RALEIGH-DURHAM AIRPORT AUTHORITY BOARD MEETING MINUTES  
OCTOBER 17, 2019

Chair Kane presided. Present: Hannah, Kushner, Morgan, Teer, Thompson, and Wallace. Staff present included: President and CEO Landguth, Senior Vice President and COO Sandifer, Senior Vice President and CFO Sylver, Senior Vice President and CISO McFall, Senior Vice President and CRO Freedman, Vice President and Chief HR Officer Umphrey, Vice Presidents Feldman, Jewett, and Legan, General Counsel Locklear, Executive Assistant Rivera, and other staff members and guests.

I. APPROVAL OF AGENDA  
Motion by Teer to approve the agenda; Second by Thompson  
ADOPTED BY UNANIMOUS VOTE

II. APPROVAL OF MINUTES  
Motion by Hannah to approve the minutes of the September 19, 2019 regular meeting of the Raleigh-Durham Airport Authority Board, including consent actions and the committee minutes incorporated therein and of the special meeting of the Board held on October 8, 2019; Second by Kushner  
ADOPTED BY UNANIMOUS VOTE

III. CHAIR COMMENTS  
1. Chair Kane welcomed everyone.  
2. Employee and volunteer service milestones were recognized and congratulated. New hires were introduced and welcomed, and promotions were announced and congratulated.  
3. Chair Kane noted RDU’s incredible accomplishment in being named by J.D. Power as fifth in North America for passenger satisfaction among large airports.  
4. Chair Kane commented on the Board’s strategic meeting held for informational purposes only on October 8, 2019. He briefly described the three airport projects which may need to be changed or accelerated to keep pace with airport growth and may require future Board action.

IV. OLD BUSINESS  
1. Land and Development Committee Report – Teer reported Board members met during the Land and Development Committee work session on October 17, 2019 and discussed the following items:  
   a. Consideration of Change Order Number 2 with Balfour Beatty Construction for West RON Apron Rehabilitation  
      Motion by Teer for approval of Change Order Number 2 to Balfour Beatty Construction in the amount of $3,159,926, and authorization for the President and CEO to execute the change order; Second by Morgan  
      ADOPTED BY UNANIMOUS VOTE
b. Consideration of Task Order No. 2 with Delta Airport Consultants for Design Services
   Motion by Teer for approval of Task Order No. 2 with Delta Airport Consultants, Inc. in the amount of $388,000, and authorization for the President and CEO to execute the task order; Second by Morgan
   ADOPTED BY UNANIMOUS VOTE

c. Consideration of Task Order 23 with O’Brien Atkins for Federal Inspections Station Facility Expansion Design Services
   Motion by Teer for approval of Task Order 23 to O’Brien Atkins Associates, PA. in the amount of $1,631,159, and authorization for the President and CEO to execute the task order; Second by Morgan
   ADOPTED BY UNANIMOUS VOTE

d. Presentation Regarding Taxiway F Rehabilitation Drainage Repair
   Presentation to Committee for informative purposes only. No Board action required.

2. Operations Committee Report – Thompson reported Board members met during the Operations Committee work session on October 17, 2019 and discussed the following items:
   a. Consideration of Master Services Agreement with Unison Consulting, Inc.
      Motion by Thompson for approval of a Master Services Agreement with Unison Consulting, Inc. for a term of up to five years in an amount not-to-exceed $225,725 and authorization for the President and CEO to execute the agreement and related task orders; Second by Teer
      ADOPTED BY UNANIMOUS VOTE

   b. Consideration of Terminal Concession Lease with Areas USA RDU, LLC
      Motion by Thompson for approval of the Terminal Concession Lease with Areas USA RDU, LLC, including approval of the consent for the associated sublease(s) proposed with Uptown Airport Group, and authorization for the President and CEO to execute the lease and associated documents; Second by Kushner
      ADOPTED BY UNANIMOUS VOTE

   c. Consideration of Change Order 4 with SITA for Common Use Technology and Associated Services (moved from Consent Agenda and heard in Operations Committee work session)
      Motion by Thompson for approval of Change Order 4 with SITA, at a cost of $390,133 for a new contract value of $6,779,173.29 and authorization for the President and CEO to execute the change order; Second by Morgan
      ADOPTED BY UNANIMOUS VOTE
V. NEW BUSINESS
1. Consent Agenda:
   a. Consideration of Change Order 4 with SITA for Common Use Technology and Associated Services – moved from Consent Agenda and heard in Operations Committee work session
   b. Consideration of Lease Agreement with RDU Taxi, Inc.
   c. Consideration of Multiyear Service Agreement with ASCO Power Services, Inc.
   d. Consideration of Removal of Appointment of Deputy Finance Officer
   Motion by Thompson to approve and adopt the Consent Agenda items b, c and d; Second by Morgan

