**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,

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