



do north do msp™

CONCESSIONS PRE-PROPOSAL MEETING
June 8, 2026

Minneapolis- St. Paul International Airport
Metropolitan Airports Commission



DISCLAIMER

This presentation and related materials are presented for informational purposes only and subject to change. The Request for Proposals (RFP) and any RFP Addenda published by the Metropolitan Airports Commission defines the opportunities and processes fully. Proposers should not rely exclusively on this presentation with regard the RFP process.

If any discrepancies exist between this presentation and the RFP, the RFP shall govern.



AGENDA

- INTRODUCTIONS
- DATA PRACTICES
- WELCOME TO MSP/MAC
- THE MAC LEASING PROCESS
- CONTRACT AWARD TIMELINE
- THE REQUEST FOR PROPOSAL
- REQUIREMENTS
- EVALUATION CRITERIA
- LEASE TERMS
- QUESTIONS
- QUICK PITCHCES
- NETWORKING
- TERMINAL 1 SELF GUIDED TOURS



THE MAC TEAM



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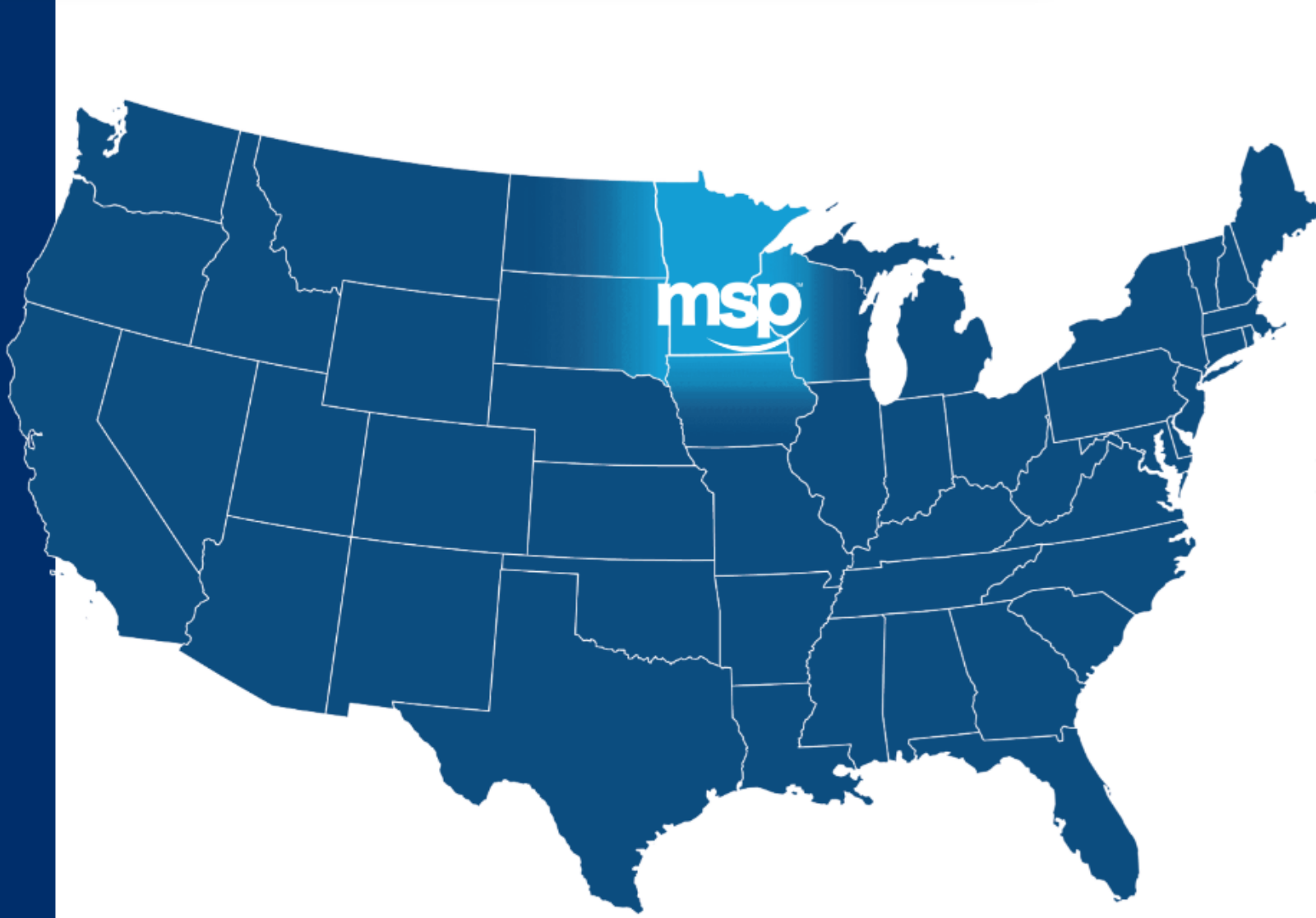
Shelby Solum
Lease Coordinator,
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Development

Welcome to MSP Airport!

MSP is an international airport, a hub for Delta Airlines, a gateway to Minnesota and the Upper Midwest region.

Our MSP catchment area covers over **6 million** people and expands into Wisconsin, Iowa, and the Dakotas from a central metropolitan hub.

MSP is the 17th busiest airport in the United States serving approximately **36 million** passengers per year.





What is the MAC?

MAC owns and operates seven airports in the metropolitan area:

- Minneapolis-St. Paul International Airport (MSP)
- Six reliever airports: St. Paul Downtown, Flying Cloud, Crystal, Anoka County-Blaine, Lake Elmo and Airlake

MAC is governed by a board of 15 Commissioners

- 1 Governor-appointed Commission Chairperson
- 8 Metro Commissioners, 4 Greater Minnesota appointed by the Governor
- 1 appointed by St. Paul Mayor
- 1 appointed by Minneapolis Mayor



CIRIUM GLOBAL ON-TIME PERFORMANCE AWARD



ACI-NA ASQ BEST AIRPORT IN NORTH AMERICA 7 OUT OF 10 YEARS



#1 IN CUSTOMER SATISFACTION AMONG MEGA AIRPORTS BY J.D. POWER 3 OUT OF THE LAST 4 YEARS

For J.D. Power 2025 award information, visit [JDPOWER.COM/AWARDS](https://www.jdpower.com/awards)



PROPELLING THE LOCAL ECONOMY

\$21.3B
Annual economic impact
Output has more than doubled since 2012

342K
Takeoff and landings in 2025

93,000
Jobs supported
Nearly 50,000 are directly connected to airport operations

36M
Passengers in 2025

17th
Busiest passenger airport in the US

Airlines Serving Terminal 1



Airlines Serving Terminal 2





Sun Country & Allegiant Merger

- The merger between Sun Country was officially completed May 13th after receiving shareholder approval from both companies.
- Sun Country has served our region since 1983 and has become the local leader in low-cost leisure travel, accounting for about 11% of MSP's total passenger activity, with other service areas including charter and cargo operations.
- While Sun Country's headquarters are set to shift to Allegiant's base of operations in Las Vegas, the airline's president and CEO have shared a commitment to growing their market presence at MSP. Allegiant brings more resources for more destinations and aircraft that to the operating equation.
- It will take about a year for the airlines to combine onto a single operating certificate. Once complete, the Sun Country brand will officially retire.
- In the meantime, Sun Country operations continue as usual.