   ADOPTED BY UNANIMOUS VOTE

VI. GENERAL COUNSEL’S REPORT
No items were reported.

VII. MEMBER COMMENTS
Board members expressed appreciation for staffs’ and volunteers’ continued efforts on behalf of the airport. New hires were welcomed, and promotions and service award recipients were congratulated. Attending representatives of new concessionaires were welcomed. Board members expressed appreciation for achievement of the high JD Power ranking. Continued support of the USO was encouraged.

VIII. PRESIDENT AND CEO’S REPORT
Welcome
Good afternoon Board Members, Team RDU, business partners, and guests who have joined us today.

Activity Report
RDU continues to see tremendous growth in passenger volume. In September, RDU enplaned 570,542 passengers, a nearly 24 percent increase over September 2018. Hurricane Florence hit North Carolina on September 14, 2018 causing flight disruptions along the east coast. We are heading into the busy holiday travel season, so remember to arrive at the airport at least two hours early for a domestic flight and three hours for international travel so you have enough time to park, get through security, and arrive at your gate on time.

Nonstop Destinations
Customers are finding more options when they book their holiday travel this year. The influx of ultra-low cost carriers at RDU is creating competition that gives customers more options for travel times and ticket prices. Frontier is our fastest-growing carrier and Spirit entered the market this year. RDU now has 61 nonstop destinations with Frontier’s discontinuation of its San Diego and Punta Cana flights. Allegiant is also restarting its seasonal service to St. Pete-Clearwater in February. Our growth ranked #6 among 50 busiest U.S. airports from March 2018 – March 2019. The ultra-low cost carriers
have different business models than traditional carriers and tend to adjust their schedules regularly in response to performance and market changes. As a result, they have added new dots to our service map and scaled back from markets that didn’t perform as well as expected. We are tailoring our recruiting efforts to pair the right airline partner with the right destinations, along with the appropriate schedule and frequency to ensure the success of new flights.

Real ID
Beginning October 1st of next year, passengers at RDU and all U.S. airports will need a REAL ID-compliant driver’s license or other federally-approved form of ID to board a flight. Passengers who do not have a N.C. REAL ID or other accepted form of identification such as a valid passport or U.S. military ID will not be allowed to pass through the security checkpoint. A year may sound like a long time, but the 2020 deadline will be here before we know it. It is important for travelers to get the new ID well in advance to avoid any last-minute rush or risk being turned away at the airport. The N.C. REAL ID is identified by a star in the upper right-hand corner. It will be required for boarding commercial airlines and entering federal buildings, but not for driving or other traditional license activities.

Campus Improvements
If you’ve parked in our garage recently you’ve probably noticed a lot of hard hats and construction signs. We just kicked off a year-plus campaign to improve elevators, escalators and passenger walkways. Construction crews started taking individual elevator cars and shafts offline for necessary mechanical and electrical work last week. During each phase of work, travelers will find signage informing them about the construction that is underway. Working elevators will be just steps away to ensure all our customers have the access they need. Our parking deck is periodically reaching capacity and temporarily closing as we recapture spaces for repairs. Customers are being redirected to other lots when the deck gets full. This a good time to remind customers to book parking online at ParkRDU.com at least 24 hours in advance, where you can pre-pay at a lower rate and get guaranteed entry into your lot of choice.

IX. ADJOURNMENT

Motion by Hannah to adjourn; Second by Morgan

ADOPTED BY UNANIMOUS VOTE
The Board approved the following items on the Consent Agenda:

a) Consideration of Change Order 4 with SITA for Common Use Technology and Associated Services  
(Moved from Consent Agenda and heard in Operations Committee work session)

b) Consideration of Lease Agreement with RDU Taxi, Inc.
Memorandum by Karen Reynolds, Director, Property Development – RDU Taxi, Inc. is the Authority’s current taxicab stand manager and, since 2008, has rented office space from the Raleigh-Durham Airport Authority. It has leased its current location in Terminal 1 since 2014. Now, RDU Taxi requires larger space for its operation, and wishes to vacate its Terminal 1 space and rent office space in South Cargo Building #3 (“SCB3”).

