**Talking Points for Communication with Your Elected Officials – Concessions Relief**

· On behalf of \_\_\_\_\_\_\_, I urge you to ensure that the next COVID-19 package includes $3.5B for concessionaires at airports hit hard by the pandemic and at least $10B to continue to help airports respond to the pandemic.

· While airlines, airports and others received relief in the CARES Act, concessionaires were the only aviation partner that did not receive targeted aviation assistance.

· The $3.5B would go to providing critically needed rent and MAG relief that airport concessionaires are obligated to pay to airports today.

· Concessionaires are in a unique position as their ability to continue to operate is tied to the use of airports, which remains at historically low levels. With a significant drop in passengers, airport revenue continues to suffer and concessionaires cannot continue to pay airports MAG and rents.

· [INFORMATION ABOUT YOUR COMPANY AND COVID-19 IMPACT]

· Airport restaurant and retail concessions alone lost 95% of their business and were forced to furlough about 95% of their employees within the first few months of the pandemic. They will lose an estimated $3.4B between now and the end of 2021. In the next 18 months, airport restaurant and retail concessionaires will lose 3 years of profit.

· Providing these critically needed funds would ensure that airports and their concessionaires can stay in business, continue to respond to new operational demands, reopen stores, rehire employees and begin to recover as passenger traffic slowly recovers.

· Again, please make sure that the next relief package includes $3.5B to help concessionaires and $10B to continue to help airports respond to the pandemic.

· Thank you for your support of airport concessionaires.