

BUSINESS INFORMATION MEETING

Network Entertainment Broadcast System (NEBS)

Concession Opportunity

August 5, 2026



PHX DVT EYR

SUCCESS FOR TODAY'S MEETING

- Time for questions will be available at the end of the presentation. Please submit your questions using the “chat” feature.
- Better than a screenshot, today's presentation and recording will be available at:



*Everything is subject to change until the
Revenue Contract Solicitation (RCS) is released.*



AGENDA



Program Overview

Current Airport NEBS Program



Future Direction

Vision and Solicitation Goals



NEBS Concession Opportunity

Revenue Contract Solicitation (RCS) Overview



Business Engagement

Small Business Outreach Requirements



Q&A



Current Terminal NEBS Program



Current Provider:

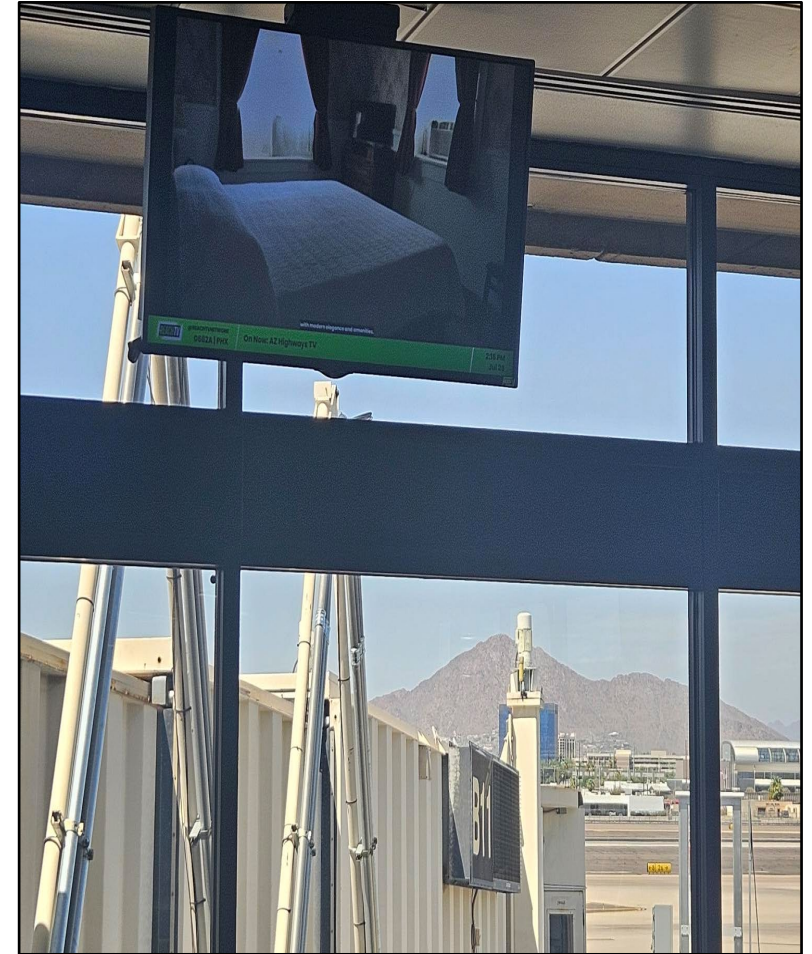
- Travel Content, LLC (dba Reach TV)

Terminal-Wide Television Displays:

- 81 Television Displays
- 22 Terminal 3 Locations
- 59 Terminal 4 Locations

Program Scope:

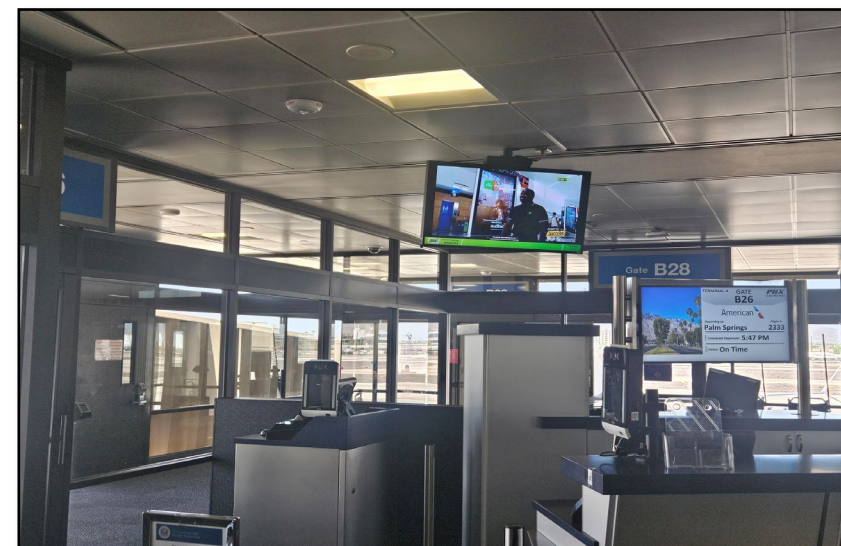
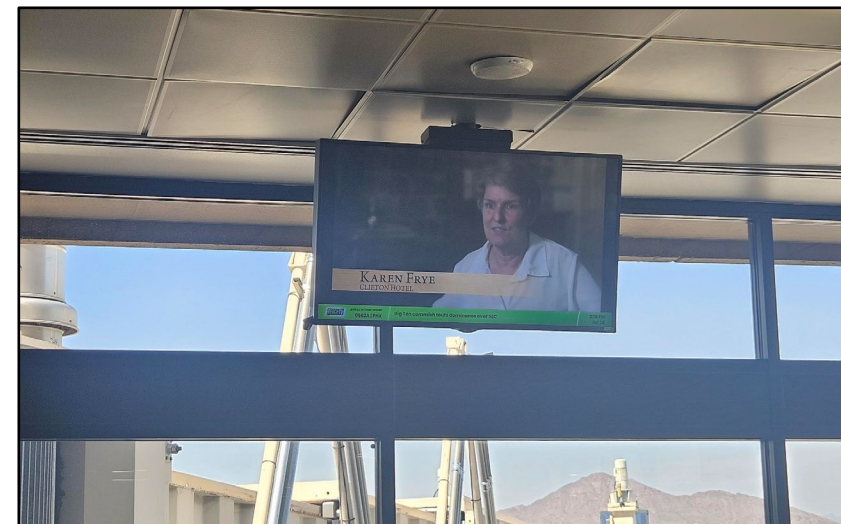
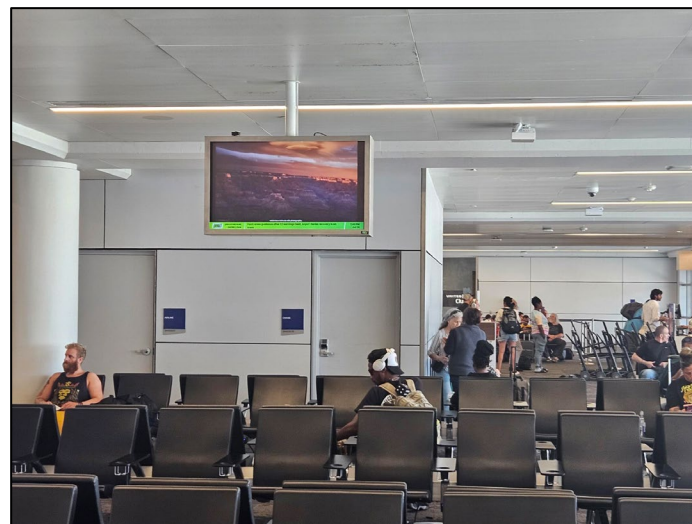
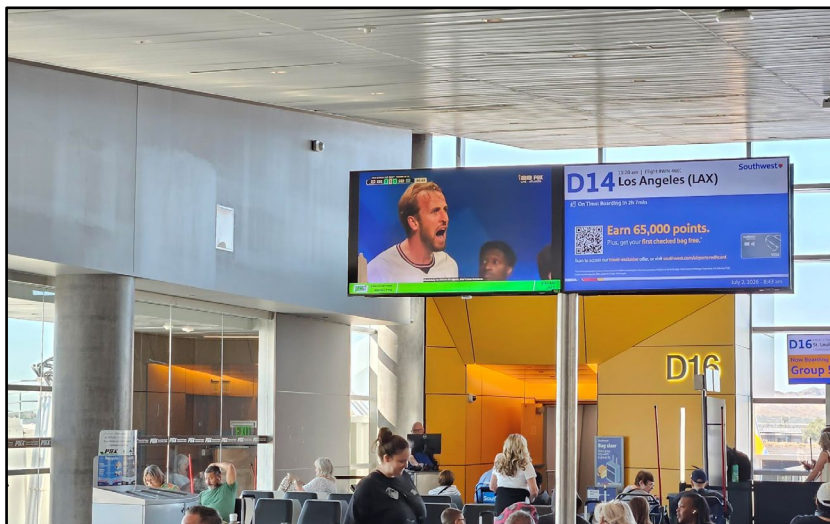
- Install, maintain, manage, and operate a NEBS concession in both terminals that provides passengers access to high quality programming and generates revenue for the Airport