Staff requests approval of a Lease Agreement with RDU Taxi, Inc. for approximately 637.45 square feet of office/administrative space in SCB3. The new Lease Agreement’s term will run concurrently with existing the Taxicab Stand Manager Concession Agreement between RDU Taxi, Inc. and the Authority, which Concession Agreement, unless sooner terminated, will expire on December 31, 2021.

RDU Taxi will pay the current SCB3 rental rate of $10.30/s.f./year, as well as a maintenance and operations (M&O) fee of $6.15/s.f./year (FY19/20 rate). The fixed rental rate will increase 3% each year on the anniversary of the date of beneficial occupancy and the M&O rate is recalculated annually by the Authority as of April 1.

Staff requests approval of the Lease Agreement with RDU Taxi, Inc., and authorization for the President and CEO to execute the agreement.

c) Consideration of Multivear Service Agreement with ASCO Power Services, Inc.
Memorandum by Tommy Herndon, Director of Facilities Maintenance – Staff requests approval of a five year Service Agreement with ASCO Power Services, Inc. The proposed agreement provides annual preventative maintenance and emergency repairs services for twenty-five automatic transfer switches and one generator paralleling switchgear at various airport campus facilities. The cost of the proposed Service Agreement is $46,846.53.

Staff requests approval of the five year Service Agreement with ASCO Power Services, Inc. in the amount of $46,846.53 and authorization for the President and CEO to execute the agreement.
d) Consideration of Removal of Appointment of Deputy Finance Officer

Memorandum by Donna Sylver, Senior Vice President and Chief Financial Officer – North Carolina General Statue Chapter 159 dictates the roles and responsibilities of Board-appointed Finance Officers, Deputy Finance Officers, and Budget Officers. Currently, the Board has approved Donna Sylver (CFO, SVP) as both the Finance Officer and the Budget Officer. Additionally, the Board approved Ron Kapocius and David Seran as Deputy Finance Officers. David Seran is no longer employed by the Authority and has been removed from Bond Officer insurance coverage, and staff requests removal of David Seran’s appointment as Deputy Finance Officer.

Staff requests approval of the removal of David Seran’s appointment as Deputy Finance Officer and authorization for the staff to execute such documents as are necessary to effect this removal.
RALEIGH-DURHAM AIRPORT AUTHORITY  
LAND AND DEVELOPMENT COMMITTEE WORK SESSION MINUTES  
OCTOBER 17, 2019

Teer presided. Present: Hannah, Kane, Kushner, Morgan, Thompson and Wallace. President and CEO Landguth, Senior Vice President and COO Sandifer, Senior Vice President and CFO Sylver, Senior Vice President and CISO McFall, Senior Vice President and CRO Freedman, Vice President and Chief HR Officer Umphrey, Vice Presidents Feldman, Jewett, and Legan, General Counsel Locklear, Executive Assistant Rivera, and other staff members and guests.

The Committee discussed the following item:

1. Consideration of Change Order Number 2 with Balfour Beatty Construction for West RON Apron Rehabilitation:

   Presented by Ronald Jewett, Vice President of Facility Asset Management – Staff requests the award of Change Order Number 2, under the Construction Manager at Risk agreement, with Balfour Beatty Construction (CMR) for work related to the West RON Apron Rehabilitation project. During design, the engineer, RS&H, performed boring and coring investigations to determine soil conditions, soil parameters and depth of rock, at such locations determined between the civil and geotechnical engineers and in accordance with the FAA’s guidance of one boring per every 10,000/s.f. Based on that data, the engineer assumed: a) No unsuitable soils were detected; b) Rock excavation would be full depth from starting elevations to 1/ft below the pipe; and c) Rock was not expected to be in the pavement section.

   During initial excavation for pipe, utility and pavement installation, the CMR encountered previously unknown unsuitable soil and unanticipated rock. The CMR estimated the overall rock quantity to be approximately 25,250 c.y. which far exceeds the quantity in the contract documents. Regarding the unsuitable soil, the CMR is requesting compensation for the labor, material, equipment and supervision costs necessary to remove, haul to temporary on-site storage and for building and maintaining the temporary containment structure per NCDEQ requirements. The cost of $98,364 for “unsuitable soils haul to stockpile” are based on the actual quantity of 3,345 cubic yards removed from site and confirmed via topographic survey. The cost of $92,816 for “unsuitable soils stockpile maintenance” are based on 15 months duration to maintain the stockpile containment structure. Since the engineer did not anticipate rock in the pavement section, there were negotiations with the CMR to add “mass rock excavation.” The CMR estimated the overall rock quantity on the project to be approximately 9,200 c.y. of “trench rock” and 16,050 c.y. of “mass rock.” The West RON Rehabilitation project allowed for “trench rock” removal at a unit price of $174.28/c.y. and “mass rock” at a unit price of $141.53/c.y. for 5,200 c.y. The amount of rock excavated/to be excavated is now estimated to be “trench rock” at a net overage of 4,000 c.y for a cost of $697,112 and “mass rock” estimated to be 16,050 c.y. for a cost of $2,271,634. Total
compensation for these unknown and unforeseen costs is $3,159,926, based on actual quantities and estimated quantities (50% of the remaining excavation includes rock) to complete the excavation of the W RON Apron area.

