION LANDSCAPE @ PHX, DVT, GYR



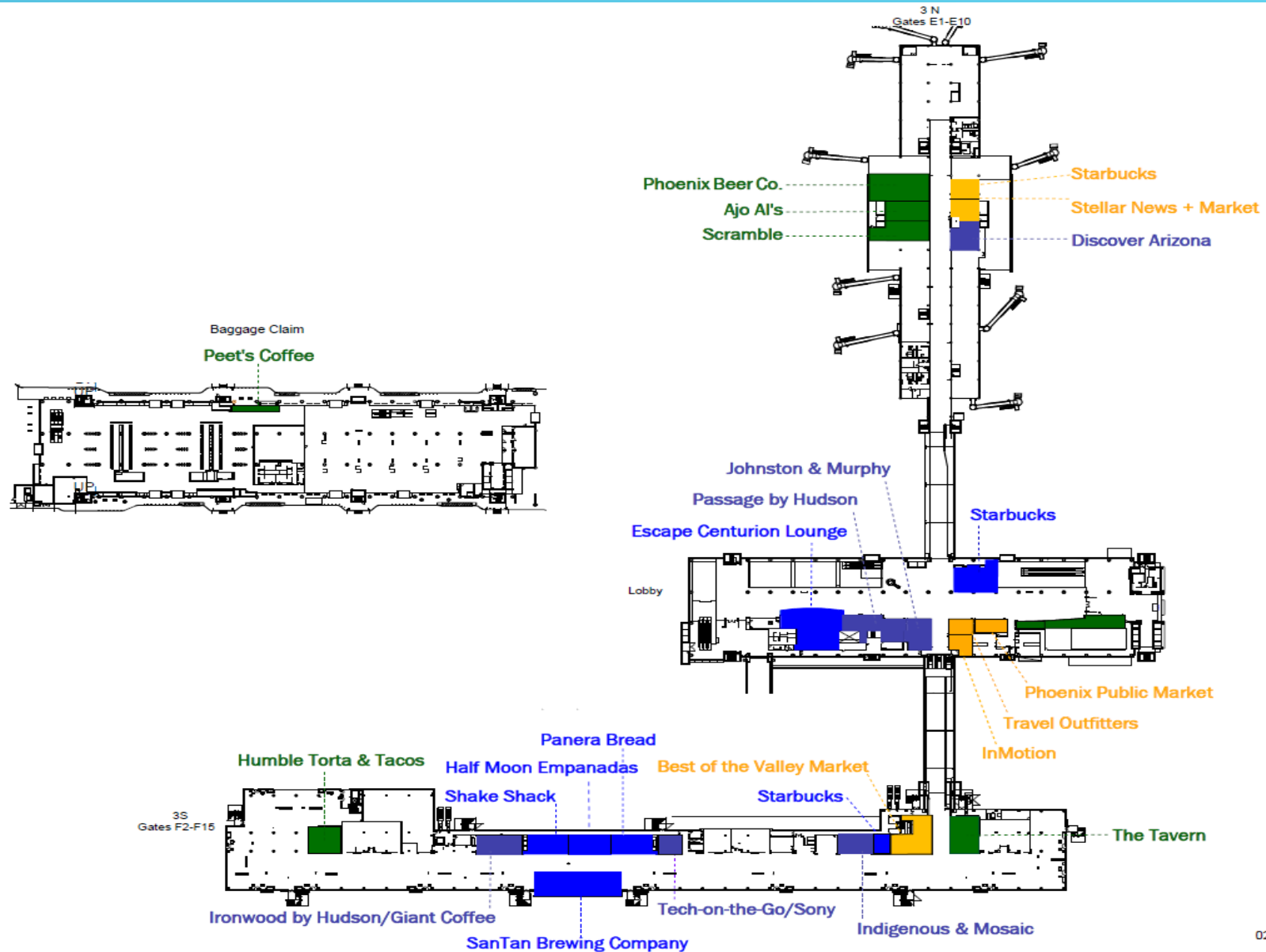
PHX DVT GYR

Terminal 3 (T3) Airlines



1. Advanced Airlines
2. Air Canada (International)
3. Alaska Airlines
4. Allegiant
5. Breeze Airways
6. Contour Airlines
7. Delta Airlines
8. Denver Air Connection
9. Frontier Airlines
10. Hawaiian Airlines
11. jetBlue Airways
12. Southern Airways Express
13. Spirit Airlines
14. Sun Country Airlines
15. United Airlines

