

**MINUTES OF THE  
CONCESSIONS/COMMERCIAL DEVELOPMENT COMMITTEE  
Tuesday, April 30, 2013  
12:30 p.m.**

**Convening of the Meeting** – The Regular Meeting of the Concessions/Commercial Development Committee was duly convened and held in the Board Room of the Administration Building of the Dallas-Fort Worth International Airport Board at 12:30 p.m., on Tuesday, April 30, 2013, pursuant to earlier notification thereof to the members of the Board and public. The following quorum was present:

Lillie Biggins, Chair  
Francisco Hernandez  
Regina Montoya  
Forrest Smith

**Other Board Members in attendance:**

Robert Hsueh  
Sam Coats  
Curtis Ransom  
Bernice J. Washington  
Mayor Karen Hunt

**Board staff in attendance:**

Jeff Fegan, Ken Buchanan, Jim Crites, Phil Ritter, Linda Valdez Thompson, Rob Darby, Elaine Rodriguez, Paul Tomme, Zenola Campbell, Armin Cruz, William Flowers, Tamela Lee, Sharon McCloskey, Greg Spoon, John Terrell, Max Underwood, David Magana, Donna Schnell, and Paula Purdy

**CONCESSIONS/COMMERCIAL DEVELOPMENT COMMITTEE**

1. The Minutes of the Concessions/Commercial Development Committee Meeting of April 2, 2013 were approved.

**Action Item for Consideration**

2. The Committee recommended to the Board to approve the acquisition, for the benefit of and at the expense of the Airport, 0.998+/- acres of land from the State of Texas, acting by and through the Texas Department of Transportation (TxDOT). This item will also require approval from the cities of Dallas and Fort Worth.
3. The Committee recommended to the Board to approve an increase to Contract 8002283, Business to Consumer Marketing and Advertising Services, with Moroch ABI LLC, in an amount not to exceed \$425,000, for a revised Contract amount not to exceed \$8,473,000.

## **Discussion Items**

4. The Concessions Update addressed a Sponsorship Plan which was presented by Zenola Campbell, VP Concessions.
5. The Concessions Sales Update was distributed to the Board.
6. Permits issued by Concessions were distributed to the Board.
7. The Commercial Development Update was a Discussion of the TEX Rail – DFW Memorandum of Understanding for Cotton Belt Rail Line presented by John Terrell, VP Commercial Development.
8. License issued by Commercial Development was distributed to the Board.
9. The Marketing Update was presented by Sharon McCloskey, VP Marketing.