Staff requests approval of Change Order Number 2 to Balfour Beatty Construction in the amount of $3,159,926, and authorization for the President and CEO to execute the change order.

2. Consideration of Task Order No. 2 with Delta Airport Consultants for Design Services:
   Presented by Jim Novak, Director of Facilities Engineering – Staff requests approval of the award of Task Order No. 2 under the Master Consulting Services Agreement with Delta Airport Consultants, Inc. (Consultant) for work related to Taxiway D Rehabilitation. This project includes reconstruction of portions of Taxiway D (east of Taxiway G) and Taxiway C (between Taxiways A and B), expanding the Taxiway G/H “hold pad” to enable overnight aircraft parking, and repairing Taxiway Connectors A5 and C (between Taxiway A and Runway 5R-23L). The project also includes repairing airfield service roads and evaluating the Taxiway C tunnel to increase the vertical clearance. Also, this project includes new paved taxiway shoulders and fillets, taxiway edge and in-pavement lights and signs to meet current FAA airport design standards, as well as other work elements including grading and drainage, utilities, pavement marking and turf restoration.

This proposed task order will provide for schematic design services. Included services are: site visit and data collection, base mapping, geotechnical investigation, pavement assessment, Taxiway C tunnel assessment, RON ramp alternatives consideration, construction phasing for ongoing airport operations, cost estimate, design meetings and design report. The Authority will compensate the Consultant for services rendered under this task order on an hourly basis not-to-exceed $336,906, with allowable reimbursable expenses to be compensated at direct cost not-to-exceed $51,094, for total compensation under Task Order No. 2 not-to-exceed $388,000.

The overall Minority and Women-owned Small Business (MWSB) goals for the existing Master Agreement are 10.0% for Minority Owned Small Businesses (MB) and 5.0% for Women-owned Small Businesses (WB). Participation for Task Order No. 2 is 18.4% MB and 28.7% WB. The Authority’s Small Business Programs Office reviewed this commitment.

Staff requests approval of Task Order No. 2 with Delta Airport Consultants, Inc. in the amount of $388,000, and authorization for the President and CEO to execute the task order.
3. **Consideration of Task Order 23 with O’Brien Atkins for Federal Inspections Station Facility Expansion Design Services:**

   Presented by Jaymes Carter, Director Buildings & Building Systems – Staff requests approval of the award of Task Order 23 under the Master Consulting Services Agreement (Agreement) with O’Brien Atkins Associates, PA. (Consultant) for work related to the Terminal 2 Federal Inspections Station (FIS) Facility Expansion project. In this project, the existing FIS and Customs and Border Protection (CBP) area in Terminal 2 will be expanded to cover portions of the first, second, and third floors on the north end of the building. The primary and secondary passenger inspection areas must be expanded outside the existing building envelope, including the addition of new baggage claim carrousels on the first floor. Supporting offices/functions for FIS/CBP will be reconfigured to fit the new layout of the expanded areas.

   This proposed task order will provide for consulting services through the Schematic Design Phase, including; a kick-off meeting, review of existing documents and conditions, design workshops with staff and stakeholders, Revit Modeling, a construction cost estimate, and a final report with recommendations and drawings. The Authority will compensate the Consultant for services rendered for this task order on an hourly basis not to exceed $1,521,961. Allowable reimbursable expenses specified in the task order will be compensated at direct cost, to a ceiling of $109,198. Total compensation under Task Order 23 is a not-to-exceed amount of $1,631,159.

   The overall Minority and Women-owned Small Owned Business (MWSB) goals for the existing Consultant’s Agreement are 10.0% for Minority-owned Small Business (MB) and 5.0% for Women-owned Small Business (WB). Total MB and WB participation for Task Order 23 are 8.72% for MB and 5.54% for WB. The Authority’s Small Business Programs Officeconcurs with this commitment.