Source: Phoenix Sky Harbor Airport



Examples of Terminal NEBS Displays

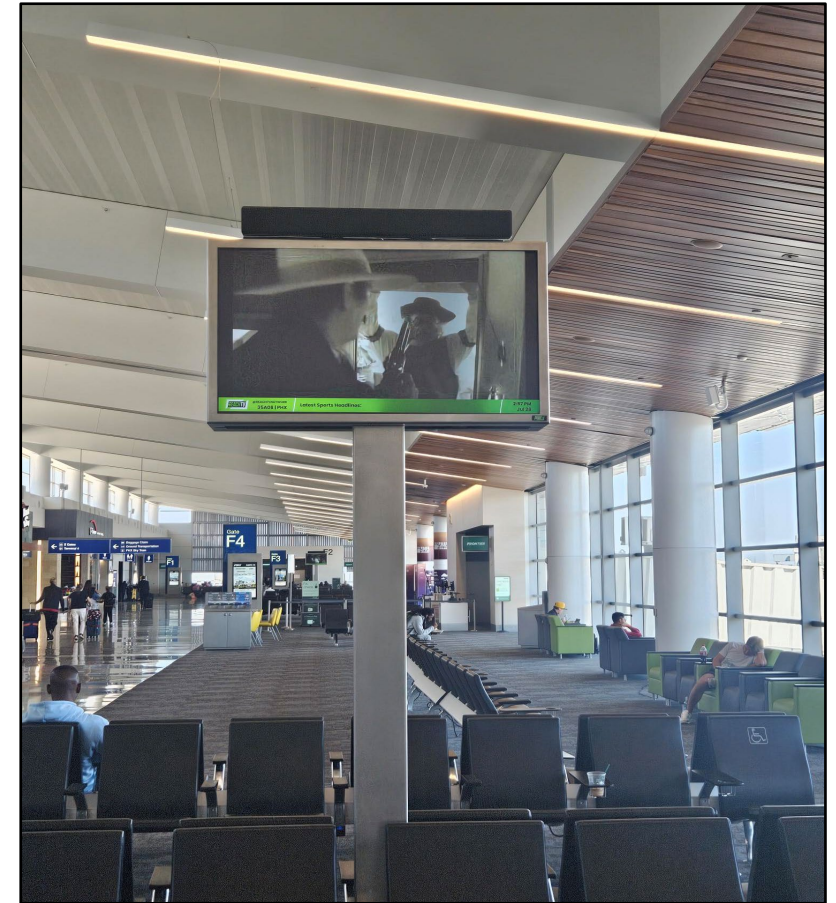




Vision: Future-Ready NEBS Program



- Enhanced passenger experience
- Utilize current display technology
- Increased opportunities for local and small business participation
- Highlight local content
- Alignment with industry best practices
- Maximize revenue opportunities



Source: Phoenix Sky Harbor Airport



Proposed Concessionaire Responsibilities



Scope of Work

- Installation of all new NEBS equipment
- Maintenance of all NEBS infrastructure
- Operation of the NEBS
- Modern technology equipment
 - Midterm Refurbishment
- Acquire or produce high-quality broadcast programming appealing to the traveling public



Source: Phoenix Sky Harbor Airport



NEBS Program Locations



Terminal Wide:

- Terminal 4 Gate Hold areas
- Terminal 3 Gate Hold areas
- **New Locations:**
- Terminal 3 Ground Boarding Facility (opened in June 2026)
- Planned expansion into T3 N2 (2027)
- West Terminal (2033)



T3 Ground Boarding Facility

Source: Phoenix Sky Harbor Airport



Proposed Evaluation Criteria



- Qualifications and Experience of Proposer
- Programming and Content Plan
- Management and Operations Plans
- Financial Return to the Aviation Department



Source: Phoenix Sky Harbor Airport



The program encourages participants to implement sustainable practices.