Terminal 3 (T3) Map of Concessions



02.24 (NC)

Terminal 4 (T4) Airlines



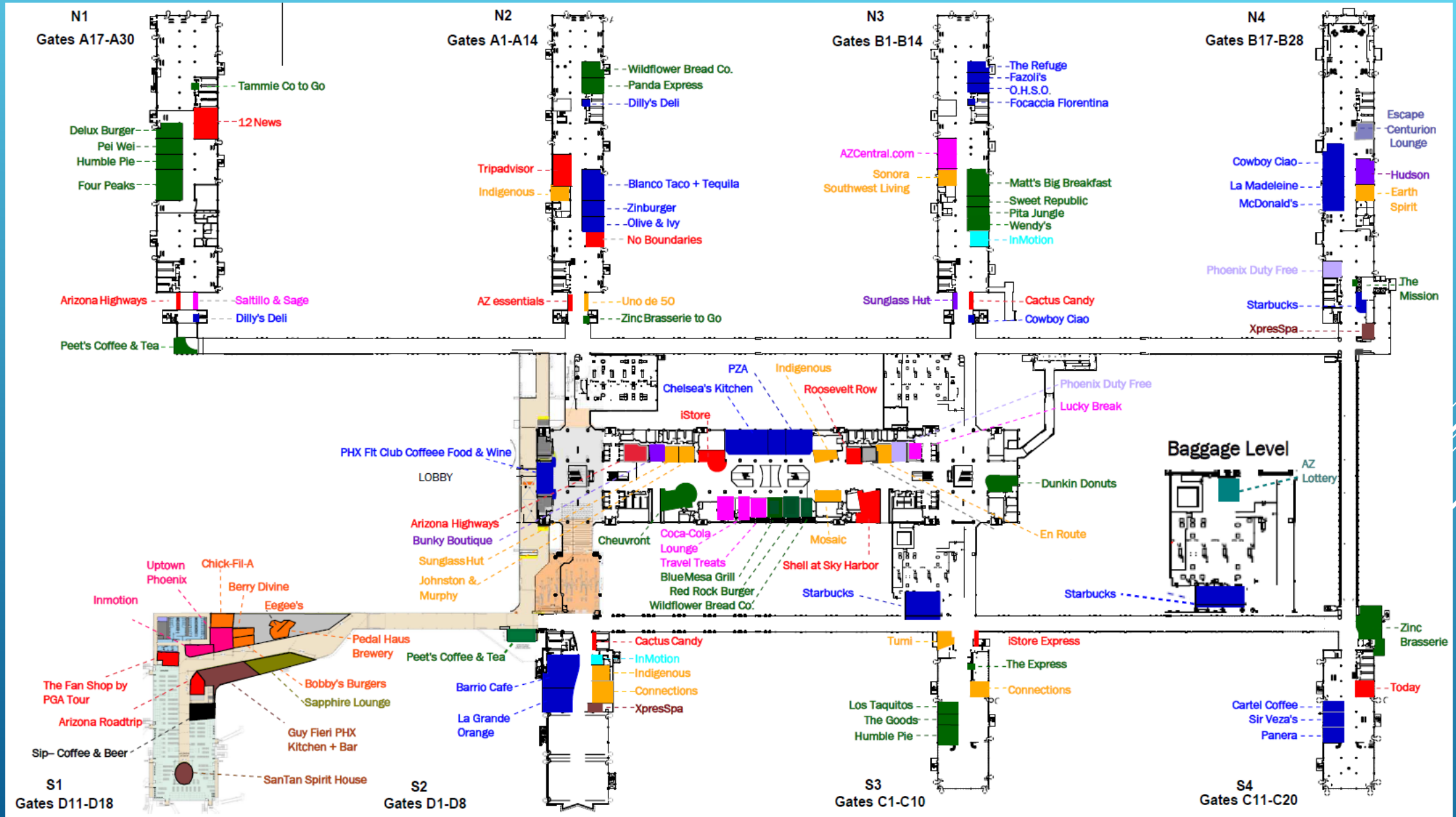
Domestic

1. American Airlines
2. Southwest Airlines

International

1. Air France
2. American Airlines
3. British Airways
4. Condor Airlines
5. Flair Airlines
6. Porter Airlines (Coming Soon)
7. Southwest Airlines
8. Volaris
9. WestJet