   Staff requests approval of Task Order 23 to O’Brien Atkins Associates, PA. in the amount of $1,631,159, and authorization for the President and CEO to execute the task order.

4. **Presentation Regarding Taxiway F Rehabilitation Drainage Repair:**

   Presented by Ronald Jewett, Vice President of Facility Asset Management – Board members were updated regarding unexpected drainage issues uncovered during the Taxiway F Rehabilitation project, which required replacement of pipe and boxes. These repairs and improvements were completed during this project phase and any required contract cost adjustments will be brought before the Board at a future date.

   Presentation for informative purposes only. No Board action required.
RALEIGH- DURHAM AIRPORT AUTHORITY
OPERATIONS COMMITTEE WORK SESSION MINUTES
OCTOBER 17, 2019

Thompson presided. Present: Hannah, Kane, Kushner, Morgan, Teer and Wallace. Staff present included: President and CEO Landguth, Senior Vice President and COO Sandifer, Senior Vice President and CFO Sylver, Senior Vice President and CISO McFall, Senior Vice President and CRO Freedman, Vice President and Chief HR Officer Umphrey, Vice Presidents Feldman, Jewett, and Legan, General Counsel Locklear, Executive Assistant Rivera, and other staff members and guests.

The Committee discussed the following items:

1. Consideration of Master Services Agreement with Unison Consulting, Inc.:
   Presented by Ingrid N. Hairston, Director of Business Initiatives – Staff requests approval a Master Services Agreement with Unison Consulting, Inc., to provide general concession program planning services. A Request for Proposal (RFP) was issued on August 29, 2019 seeking airport consultants with demonstrated experience, to provide planning services and recommendations to support development of the Authority’s terminal food, beverage and retail program. Four companies responded to the RFP and staff reviewed the proposals, conducted interviews, and independently scored the proposers with the following rankings: 1. Unison Consulting, Inc.; 2. ICF SH&E, Inc.; 3. AirProjects, Inc.; and 4. Concession Planning International Australia Pty Ltd.

   Unison Consulting, Inc. has planned and implemented concession programs at 49 airports around the world. The firm brings extensive experience assisting airports with programming, planning, developing, and managing existing concession programs by providing strategic support and operational oversight, and identifying strategies to enhance customer satisfaction. Initially, Unison Consulting will provide market and passenger analysis, Terminal 2 food and beverage lease packaging, RFP and concession lease drafting, community outreach support, and RFP evaluation support.

   The proposed agreement term is three years beginning November 1, 2019 and ending October 31, 2022, with two one-year options. The agreement has a not-to-exceed amount of $225,725, and includes task orders:
   
<table>
<thead>
<tr>
<th>Task Order</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Task Order 1</td>
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<tr>
<td>Task Order 2</td>
<td>$66,680</td>
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<td>Task Order 3a</td>
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<tr>
<td>Task Order 6</td>
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<td>Expenses</td>
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<td>FY 19/20</td>
<td>$190,985</td>
</tr>
<tr>
<td>Contract Total</td>
<td>$225,725</td>
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</tbody>
</table>

   The proposed agreement term is three years beginning November 1, 2019 and ending October 31, 2022, with two one-year options. The agreement has a not-to-exceed amount of $225,725, and includes task orders:
Task Order 4 will be “as needed” for on-demand work, which will be billed based on hourly rates established in the agreement. Task 4, as well as additional elements of Tasks 3 and 6, will be proposed for inclusion in the FY 20-21 fiscal budget.

Minority and Women-owned Business goals for this RFP were 7% Minority-owned Business and 4% Women-owned Business. Unison Consulting, Inc. as a Minority-owned Business will perform 93% of the work and will subcontract with Anik International, a Women-owned Business, which will perform 7% of the work.

Staff requests approval of a Master Services Agreement with Unison Consulting, Inc. for a term of up to five years in an amount not-to-exceed $225,725 and authorization for the President and CEO to execute the agreement and related task orders.

2. Consideration of Change Order 4 with SITA for Common Use Technology and Associated Services: (Moved from Consent Agenda)

Presented by Chuck McFall, Senior Vice President and Chief Information and Strategy Officer – Staff requests the approval of Change Order 4 with SITA to provide common use technology and associated services for Gates 1-4 in Terminal 1.

In December 2018, the Board granted SITA a contract to provide common use technology services in Terminal 2. These services include the design and installation of the following systems: Common Use Passenger Processing System (CUPPS), Airport Operational Database (AODB), Content Management System (CMS), Resource Management System (RMS), Multi-User Flight Information Display System (MUFIDS), and Common Use Self-Service Kiosks (CUSS).