- Energy efficiency measures
- Waste reduction strategies
- Responsible sourcing practices
- Water conservation efforts





Proposed Concession Lease Terms



Initial Term: Five (5) year term



Renewal Option: One (1) three-year renewal option + Two (2) one-year renewal options



Minimum Annual Guarantee: Based on the Successful Respondent's proposal, a minimum of \$150K, increases by a minimum of 3% annually.



Revenue Sharing: Formula will be based on Successful Respondent's Proposal



Timeline*



Solicitation Issue Date: Late Summer 2026



Pre-Response Meeting: Late Summer 2026



Proposal Due Date: Fall 2026



City Council Award: Early Spring 2027

***All RCS dates are subject to change**

EVENTS & RESOURCES

Sarah Moratto
Small Business Engagement Manager



Network Entertainment Broadcast System

Business Information Meetings

Business Information Meeting #1

Wednesday, Aug. 5 from 10 – 11 a.m.

Hybrid – Aviation Headquarters or WebEx

See details and register at QR code below



Business Information Meeting #2

Friday, Aug. 7 from 3 – 4 p.m.

Hybrid – Aviation Headquarters or WebEx

See details and register at QR code below



During these sessions, attendees will hear from Aviation staff on the project scope and requirements. Sessions are public and open to all interested parties.



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Business Resources

Aviation Outreach Events



Aviation Business Website



Aviation Interest List



Vendor Registration



**HAVE QUESTIONS?
CONTACT US!**



busopps.aviation@phoenix.gov

(602) 273-3390

SMALL BUSINESS OUTREACH REQUIREMENTS

Network Entertainment Broadcast System
Business Information Meeting
August 5 & 7, 2026



THE CITY'S COMMITMENT TO SMALL BUSINESS

The City commits to supporting the economic growth of small businesses by implementing:

- ✦ ACDBE-Neutral measures to achieve Small Business Participation.
- ✦ A national market for small business participation.



WHAT IS A SMALL BUSINESS (13 CFR Part 121)

The City defines a small business as any business:

- Whose annual gross income does not exceed the Small Business Administration's (SBA) size standards.
- That owners do not exceed the Personal Net Worth cap of \$2.047 Million (per 2024 Final Rule).

* Small Business eligibility will be established through a verification process



SMALL BUSINESS OUTREACH @PHX

Steps to take for Outreach:

1. Identify opportunities for small business participation
2. Conduct outreach for small business participation
3. Evaluate small business participation
4. Tell each small business that responded to the outreach efforts of their selection decision whether or not the small business was selected



DOCUMENT!!! DOCUMENT!!! DOCUMENT!!!

All Respondents must fulfill ACDBE – Neutral Program Requirements
per 49 CFR Parts 23 and 26.



SMALL BUSINESS PARTICIPATION @PHX

- Comply with Airport ACDBE-Neutral Program Requirements and 49 CFR Parts 23 and 26
- Track and report all small business participation that occurs as a result of:
 - Contracts
 - Procurements
 - Purchase orders
 - Goods/services
 - Or other arrangements involving sub-tier participation



Data and supporting documentation must be entered monthly into the City of Phoenix Certification & Compliance System: phoenix.gob2g.com



Creating an inclusive & equitable environment where everyone is valued.

EOD SMALL BUSINESS SUPPORT CONTACTS

For additional information, please contact the Equal Opportunity Department – Small Business Support Division

Compliance Team: 602-495-0887

Via email: sbs.compliance@phoenix.gov



Certification Team: 602-262-6790

Via email: sbs.certification@phoenix.gov



QUESTIONS?

Please enter any questions you have into the chat box.



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Have More Questions? Contact Us

busopps.aviation@phoenix.gov



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