A leap into the future

The MAC completed a decade of renovations in the departure and arrival halls to **elevate customer service and accommodate future growth.**

- Expanded Terminal 1 by 17,000 sq. ft. to improve passenger flow, public seating and slight lines
- Consolidated security screening from to two checkpoints from six for improved passenger movements and throughput.
- Replaced original baggage carousels and inbound/outbound baggage systems to accommodate current and future demand.
- Increased restroom capacity and accessibility features including three restrooms with adult changing tables.





MSP Airport completes largest interior renovation of Terminal 1

2 year, \$242M Delta-led construction project to unify and modernize design across 6 of 7 concourses and 75 Delta Gate hold spaces.

- Technology upgrades with dynamic flight information screens at every gate
- New gate seating with power outlets
- More accessible and durable terrazzo flooring
- Brighter, more modern and more sustainable lighting in concourse walkways and gate areas

Terminal 2 Expansion

An expansion to accommodate increased airline and passenger demands at T2

- \$263M, 168,000 sq. ft. expansion
- Two new gates (H15 and H16) and re-spacing of gates H13 and H14
- New concessions (already awarded), restrooms, and sensory space
- New loading dock and facility storage spaces/tenant support spaces
- Pursuing LEED Gold Certification
- Completed early 2027



INTERNATIONAL TRAVEL



35
International Destinations
A new record for MSP

In 2025,
MSP set records in both
international destinations
at 35 and total
international travelers at
3.6M

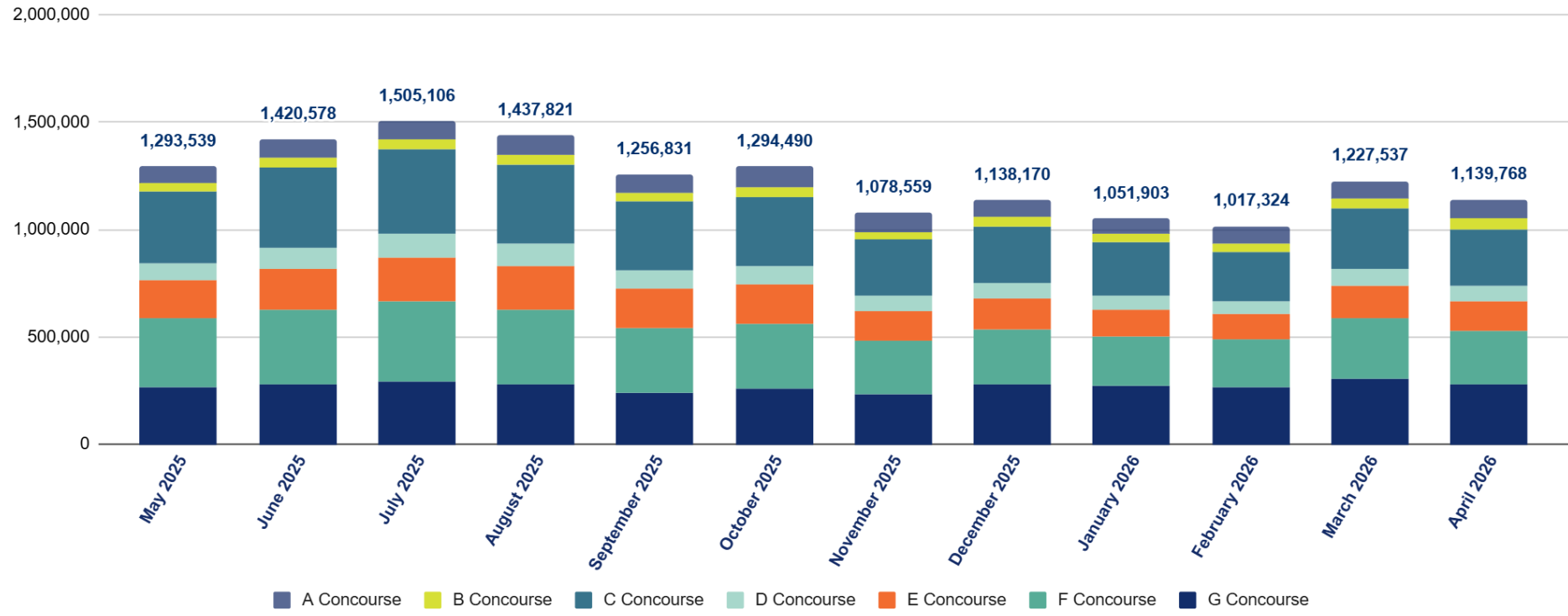
10%
3.6M International Passengers

**Notable Nonstop
International Destinations**

Amsterdam	Paris
Copenhagen	Reykjavik
Dublin	Rome
Frankfurt	Seoul
London	Tokyo
Mexico City	

Delta service to Amsterdam, Paris, Seoul, and Mexico City represent hub-to-hub connecting with Sky Team partners KLM, Air France, Korean Air, and AeroMexico, providing broad connecting access across Europe, Asia, and Latin America for both businesses and leisure passengers.