This proposed change order will continue SITA’s efforts to transform RDU’s common use system by extending the technology to new Gates 1-4 in Terminal 1, in support of the ongoing gate activation project. The Change Order would add $390,133 to SITA’s current contract, for a new total contract value of $6,779,173.29 over five years.

Staff requests approval of Change Order 4 with SITA, at a cost of $390,133 for a new contract value of $6,779,173.29 and authorization for the President and CEO to execute the change order.

3. Consideration of Terminal Concession Lease with Areas USA RDU, LLC:

Presented by Kimberly Stewart, Director of Concessions – The Raleigh-Durham Airport Authority is currently in the planning stages of a new Terminal 2 food program with a Request for Proposal (RFP) planned for release in second quarter 2020 and new restaurants targeted to open in 2021. Due to the timing of this effort and the desire to refresh expired units, an interim solicitation was released for a food and beverage opportunity to lease six units/eight concepts...
in Terminal 2 for a minimum of sixteen months. This interim food opportunity included the following goals: 1) refreshing and/or rebranding of select units, 2) adding ethnic food to the program, 3) local connection, and 4) expanding grab & go offerings.

Two proposals for the interim solicitation were received: Areas USA RDU, LLC and MERA RD2, LLC and both respondents were interviewed. Areas USA RDU, LLC (Areas) is a global company operating in Europe and the Americas with 2,100 restaurants in airports, railway stations and motor plazas. With stores in 91 airports, Areas has a presence in 10 major US airports. Areas was the top choice for this interim opportunity based on several factors including its mix of proposed concepts and experience in quick transitions from operator to operator. Areas responded to the solicitation’s goals by offering ethnic tastes, local breweries, and elevating the guest experience with fresh concepts. Two high performing concepts, Bruegger’s Bagels and California Pizza Kitchen, will remain the same with only a change in operator. The full lineup of proposed concepts is detailed below.

<table>
<thead>
<tr>
<th>Current Concept</th>
<th>New Concept</th>
<th>Goals</th>
<th>Current % Rent</th>
<th>New % Rent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carolina Ale House</td>
<td>Cantina Grill</td>
<td>Ethnic</td>
<td>12% Food 15% Alcohol</td>
<td>17% Food 17% Alcohol</td>
</tr>
<tr>
<td>Bruegger’s Bagels</td>
<td>Bruegger’s Bagels</td>
<td>Expedited Service</td>
<td>13%</td>
<td>17%</td>
</tr>
<tr>
<td>A &amp; W All American Food</td>
<td>Wow Bao</td>
<td>Ethnic</td>
<td>12%</td>
<td>17%</td>
</tr>
<tr>
<td>California Pizza Kitchen</td>
<td>California Pizza Kitchen</td>
<td>Full Breakfast</td>
<td>12%</td>
<td>17%</td>
</tr>
<tr>
<td>Brookwood Farms</td>
<td>Deli &amp; Co.</td>
<td>Convenience</td>
<td>12%</td>
<td>17%</td>
</tr>
<tr>
<td>Gordon Biersch</td>
<td>Bond Brothers Brewery</td>
<td>Local</td>
<td>12% Food 15% Alcohol</td>
<td>17% Food 17% Alcohol</td>
</tr>
<tr>
<td>Carolina Vintages</td>
<td>Raleigh Taproom</td>
<td>Local</td>
<td>12% Food 15% Alcohol</td>
<td>17% Food 17% Alcohol</td>
</tr>
<tr>
<td>Flavours</td>
<td>Rush Bowls</td>
<td>Healthy</td>
<td>13%</td>
<td>17%</td>
</tr>
</tbody>
</table>

The opportunity has a minimum sixteen-month term commencing on January 12, 2020 and expiring on May 31, 2021, unless extended by the Authority. Areas USA RDU, LLC will pay the Authority $535,000 in Minimum Annual Guarantee and 17% rent on all food, beverages and alcoholic beverage sales. To satisfy the ACDBE goal of 26.4%, Areas proposes to sublease three locations to Uptown Airport Group, which will operate Raleigh Taproom, Bruegger’s Bagels, and Wow Bao, resulting in ACDBE participation of 36.4%.

Staff requests approval of the Terminal Concession Lease with Areas USA RDU, LLC, including approval of the consent for the associated sublease(s) proposed with Uptown Airport Group, and authorization for the President and CEO to execute the lease and associated documents.