

Raleigh-Durham Airport Authority 2016 Concession Opportunities



A Fresh RDU

- ▶ Airline Realignment
 - ▶ Air Carrier mergers
 - ▶ Operational Efficiencies
- ▶ Concessions Refresh
 - ▶ New Concept Offerings



Concession Goals

- ▶ High quality operators
- ▶ Blend of national & regional brands
- ▶ Creatively reflect the region
- ▶ Elevate passenger experiences



The Research Triangle Region

- ▶ O & D Airport
- ▶ 51% Business – 49% Leisure
- ▶ 4.9M EPAX 2015
- ▶ 44 Non-Stop Destinations



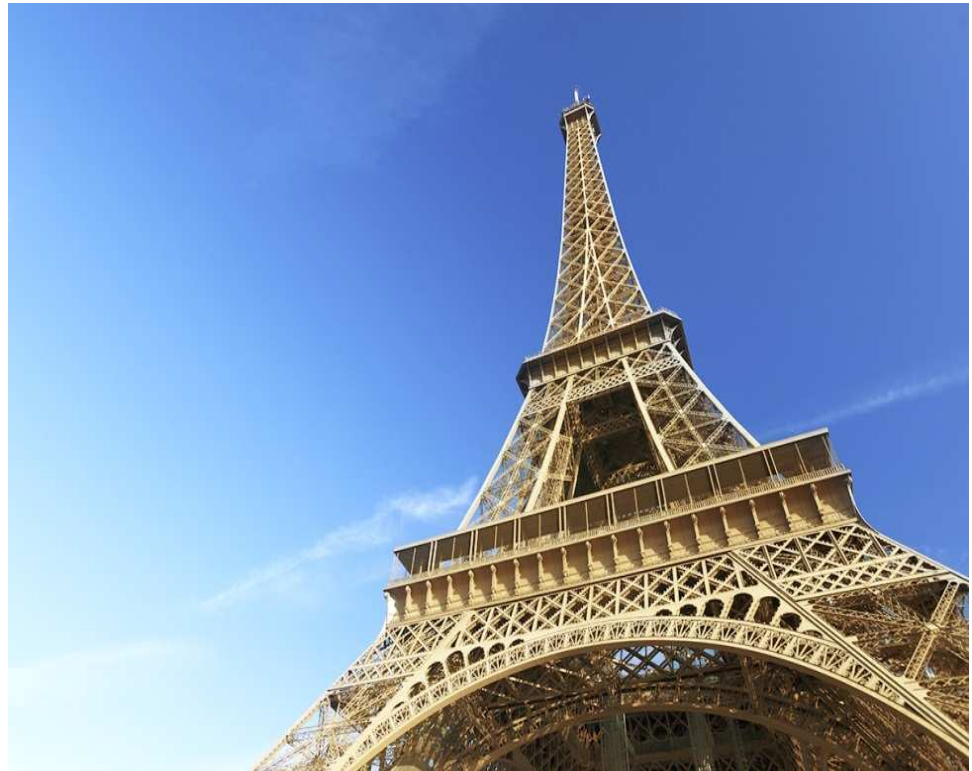
Growth

- ▶ \$1 Billion in Facilities
- ▶ EPAX ↑4.2% in 2015
- ▶ New Air Service
 - ▶ Alaska Airlines - Seattle
 - ▶ Allegiant Airlines
 - ▶ Eleven New Destinations



More Growth

- ▶ PARIS
 - ▶ Delta
 - ▶ Daily Nonstop
 - ▶ Begins May 12th



Shop, Dine & Relax



- ▶ 50 Shops & Restaurants
- ▶ Nearly \$48M in Sales
 - ▶ \$17M Retail
 - ▶ \$31M Food



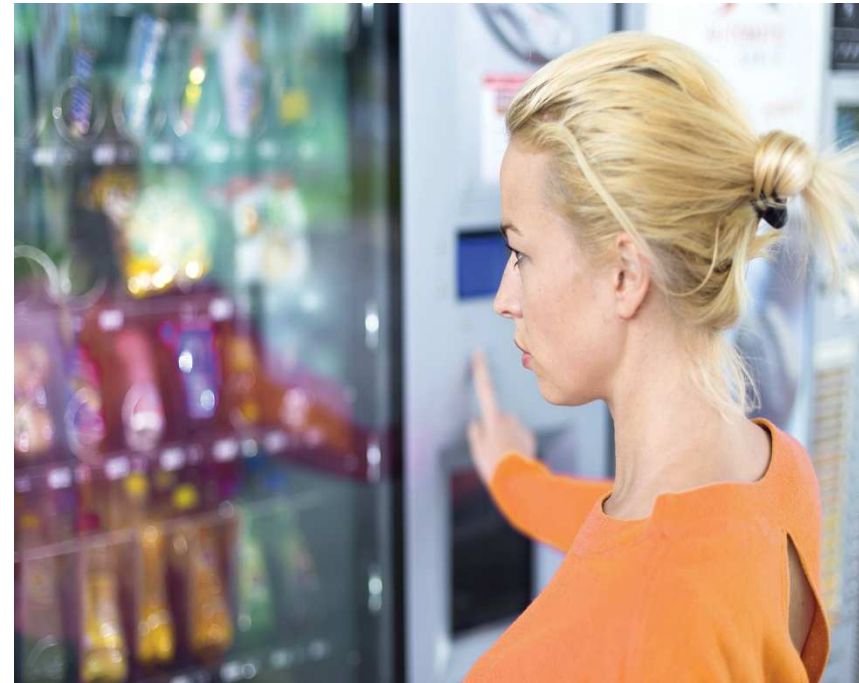
Opportunities

- ▶ Terminal 2 Retail Concessions
 - ▶ Convenience Retail
 - ▶ Specialty Retail
 - ▶ Passenger Services
- ▶ Terminal 1 & 2 Foreign Currency & ATM
 - ▶ Currency Counter
 - ▶ FX ATM and ATM
 - ▶ Business Services



Opportunities

- ▶ T1 & T2 Snack Vending
 - ▶ Pre-Security locations
 - ▶ Packaged snacks
 - ▶ Bottled beverages



RFP Dates

- ▶ Outreach Event – July 14 2016
 - ▶ Package presentations
 - ▶ Networking
- ▶ RFP Releases – Fall/Winter 2016
 - ▶ Terminal 2 Retail
 - ▶ Foreign Currency & ATM
 - ▶ Snack Vending



For More Information

- ▶ How to Contact RDU
 - ▶ Business Development Office
 - ▶ 1000 Trade Drive, PO Box 80001, RDU Airport, NC 27623
 - ▶ To Register for Outreach Meeting – Email Us
 - ▶ RDUBusinessDevelopment@rdu.com
- ▶ Follow Us on Social Media
 - ▶ RDU.com

