

Draft Talking Points for Communication with Your Elected Officials

- On behalf of _____, I urge you to ensure that the next COVID-19 package includes \$3.5B to concessionaires and other airport partners hit hard by the pandemic and at least \$10B to continue to help airports respond to the pandemic.
- COVID-19 is surging again and this pandemic has no end in sight.
- 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 other financial guarantees (MAG) relief that ACs are obligated to pay to airports today.
- Airport 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 airport concessionaires and related companies cannot continue to pay airports MAG and rents.
- 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 by the end of 2021. In the next 18 months, airport restaurant and retail concessionaires will lose 3 years of profit.
- If airports continue to suffer depressed traffic, revenue at concessionaires will decrease or dry up entirely, leading to layoffs and, potentially, permanent closure, resulting in employee job loss and escalating the already tenuous economic situation in the nation.
- Without additional resources, service industry workers in airports remain vulnerable to COVID-19 exposure.
- Beyond the inherent costs this makes concessionary operators vulnerable to (loss of employees, healthcare coverage), this puts workers into physical and mental jeopardy, which could result in attrition and, eventually, the closure of a concessionary, further harming the airport's attractiveness to prospective customers and revenues.
- Providing these critically needed funds would ensure that airports and their partners will have the resources to continue to operate and respond to new operational demands for enhanced cleaning and safety procedures to protect passengers and employees.
- Again, please make sure that the next relief package includes \$3.5B to help concessionaires and other airport partners and \$10B to continue to help airports respond to the pandemic.