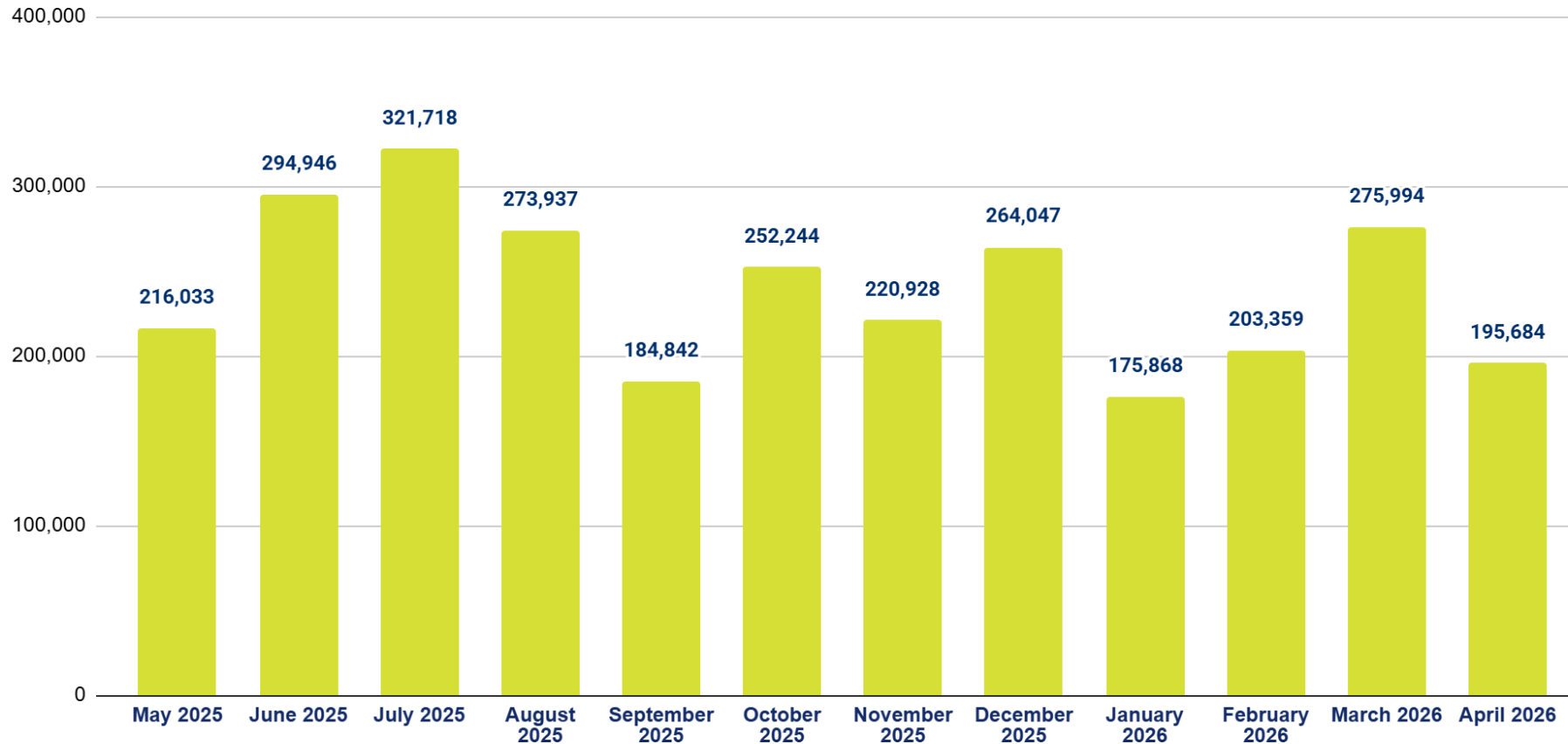
TERMINAL 1 ENPLANEMENTS



15M+
2025 Enplanements

14.9M+
2026 Enplanements
(Projected)

TERMINAL 2 ENPLANEMENTS



2.9M+
2025 Enplanements

2.6M+
2026 Enplanements
(Projected)

MSP Travelers At-A-Glance



12 Month Trip Frequency

1-2 trips = 35%
3-5 trips = 36%
6-10 trips = 18%
11-20 trips = 6%
21+ trips = 4%



Age & Gender Diversity

Male = 44%
Female = 56%
Other = 1%

16-24 = 12%
25-34 = 19%
35-44 = 16%
45-54 = 16%
55-64 = 19%
65-74 = 14%
75+ = 5%



Engaged Passengers

3 out of 4 passengers engage with concessions during their time at MSP.

74% of passengers arrive at the airport more than 90 minutes before their departure time.



Reason For Travel

37% Leisure Travelers
34% Personal Travelers
29% Business Travelers

Balanced Passenger Traffic

37% Originating
37% Destination
26% Connecting



Spending Power

Home to **17 Fortune 500** company headquarters.

Twin Cities metro area per capita and household incomes are **20% higher** than the US average.

CONCESSIONS SALES

\$250M

annual revenue

2025 total annual revenue surpassed 2019
annual revenue

\$13.88

Sales per enplaned passenger
higher than industry average

\$186M

2025 food and beverage
revenue

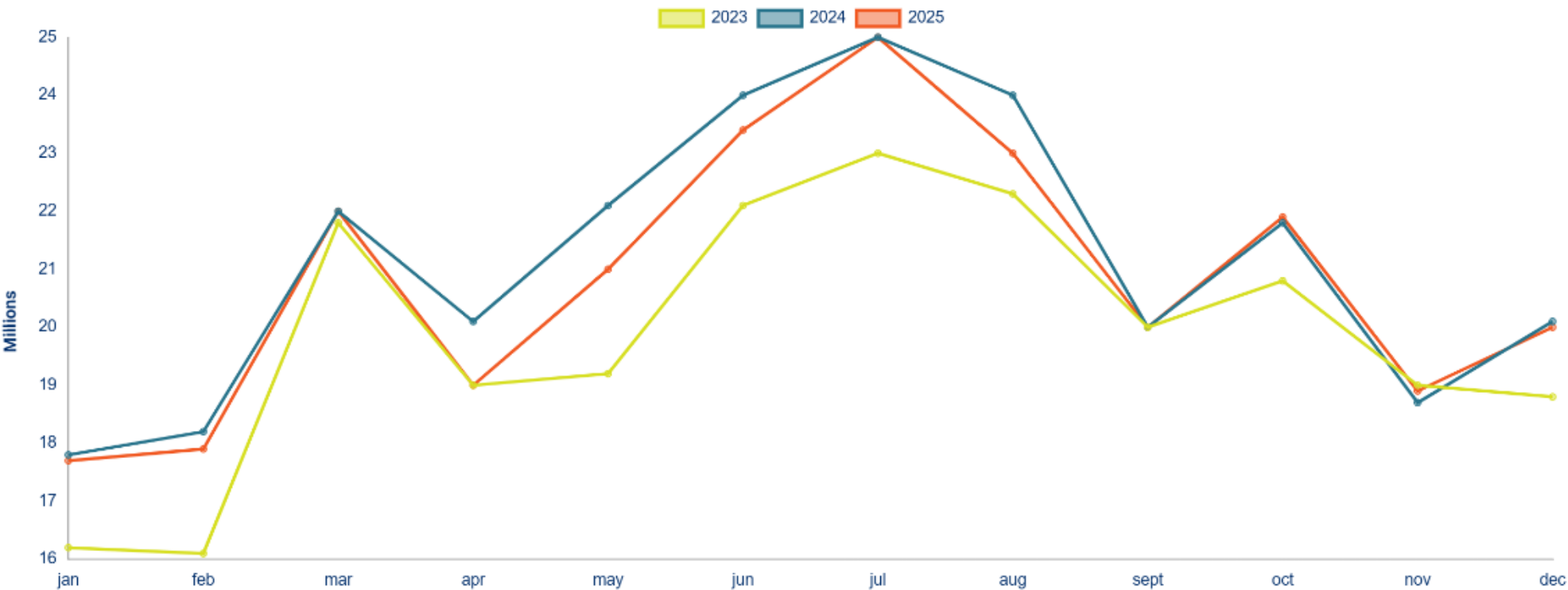
\$36M

2025 retail revenue

\$28M

2025 news and convenience
revenue

MSP CONCESSIONS SALES 2023-2025



Early morning travel = strong breakfast & coffee

Multiple departure banks = demand for food and beverage all day long

THE MAC LEASING PROCESS



RFP

A request for proposals (RFP) is a formal invitation, issued publicly, so that companies who are interested in operating a concession at MSP have a **fair, timely and clear path** to submit concepts for consideration.

This process provides detailed instruction for each company to tell MAC about **what they would do and how they would do it.**



RFP PROCESS

The RFP process also enables MAC to **review, compare and evaluate** all concept submissions during one period of time using the same prescribed criteria and to contract with the operator **who best meets MAC's goals for a particular opportunity.**



RFP INSTRUCTIONS

Instructions to proposers are clearly communicated in RFP document, and proposers are **required to follow the instructions** to ensure their proposal is **compliant and properly formatted.**

PROPOSAL FORMAT

The RFP is posted electronically on the MAC's solicitation website, Bonfire.

- Proposer must also submit their proposal(s) electronically by the proposal deadline, at metroairports.bonfirehub.com.

The RFP will include information such as:

- MAC's Goals and Objectives
- Minimum requirements
- Lease Term (10 Years)
- Evaluation Criteria
- Overviews of the Opportunities/Batches at Terminal 1 & Terminal 2
- Rent & Fees
- Small Business and Labor Peace Requirements
- MN Government Data Practices Information



PROPOSALS

Proposal sections should be numbered and tabbed consecutively (as described in section V.C.) with all requested information enclosed within each section.

- The proposal, excluding Exhibits and/or Attachments, must not exceed sixty (60) pages.
- Visual aids, such as pictures, graphics, and menus may be used to supplement written text and do not count against page limits.
- Proposers are required to submit renderings for each concept including a basic floor plan with seat counts, any kitchen equipment, and a back-of-house layout.
- Submit Proposals Digitally to the Metro Airports Bonfire Portal.
- Proposers should upload their proposals for each batch separately.



