

Terminal 3 North 2 Concourse Concession Opportunities
Business Information Meeting (3 of 3) – Monday, June 9 at 6 p.m.
Meeting Questions

1. How can a local small business reach out to retail businesses to partner with them and offer Arizona-made products?
2. Does a small business need to be a local Arizona business?
3. The process for a kiosk – what would that look like? Would they need to partner up with another company trying to go into this? Or would they be stand-alone? What does that process typically look like?
4. Is there a minimum amount of time in business or gross dollar revenue to be considered to add products into an existing retailer?
5. I would just like to confirm: the first full year of operation is projected at 750,000 enplanements and 6 gates. Do we have any idea on airlines or destinations out of those gates?
6. Can you elaborate a little bit more about the monthly reporting on the outreach. Is that during the time that you are starting or is it continually going on through the whole time you're in contract?
 - a. Follow up: If you have a contract with somebody and they are unable to continue their contract with you, are you then responsible for having to deal with the next person that is coming up? Is there some kind of resource to help with that?
7. Can you please discuss the rent percentage you mentioned earlier for quick-service restaurants?
8. Besides the rent, are there any other fees for retail operation: such as construction or design?