



Salt Lake City
International Airport

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PROCUREMENT PROCESS TO LEASE SPACE AT THE NEW SLC TO LAUNCH

Salt Lake City, UT— The public procurement process to select concessions for The New SLC Redevelopment Program is about to begin.

The Request for Proposals (RFP) for the first phase of The New SLC will be posted in early April on the Salt Lake City’s purchasing webpage at <http://www.slcgov.com/purchasing>. The first RFP will be for retail, news and gifts.

Interested businesses must register on the Utah Public Procurement Place (UPPP) webpage—www.slcpurchasing.com—in order to download documents and submit a proposal. In May 2018, the RFP for the food and beverage component of the first phase will be posted. An RFP for concessions in the second phase of The New SLC—to include the east build out of the concourses—will be issued after 2020.

The Airport is looking for a mix of local, regional and national brands as well as a balance of small and large package leases. Other considerations the Airport will look at are pricing, hours of operation and service standards. After the proposals are received, an Airport selection committee—made up of senior level airport staff and community representatives—will review the proposals to determine if the submissions meet the minimum requirements before scheduling meetings with the top ranked firms.

Operating a business at the Airport is unique in that it is a city-owned facility that is largely regulated by the federal government in a highly-secure and time sensitive environment. In addition, there are limited opportunities for concessionaires to enter the Airport due to limited space, low turnover and long lease terms.

The first phase of The New SLC will include a central terminal, the west end of two concourses and a parking garage. The first phase of the new airport will be completed in 2020 with the second phase scheduled to be finished in 2024.

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The Salt Lake City International Airport serves more than 24 million passengers per year and is the 25th busiest airport in North America and 85th busiest in the world. More than 350 flights depart daily to more than 94 non-stop destinations.