EVALUATION CRITERIA

Criteria	Points
Concept, Merchandising & Design Plan	300 Points
Rent Offer	200 Points
Management & Operations Plan	200 Points
Small Business Participation	90 Points
Employee Wages	70 Points
Health Insurance Benefits	70 Points
Other Fringe Benefits	70 Points
TOTAL POSSIBLE	1,000 Points



MINIMUM REQUIREMENTS

Proposers must meet the following minimum requirements to be considered:

- Five (5) years of experience operating a concession in an airport or other high-traffic area.
- Have no threatened, pending, active or previous legal action that would, in the MAC's sole judgment, prevent the proposer from fulfilling the terms of the Agreement.
- Proposers for some batches are also required to meet a local requirement applicable to certain units within those batches. In each case, the proposer does not have to be local, but the brand/concept must be physically located within Minnesota. Proposers are permitted to enter into partnerships or other legal relationships to meet the requirement.



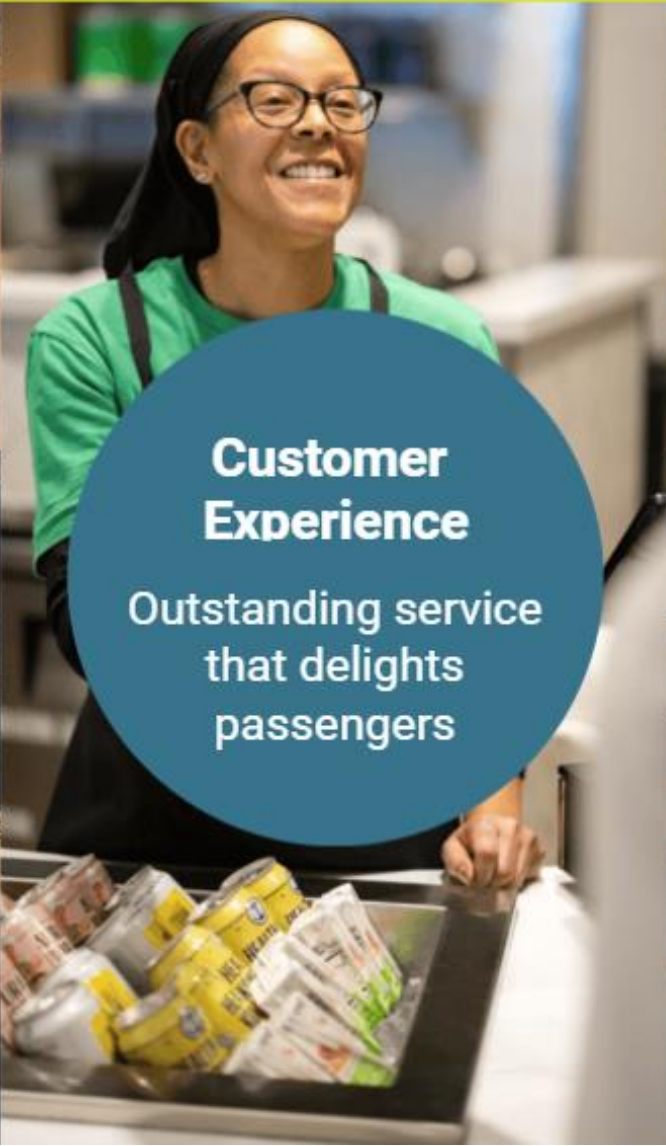
RFP Goals



Sense of Place
Celebrate local
flavor & culture



Value & Convenience
Exceptional choices
at every price point



Customer Experience
Outstanding service
that delights
passengers



Quality & Variety
Diverse offerings to
meet passengers'
unique needs

KEY BUSINESS TERMS

- Term of Agreements will be ten (10) years.
- There is a MAG and minimum percent rent bid.
 - Food & Beverage: 10% (Alcohol: 15%)
 - Retail: 12%
 - News & Convenience: 14%
 - Spa: 12%
- MSP ASCEND Small Business Participation Goal of 27% per lease batch; Batch 2607 (Spa/Sleep) will have a goal of 10%.
- The proposer will be responsible for all taxes, utilities, and maintenance, cleaning, and distribution fees.
- The proposer must make a Key Money and Leasehold Improvement investment in the space of at least \$300 per square foot for retail, spa, news/convenience and \$400 per square foot for food and beverage.
- Maintenance, Cleaning, and Distribution fees will be 1.90% for F&B, 1.91% for News, and 0.87% for Retail.



MAG & PERCENT RENT OFFER

- Fixed Minimum Annual Guaranteed Rent (MAG) for the proposed concession
- Rent obligation is the greater of Percentage Rent or MAG
- Proposer provides pro-forma operating statement with projected sales per unit and expenses
- Proposer offers percent rent
 - The minimum acceptable percentage rent is established in the RFP for each Batch. Proposer is free to offer higher percentage rents based on any business criteria it feels is appropriate.
- Examples of percentage rent
 - Percentage that increases over time
 - Fixed percentage for the life of the agreement
 - Percentage that increases at gross revenue break points



WAGES & BENEFITS

- Employees that work 27 or more hours per week on average at MSP must be offered a paid health insurance benefit that meets the minimum requirements under the Patient Protection and Affordable Care Act. Proposers are highly encouraged to offer health insurance plans that exceed these minimum requirements.
- MSP Minimum wage as of 1/1/2026 is \$16.37/hour. Rate is consistent with Minneapolis and St. Paul minimum wage and subject to annual inflationary adjustments.
- Please include detailed information about your wages and benefits offered to employees by filling out Exhibit G and including all requested information.



LABOR PEACE AND WORKER RETENTION REQUIREMENTS

- The Labor Peace requirement and Worker Retention (interview) requirement is included for all Batches, except for the spa unit, which is excluded as a passenger service per MAC Concessions Policy 10001.
- MAC's labor peace requirement is included as Exhibit H in the RFP.
- The Review Team may evaluate a proposal with a labor peace exemption request for a particular unit, for a large national brand. The Commission may decide to waive such requirement if in the best interest of the Commission, when awarding the resulting leases from the RFP process.
- The Worker Retention requirement will be met through an interview requirement. The selected operators are required to offer and perform interviews for any displaced workers before hiring any non-management workers outside the airport.



FEES

- Utility Fees will be calculated at the time of award, based on the concept awarded. It will be set based on the offerings.
- Maintenance, Cleaning, Distribution (MCD Fees)
 - Food & Beverage: 1.90%
 - Convenience/News: 1.91%
 - Retail: 0.87%
 - Spa: 0.33%-0.55%
- Storage and Office Space, based on current un-janitored square footage rate
 - Terminal 1 - \$48.28 psf per year
 - Terminal 2 - \$43.73 psf per year
- Fees and Storage Rent, are set by MAC, and subject to annual adjustment.



STREET PRICING POLICY

Operators must elect, on an annual basis, one of the following pricing structures:

- Operators who elect Street Pricing plus up to 15%, may not charge the customer any other fee or surcharge, including a credit card surcharge.
 - **The following items shall not exceed Street Pricing + 10%**
 - Plain bottled water
 - Over the counter medications
 - Baby care items
 - Feminine products
- Operators who choose to remain at street pricing plus up to 10% are allowed to charge a credit card surcharge, as long as it adheres to Federal and Minnesota law. Any credit card charge is included in Gross Sales for percentage rent purposes
- No other fees or charges are permitted under Minnesota Law
- Operators can identify for MAC approval at least one but no more than two identically or similarly branded locations in the seven-county Twin Cities region to establish baseline pricing for similar or identical products and services.



