



## ATTACHMENT #2

TO: Patricia deLaBruere,  
JNU Airport Manager

DATE: January 2, 2014

FROM: Catherine Fritz, AIA  
JNU Airport Architect

### **Concessions Program at Juneau International Airport.**

#### **Short-Term Interim Concessions.**

- Contract negotiations with Abby's Kitchen ended on December 4, 2013. Airport staff immediately began working with CBJ Purchasing and Law department staff to find an option for maintaining food and beverage services to travelers. It was agreed that a short-term interim (up to approximately four months) contract would be issued while a new solicitation was developed.
- On December 19, 2013, the Airport signed a short-term interim concession agreement with Alaska Promotions, LLC (Ethan Billings) to provide a bar/lounge concession for two to four months. The bar/lounge is expected to open approximately January 7, 2014, as soon as all permits and licenses are secured.
- On December 30, 2013, the Airport signed an amendment to the bar/lounge contract with Alaska Promotions to add first floor coffee service and to operate the restaurant upstairs for the same two to four month period as the main contract. This service began January 1, 2014.
- Airport staff is completing the build-out of a coffee stand in the secure Departure Lounge to allow an additional amendment to be issued to the Alaska Promotions contract. This service is expected to begin in late January 2014, once the operational plan has been approved by TSA and incorporated into the Airport's Security Plan.

#### **Interim Concessions.**

- The term "interim" in this context means between Spring 2014 until Fall 2016, with the possibility of extending up to two additional years, to cover the public's needs for food and beverage services while the long-term food/beverage solutions are designed and constructed.
- The original Request for Letters of Interest solicitation (RLI 14-086, issued in September 2013) was cancelled on December 17, 2013.
- The Airport has rewritten the solicitation and it is currently awaiting review by the CBJ Purchasing Division. The new solicitation seeks a concessionaire who can provide all of the food and beverage services during the interim period while the demolition and construction project in the terminal is occurring. The new solicitation incorporates "lessons learned" from the earlier solicitations and is scheduled to be advertised in January 2014. To date, three local businesses have expressed interest in responding to the new Request for Letters of Interest.

#### **Long-Term Concessions.**

- The design team is currently under contract to begin pre-design services that include concept design for the next phase of renovation of the terminal. Airport staff is also working with a specialty consultant who is advising on the design needs for a successful food and beverage concession.
- The solicitation for a long-term concessionaire (a ten-year contract is anticipated) will be prepared within the next year.