

September 10, 2020

Dear ARRA Members and Aviation Allies,

As Congress returns to Washington, D.C. to work on an additional COVID-19 relief package, now is the time to contact your Senators and Representatives to urge inclusion of \$3.5B for airport concessionaires and a minimum additional \$10B for airports—the joint ARRA-AMAC-ACI-NA-AAAE-Concessions Coalition proposal. While airlines, airports and others received relief in the CARES Act, concessionaires were the only aviation partner that did not receive targeted aviation assistance. Without passengers traveling by air and corresponding sales, airport concessionaires and other airport partners cannot continue to pay airports MAG and rents and our survival is in question!

Please utilize the attached letter and talking points as you engage with your respective [Senators/Representative](#). It's important that you customize the letter to reflect your company's situation and need.

There are many, many companies, industries and interests pressing legislators for relief in the next package. We must keep up the pressure and make sure our voice, **YOUR VOICE, is heard...**persistently. The **legislators must hear directly from you**, their constituent, and understand the full impact on your company and employees and how it threatens your ability to stay in business. They need to understand that their airport and community depend on your survival for their survival and recovery.

If you have any questions or need further assistance, please let me know. Any feedback you receive from your Senators or Representative's or their staff is very helpful.

Thank you for your immediate assistance.



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SAMPLE LETTER TO SUPPORT AIRPORTS/CONCESSIONS RELIEF

Dear Congressman/Senator XXXXX,

I am writing to you today to request that Congress provide \$3.5B in relief for airport concessionaires (ACs) and an additional \$10B for airports in the next COVID-19 package. The bill being considered by the Senate this week does not include any of the critically needed funding for ACs and airports. It is vital that these funds be added to any final negotiated legislation.

The Airport Restaurant & Retail Association (ARRA) and Airport Minority Advisory Council (AMAC), and the associations of duty free stores (IAADFS), car rental companies (ACRA) and parking operators (NPA), along with the airport trade associations—the Airports Council International-North America (ACI-NA) and the American Association of Airport Executives (AAAE)—are united in requesting at least \$13.5B in grants to airports, with \$3.5B dedicated to provide relief to ACs through abatement of Minimum Annual Guarantees (MAG) and rents at the airports.

Airport concessions relief funds (\$3.5B) would be allocated based on each airport's 2019 enplanements due to 2020 enplanements being significantly skewed as a result of the pandemic. They would be used to directly assist concessionaires at each airport

[INSERT information about the impact of COVID-19 on your company, store closings and sales and employee losses.]

ACs are the third major partner in the aviation ecosystem that serves air travelers and our nation's air transportation system. ACs includes more than 3,500 small minority and women-owned businesses who operate under the Congressionally-authorized Airport Concessions Disadvantaged Business Enterprise (ACDBE) program, which is administered by the Department of Transportation (DOT) and is intended to ensure diversity and small business inclusion in airport contracting and business opportunities. These businesses' survival is threatened by the pandemic's disproportionate negative impact on them.

Pre-COVID-19 pandemic, airport restaurant and retail operators were a vital \$10B industry that employed over 125,000 people. Additionally, pre-COVID-19 pandemic, including duty free, on-airport car rental companies, and parking operators, the airport concessions industry generated more than \$50B in sales and employed over 320,000 people and contributed nearly \$8B annually to airports in the form of MAG and other rents and fees, which comprised approximately 40% of total airport revenues. These funds support our airports to meet safety and security needs and to fuel airport development.

ACs are the only aviation partner that did not receive targeted assistance in the CARES Act, while airports, airlines, and their contractors did. ACs meet passenger demand by delivering the vital services, outstanding customer service and travel experience that travelers need. Without assistance, many ACs will fail to survive, and airports will not fully recover.

Please do not hesitate to reach out with any questions.

Sincerely,

XXXXX

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.