POINT OF SALES REQUIREMENTS

- POS Systems must be capable of API transfers of transactional data.
- Operators must submit two data sets under Exhibit E:
 - Transactional Data: recurring detailed retail sales activity for all sales transactions
 - Item Catalog Data: reference data including item identifiers, categories, pricing, packaging, and availability
- MAC may agree to arrangements where subtenants report their information directly to MAC; however, the legal obligation to provide subtenant transactional data will reside with Operator.
- Exhibit E defines payload structure, transfer frequency, validation rules, and correction processes. A separate Technical Onboarding Guide covers endpoints, authentication, and integration support
- Agreement includes a data license whereby Operator will give MAC a limited license to the transactional and item catalog data provided under the Agreement for specific authorized uses.
 - Operators are highly encouraged to explicitly “pass through” the license within the context of any sublease agreement.



MAC CIP

The space is offered in “as is” condition. As a general matter, MAC is offering no tenant improvement allowances. However, MAC will perform certain common space upgrades before or during tenant construction. Identification of these items is ongoing, and MAC will identify by addendum the MAC-provided improvements by unit in advance of the proposal deadline.



DESIGN & CONSTRUCTION STANDARDS

- All concepts must follow MAC's Tenant Design Guidelines and be built according to MAC's Design and Construction Standards. Tenants are required to meet MAC's Sustainable Design and Construction Requirements, which are informed by LEED v5 ID+C principles and included in the Tenant Design Guidelines.
- The Concessions Planning Implementation Team (CPIT) process will commence after the lease is signed and can take up to six months prior to a building permit being issued.
- Construction will be phased from 2027 through 2029. Base terms for each lease will start January 1, 2030. Many units will be open prior to the base term based on the construction phasing plan.



MN GOVERNMENT DATA PRACTICES ACT

Data submitted to the MAC by proposers is governed by the Minnesota Government Data Practices Act. Under Minn. Stat. § 13.591, the following rules apply:

- Once proposals are due:
 - Names of proposers are **Public**.
 - All other proposal data is **Not Public**.
- While MAC evaluates:
 - Proposal data is **Not Public**.
 - MAC evaluative data is **Not Public**.
 - Proposers cannot view other proposer's data.
 - MAC Staff/Commissioners cannot share.
- At Commission Meetings:
 - Commissioners can discuss **Not Public** data, but the data remains **Not Public**.
- Once a contract is signed:
 - Proposal data (except Trade Secret Information) and MAC's evaluative data, if any, become **Public**.



TRADE SECRET INFORMATION

Defined in Minn. Stat. § 13.37, subd. 1(b):

Government data, including a formula, pattern, compilation, program, devise, method, a technique or process (1) that was supplied by the affected individual or organization, (2) that is the subject of efforts by the individual or organization that are reasonable under the circumstances to maintain its secrecy, and (3) that derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use.

- Proposers who wish to maintain information as trade secrets must submit two versions of their proposal, a public version and a not public version.
 - Not public version must be conspicuously marked. It also must include:
 - redaction-by-redaction justifications
 - a description of the internal controls used by proposer to regulate the possession, use, and dissemination of the alleged trade secret
 - evidence of the financial value of the alleged trade secret
- This information must be kept secret to qualify.
 - If MAC does not receive a not public version of the proposal, or receives one without sufficient justifications for the redactions, MAC may conclude that all data contained in the proposal are public based upon the proposer's lack of efforts to maintain secrecy.



SMALL BUSINESS PARTICIPATION

The MAC supports meaningful involvement of small businesses in our concessions program, and we are dedicated to seeing them well-represented throughout our concession community.

The MAC applies small business participation goals on concessions opportunities for either MSP ASCEND Program or the Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program.

THIS IS A MSP ASCEND PROGRAM OPPORTUNITY



MSP ASCEND PROGRAM

The new MSP ASCEND program, launched in early 2026, helps qualified businesses navigate the concessions environment and sets aside certain opportunities, including carts and some vending, for these businesses.

MAC's Office of Civil Rights will work with you to get your company MSP ASCEND-certified!

Contact us at SmallBusiness@mspmac.org.



MEETING THE SMALL BUSSINESS GOAL

After the award of each batch, small business requirements should be met and calculated via gross revenues. This could be achieved though a variety of ways, including:

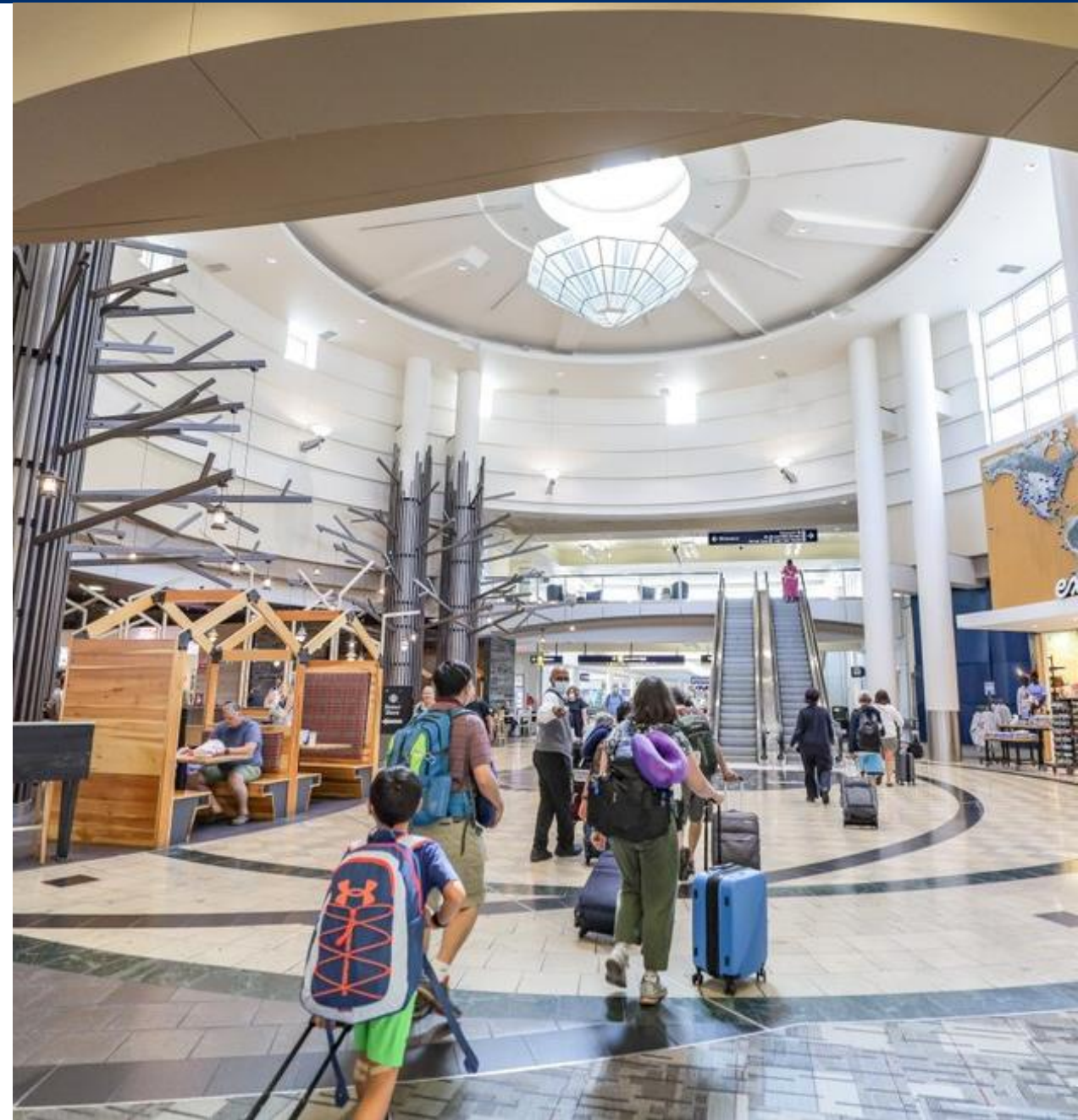
- **Prime Operator:** A MSP ASCEND certified firm could be awarded a batch.
- **JV Partner:** Establish a Joint Venture partnership between two or more MSP ASCEND companies and/or between a Prime Operator and one or more MSP ASCEND companies.
- **Sublease:** A prime operator could sublease a location(s) to one or more MSP ASCEND companies.
- **License/Franchise Partnerships:** Utilization of a MSP ASCEND small business franchise or license partner that meets or exceeds to established goal.
- **Purchase Goods/Services:** Prime operators can purchases good and services from one or more MSP ASCEND companies.