Terminal 4 (T4) Map of Concessions



Total Airport-wide Concessions



Total = 134

- Food & Beverage = 69
- Retail = 48
- Services = 17



Key Concession Operations



Food & Beverage



Retail



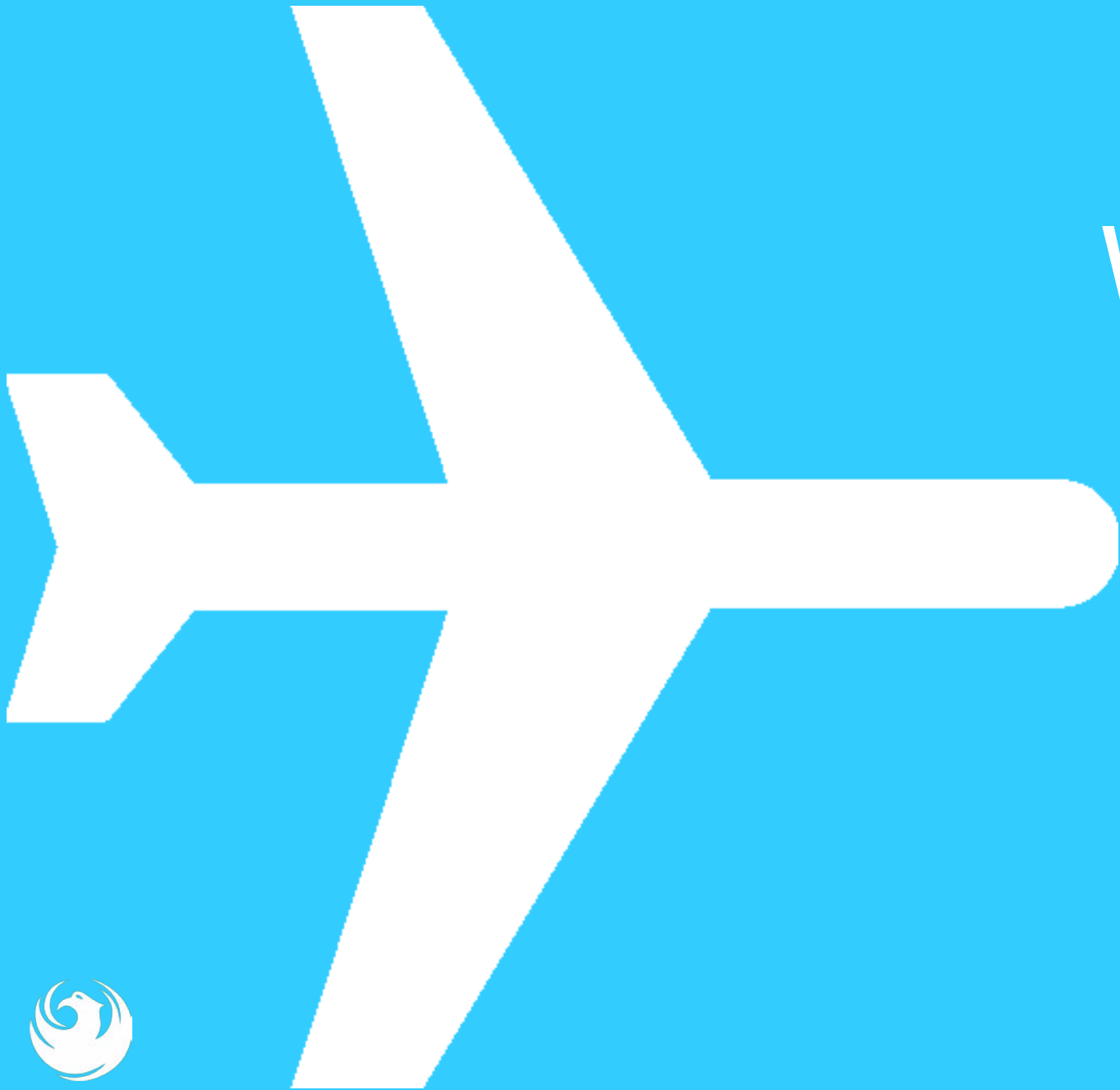
ACDBE's



Passenger Services

Airport Primes & Local Partners

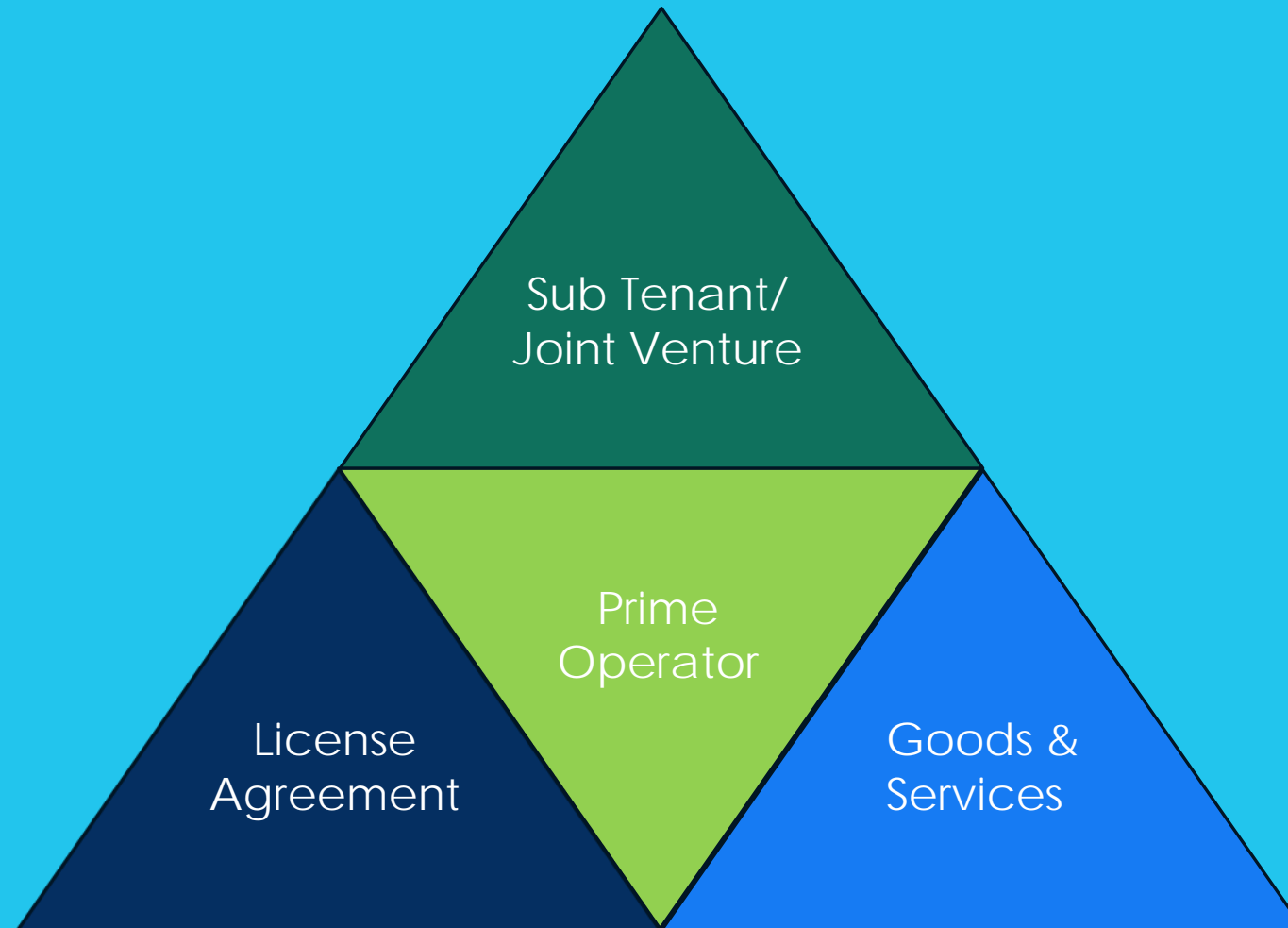




WHAT IS A PRIME OPERATOR MODEL & HOW DOES IT WORK?



