

Waco Regional Airport Food and Beverage Service Provider Update

4.16.2024



Joel Martinez, Director of Aviation

Food and Beverage Service Provider Update

Fall 2023 – Issued a Request for Proposal (RFP) to identify food and beverage provider

Goal - Select a vendor to provide food & beverage services, pre & post security, to our travelers, community, and Airport based businesses



RFP Process Overview

- August 2023 - RFP published
- September 2023 - Received (3) proposals
- November 2023 - Selection committee unanimously identified Lindsey & Associates International Communications, LLC (LAI) as the preferred vendor, along with their concept 'MARIES Bistro,' featuring 'A Taste of Waco'
- December 2023 - LAI presented selection committee with details of their services
- January 2024 - Airport Advisory Board approved recommendation for City Council consideration
- February – March 2024 - Contract negotiations



Vendor Overview

- Based in Waco, LAI is a marketing, communications, and restaurant management firm focused on delivering customer experiences
- With over 20 years of experience, the LAI team has successfully operated concessions at both Greater Cincinnati/Northern Kentucky International Airport (CVG) and Philadelphia International Airport (PHL)
- LAI currently operates MARIE's Wine Bar in Downtown Waco



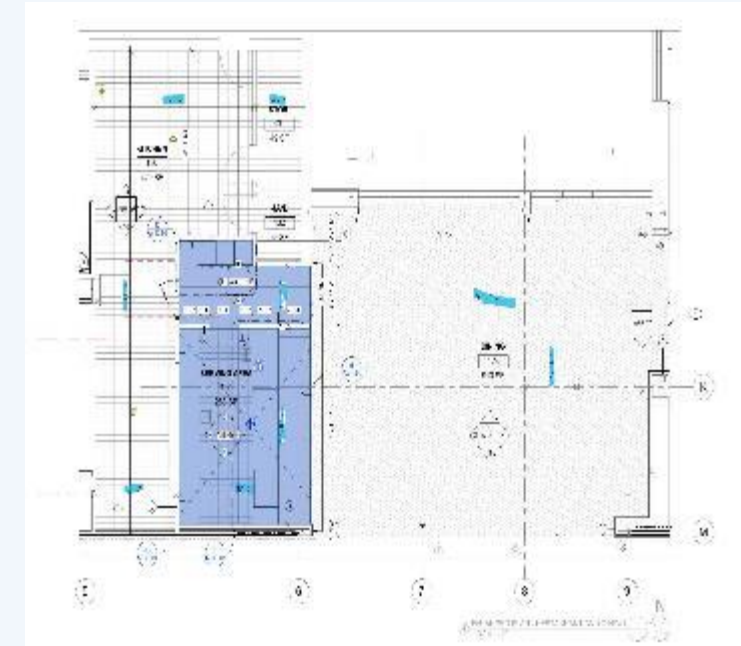
MARIE's Airport Concepts

- MARIE'S Bistro will offer pre and post security food & beverage options
- Full restaurant
- Vending machines
- Post-security coffee & beverage cart
- Items will be designed to meet TSA and airline guidelines



Contract Details

- Three-year term with (2) one-year extensions
- Monthly base rent: \$1,616 (calculated at \$1/sq. ft.)
- Percentage rent annual breakpoint: \$193,920.00
 - Percentage rent rates: 4% in the first year, 6% in the second year, 8% in the third year, and 10% for any 12-month renewal options
- Hours of Operation:
 - Mon. - Sun, 5:00am – 8:00pm, during all departing flights
- Menu pricing & services require written approval from the City
- April 1st of each year submit updated product & services list with current prices to the City
- Theme, design, & décor must be approved by the City



Next Steps

- Council consideration for contract approval
- Vendor improvement period
- Open for business - 120 days from contract execution



Thank you