BATCHES

47 UNITS

- 6 Full-Service or Fast Casual Restaurants
- 10 Quick-Service Restaurants
- 6 Coffee Shops
- 14 News and Convenience Stores
- 10 Specialty Retail Stores
- 1 Spa



Batch 2601

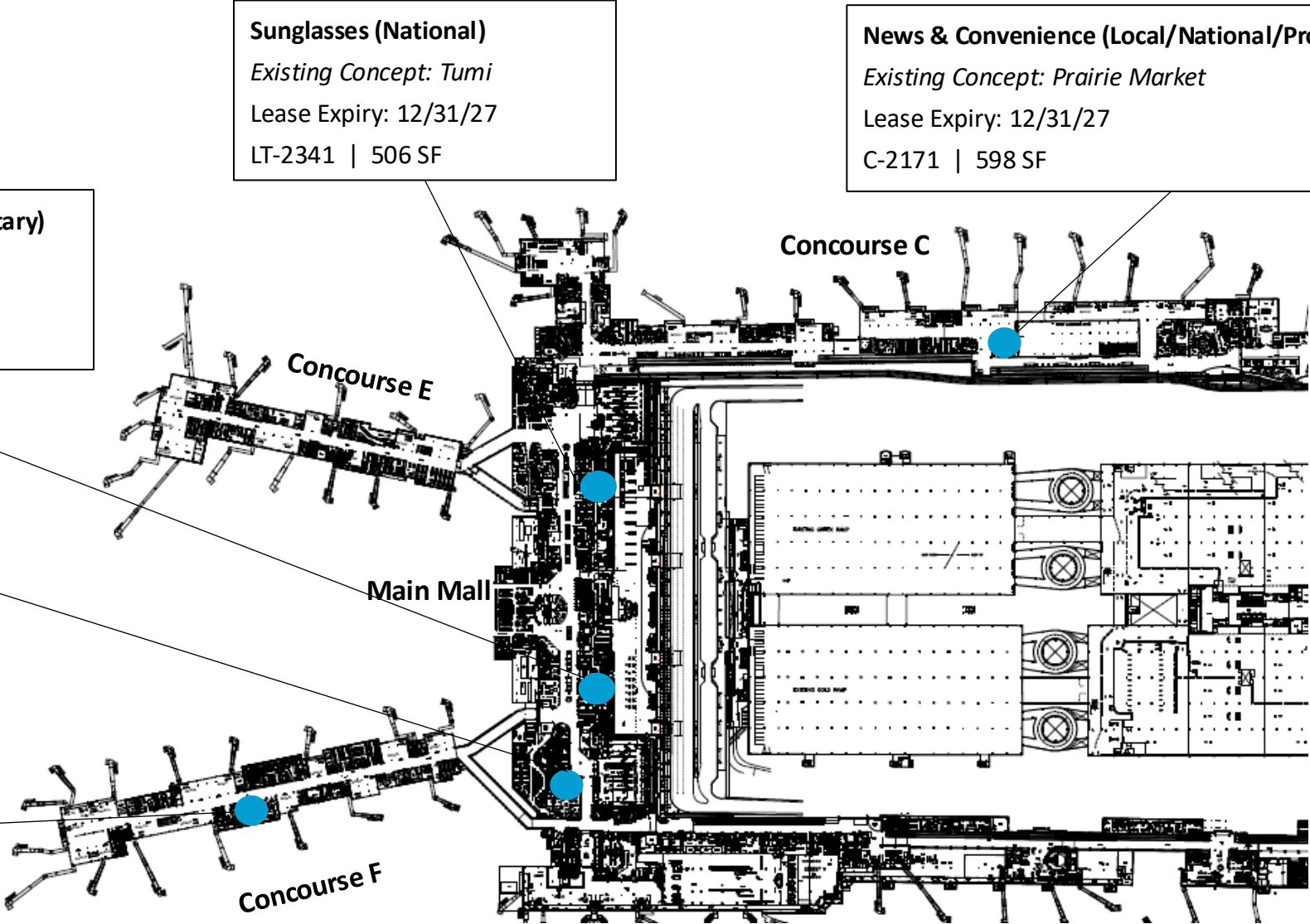
News & Convenience (Local/National/Proprietary)
Existing Concept: Hudson News & Atelier
Lease Expiry: 12/31/27
LT-2142 | 2,123 SF

Duty Free & Retail Shop (Local/National/Proprietary)
Existing Concept: Duty Free
Lease Expiry: 12/31/27
LT-2014 | 4,955 SF

Books (Local/National/Proprietary)
Existing Concept: Sky Connect
Lease Expiry: 12/31/27
F-2236 | 1,048 SF

Sunglasses (National)
Existing Concept: Tumi
Lease Expiry: 12/31/27
LT-2341 | 506 SF

News & Convenience (Local/National/Proprietary)
Existing Concept: Prairie Market
Lease Expiry: 12/31/27
C-2171 | 598 SF



Batch 2602

Men's Apparel (Local or National)

Existing Concept: North Loop

Lease Expiry: 12/31/27

LT-2277 | 1,101 SF

Electronics (National)

Existing Concept: Sunglass Hut

Lease Expiry: 12/31/27

LT-2137 | 547 SF

Regionally Themed Gift Shop (Local or Proprietary)

Existing Concept: Wild and Sweet

Lease Expiry: 12/31/27

F-2252 | 1,026 SF

News & Convenience (Local/National/Proprietary)

Existing Concept:

Estes Twin Cities News

Lease Expiry: 12/31/27

F-2425 | 650 SF

Specialty Retail (Local or National)

Existing Concept: Kiehl's

Lease Expiry: 12/31/27

LT- 2319 | 737 SF

News & Convenience with Strong Retail (Local/National/Proprietary)