Concession's Prime Model



Concession's Prime Model



HMSHost

ByAvolta

Prime Operator



Sub-Tenants



License Agreements



Goods and Services ¹⁹



Prime Operator



Sub-Tenants



License Agreements



Goods and Services 20



THE GROVE, INC.

Prime Operator



Sub-Tenants



License Agreements



Goods and Services ²¹



Prime Operator



Sub-Tenants



License Agreements



Goods and Services ²²



Prime Operator



Sub-Tenants



License Agreements



Goods and Services



Prime Operator



Sub-Tenants



License Agreements



Goods and Services ²⁴

Paradies Lagardère

TRAVEL RETAIL

Prime Operator

Shell @ SKY HARBOR



Sub-Tenants



License Agreements



Goods and Services ²⁵

Prime Operator



License Agreements

Goods and Services

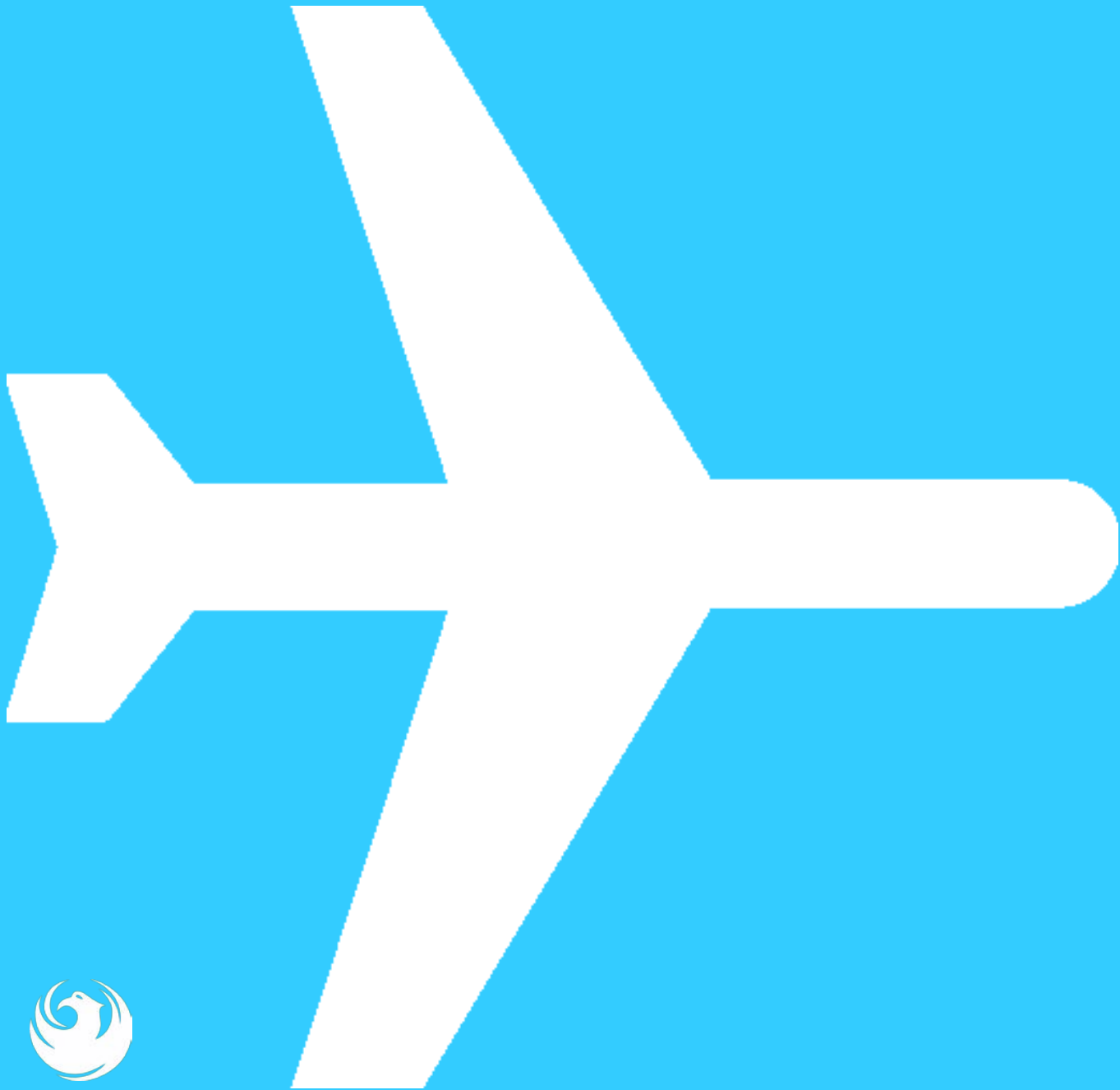
Prime Operator



License Agreements



Goods and Services



UPCOMING SOLICITATION OPPORTUNITIES



Terminal 4 – Convenience Retail Opportunity

- Solicitation Timeline: Fall 2024
- Location: Terminal 4, Level 4 Pre-security
 - ✓ Approx. 1,715 square feet
- Open to all operators to bid – Prime, ACDBE, Small Business
- Operate News, Gift, Convenience Retail
 - ✓ Provides travel essential merchandise



Terminal 3 – Food and Beverage Opportunity

- Solicitation Timeline: Fall 2024
- ACDBE or Small Business
- Location: Terminal 3, Level 4 Pre-security
 - ✓ Approximate 680 square feet
- Operate 1 unit as a Micro-Restaurant
- Optional Kiosk: Baggage Claim Area



Where to Find City of Phoenix Solicitations



For information about the results of recent solicitations, visit the [Tabulations, Awards, and Recommendations web page](#).

Search and Filter Options:

Search for Solicitation by:

Number Title Department
 NIGP Code

Solicitation number "contains" searched term

Limit to NIGP..

All

Limit by Type...

All

Showing 1 - 18 of 18

Number	Title	Pre-Offer Conference/Pre-Submittal Meeting	Due Date	NIGP	Department
PMC RFQu-20-001	Court Interpreting and Translation Services		7/01/2025 12:00 AM	961-46	Municipal Court
NOFA FY24-086-17	HOME Investment Partnerships Program American Recovery Plan Act (HOME-ARP) Non-congregate Shelter and Rental Housing Open Application	7/11/2024 10:30 AM	8/30/2024 11:59 PM	952-55	Housing
RFP 24-0325	Food and Beverage Performance Audit	6/05/2024 10:00 AM	7/15/2024 2:00 PM	946-20	Phoenix Convention Center
RFP 25-SW-015	Compost Facility Operations and Products Marketing	5/15/2024 9:00 AM	7/10/2024 11:00 AM	988-59	Public Works
RFP-CED24-FSM	First Street and McKinley Lease and Redevelopment	5/13/2024 2:00 PM	7/09/2024 2:00 PM	961-28	Community and Economic Development
RFP 24-0108	Firefighting Equipment	6/18/2024 11:00 AM	7/05/2024 2:00 PM	340-00	Finance
IFB PCC-24-0334	Stage Risers, Stages, and Dance Floors	6/06/2024 10:00 AM	7/03/2024 2:00 PM	855-81	Phoenix Convention Center

<https://solicitations.phoenix.gov/>

You can filter by Aviation specifically, but you also can view everything the city has posted for solicitation.



Resources

Register as a Vendor:



Monitor Current Solicitations:



Get Small Business Certification Info:



Learn About Outreach Events:



Have More Questions? Contact Us



busopps.aviation@phoenix.gov



(602) 273-3390

Visit Our Business Website:





Questions?

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THANK YOU FOR ATTENDING

June 20, 2024



PHX DVT BYR



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