

## Draft Letter to Congressman/Senator

Dear Congressman/Senator XXXXX,

I am writing to you today to request that Congress provide at least \$3.5B in relief for airport concessionaires and at least an additional \$10B for airports in the next COVID-19 package.

Airports and their concessionaires are desperate for federal relief and assistance and together urge your support. The Airport Restaurant & Retail Association (ARRA), Airport Minority Advisory Council (AMAC), the International Association of Airport Duty Free Stores, (IAADFS), the American Car Rental Association (ACRA) and the National Parking Association (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 Minimum Annual Guarantees (MAG) and rent abatement to airport concessionaires at the airport. Funds would be allocated based on each airport's 2019 enplanements due to 2020 enplanements being significantly skewed as a result of the pandemic. As the COVID-19 pandemic continues, and cases continue to surge, air travel remains stagnant and airport concessionaires are bearing the brunt.

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

You see ARRA members and our employees every time you go through an airport. We are the third major partner in the aviation ecosystem that serves air travelers and our nation's air transportation system. Airport concessionaires include more than 3,500 small minority and women-owned businesses who operate under the Congressionally-authorized Airport Concessions Disadvantaged Business Enterprises (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.

Airport concessionaires are the only aviation partner that did not receive targeted assistance in the CARES Act, while airports, airlines, and their contractors did. Airport concessionaires meet passenger demand by delivering the vital services, outstanding customer service and travel experience that travelers need. Without assistance, many companies will fail. Our livelihoods are at stake and we need your help to weather this storm.

Please do not hesitate to reach out with any questions.

Sincerely,

XXXXX