Existing Concept: Words

Lease Expiry: 12/31/27

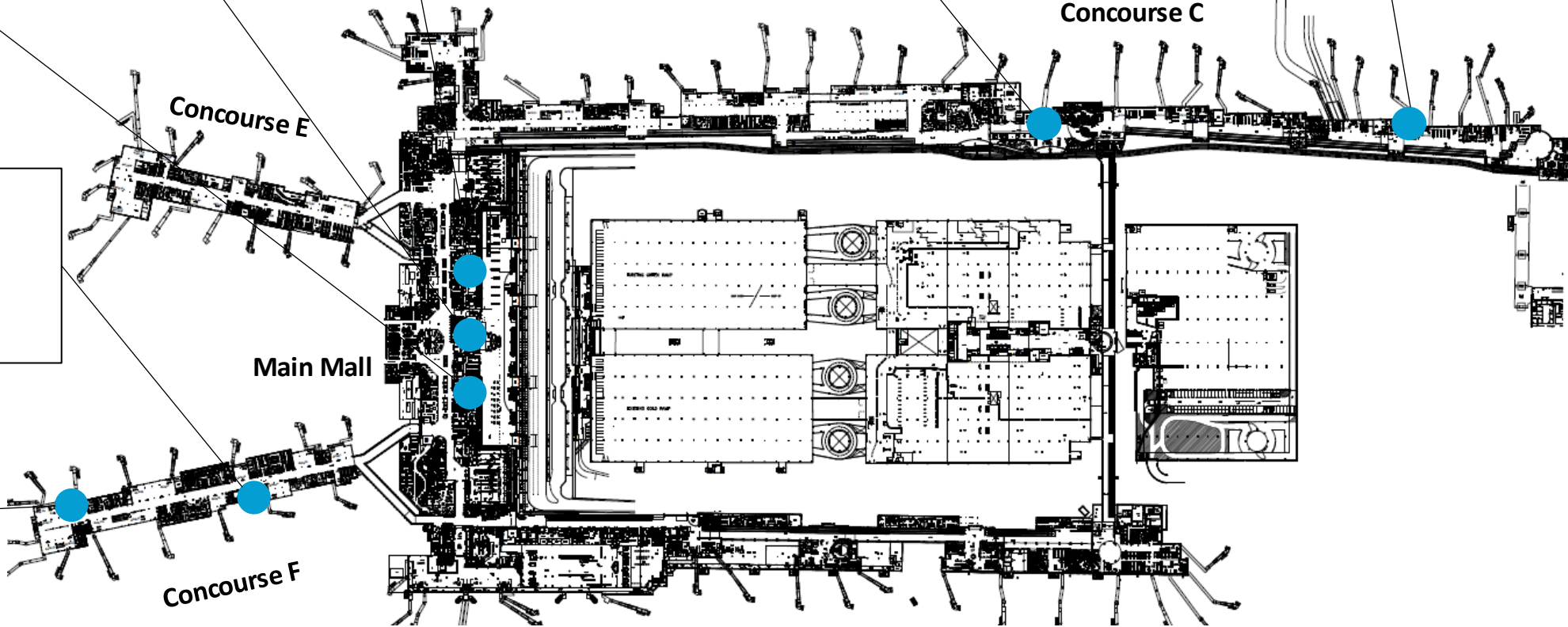
C-2542 | 883 SF

News & Convenience (Local/National/Proprietary)

Existing Concept: Como Park

Lease Expiry: 12/31/27

C-2873 | 1,228 SF



Batch 2603

Coffee (National)

Existing Concept: Caribou Coffee

Lease Expiry: 12/31/27

LT- 1627 (Arrivals) | 1,127 SF

News & Convenience with Brewed Coffee (Local/National/Proprietary)

New Concept

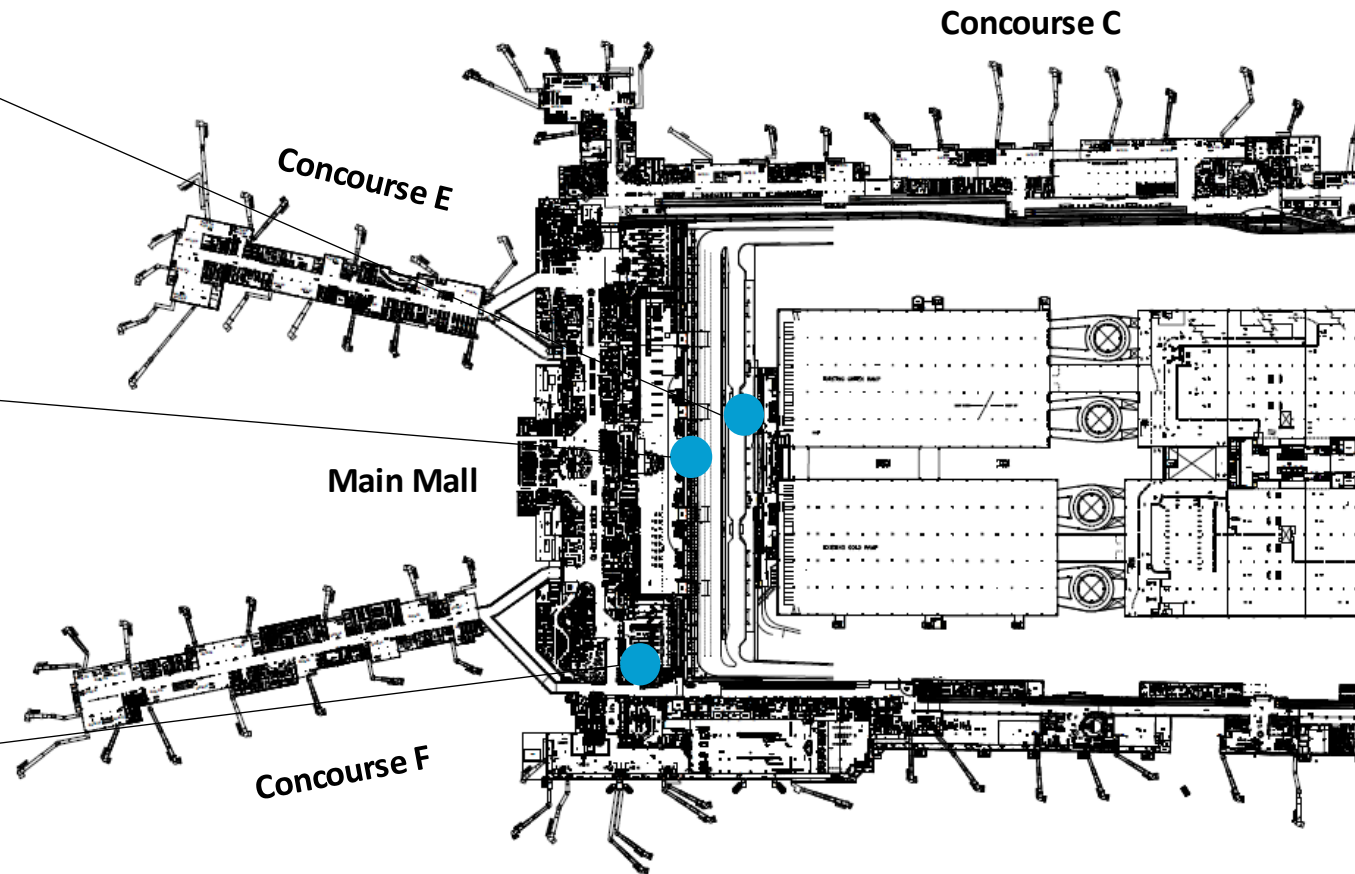
LT- 2571 Departures | 542 SF

Coffee (National)

