



Dallas/Fort Worth International Airport Concessions Committee Presentation

October 11, 2011

Agenda

- Official Board Actions
- Concessions Update
- Sales Update



Official Board Actions



Official Board Actions

Approval of Extension to T-Mobile USA, Inc. Permit for the Operation of WLAN/Wi-Fi Network

- T-Mobile currently provides the Wi-Fi service at DFW Airport.
 - Original term was five (5) years with two (2) one-year options.
 - Current contract is slated to expire December 31, 2011.
 - This extension is for six months through June 30, 2012 to align with implementation of the new provider, if necessary, month to month until transition is complete.
- Current MAG is \$180,000 or 10% (\$15,000 per month).
 - Under the extension the monthly guarantee payment will be \$90,000.





Concessions Update



Concessions Update

Outreach and Pre-Proposal Meetings held for Terminals B/E and Sponsorship for Wi-Fi/Content Management (Wi-Fi/CM) RFPs

- Outreach meetings held on September 12.
 - Terminals B/E
 - Wi-Fi/CM
- Additional Wi-Fi/CM Outreach
 - RCR Wireless Webinar held on September 13.
 - 2011 Wireless Infrastructure Show Outreach held on October 4.
- Pre-proposal conference scheduled for October 14.



Request for Proposals

Timeline of RFPs and Board Recommendations

Terminal A Supplemental

- Received 19 proposals – 9/2/11
- Recommendations to December 2011 Board

Terminal B/ E

- Released RFP 9/27/11
- Proposals due 1/16/12
- Recommendations to June 2012 Board

Wi-Fi/Content Management

- Released RFP 9/27/11
- Proposals due 11/18/11
- Recommendations to February 2012 Board



Sales Update



Concessions Sales Update – August 2011

Sales increases for the month vs. FY10 are primarily due to shifts and increases in enplanements, reporting of RDAs, and new business.

	% Chg	Aug Actual	Aug Actual				
			A	B	C	D	E
Sales	9.9%	★	★	■	★	■	★
Enplanements	2.6%	■	■	■	★	■	★
Transactions	2.7%	■	■	■	■	■	★
Sales/EPAX	7.0%	★	★	★	★	★	★
Sales/SF	6.3%	★	■	■	★	■	★

- Transactions in Terminals A, B and D have decreased due to TRIP and flight movements.
- AA has shifted their flights among the terminals which are causing Terminals B & D enplanements to be less than last year.





Dallas/Fort Worth International Airport Concessions Committee Presentation

October 11, 2011