Existing Concept: Caribou Coffee

Lease Expiry: 12/31/27

G-2017 | 1,186 SF



Batch 2604

**Market & Bar
(Local/National/Proprietary)**

Existing Concept: Lolo
Lease Expiry: 12/31/28
E-2437 | 3,018 SF

**Quick-Service Restaurant – Juice/Snacks
(Local or National)**

New Concept
E-2404 | 752 SF

**News & Convenience with Strong Retail
(Local/National/Proprietary)**

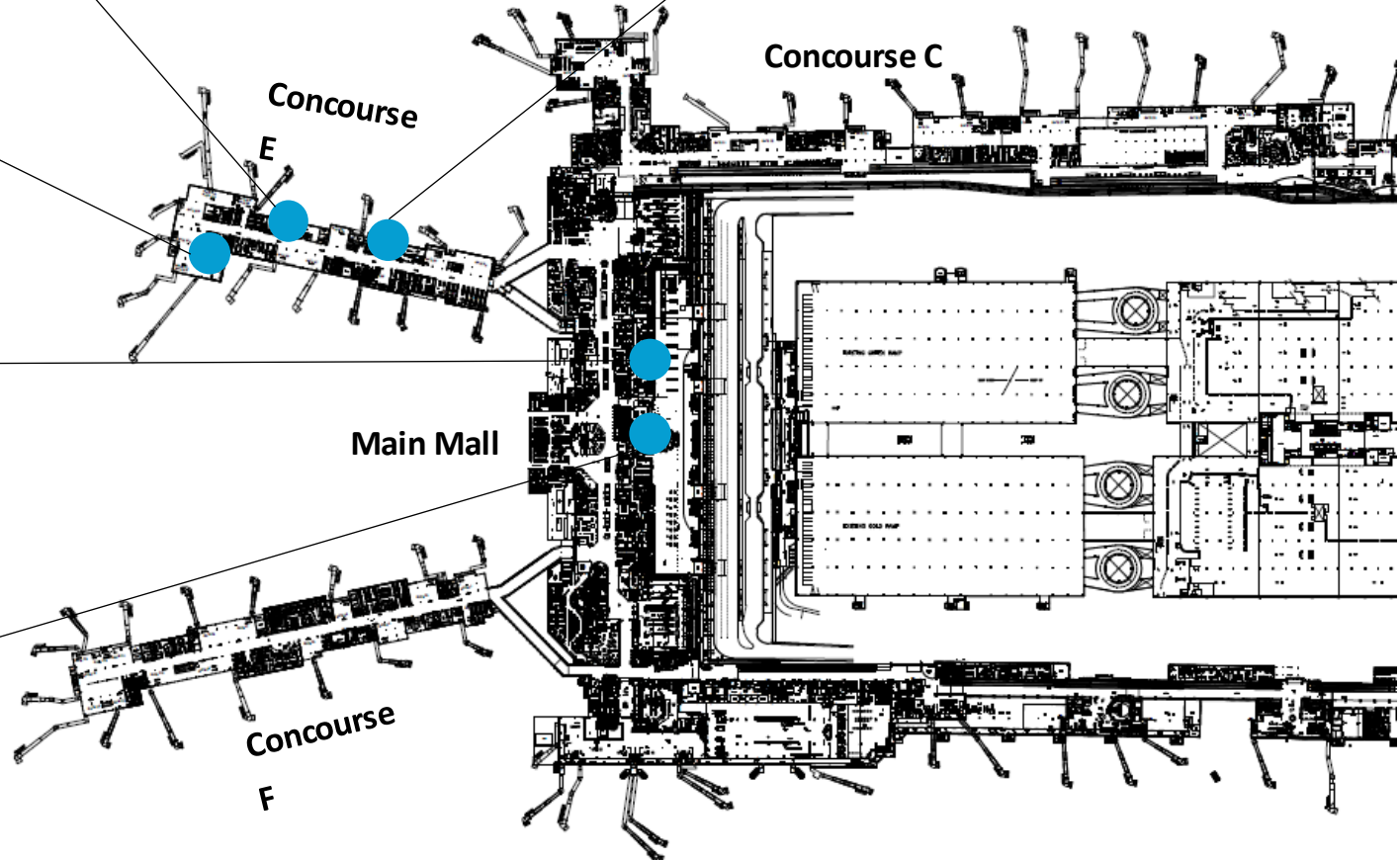
Existing Concept: Holy Land & Food Truck Alley
Lease Expiry: 12/31/27
E-2230 | 1,522 SF

**News & Convenience
(Local/National/Proprietary)**

Existing Concept: iStore
Lease Expiry: 12/31/27
LT-2351 | 1,537 SF

Bar & Restaurant (Local, Limited Menu, No Venting)

Existing Concept: Open Book + MN Nice
Lease Expiry: 12/31/27
LT-2156 | 1,456 SF



Batch 2605

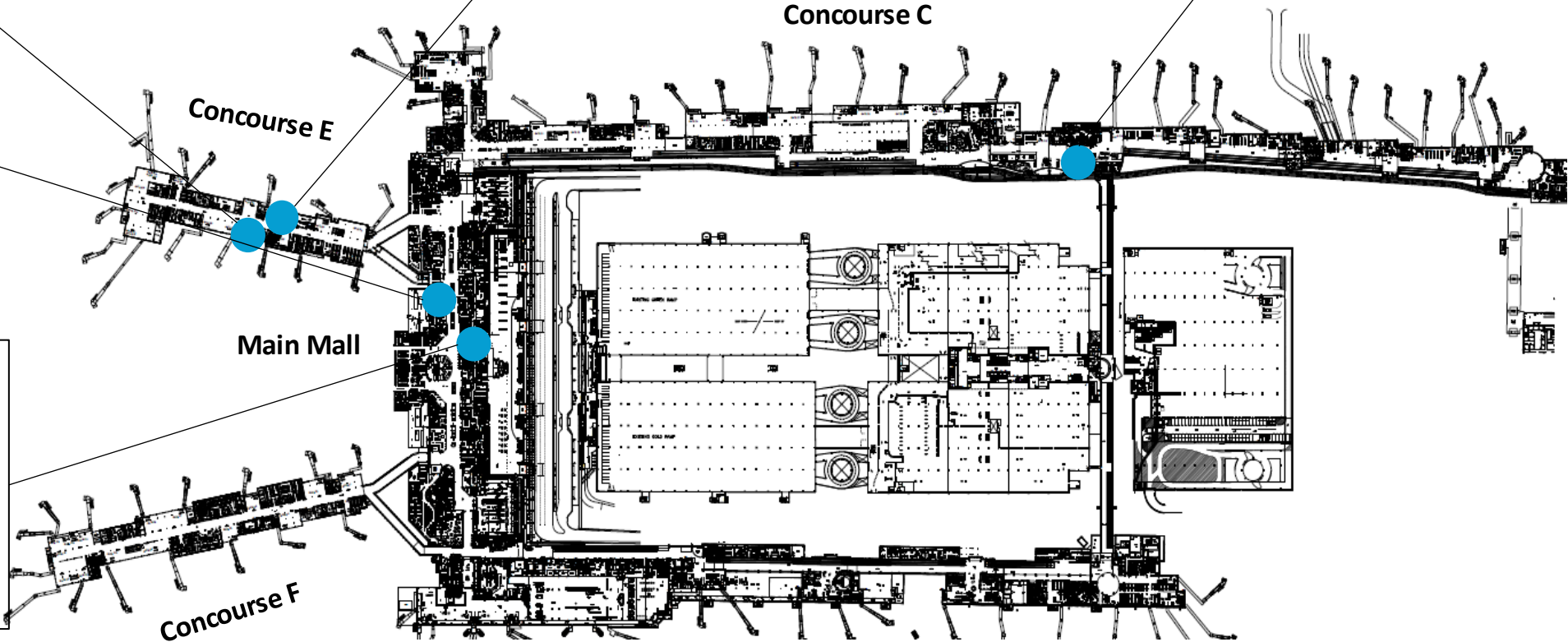
**Quick-Service Restaurant
(Local or National)**
Existing Concept: Qdoba
Lease Expiry: 12/31/27
E-2307 | 1,214 SF

Full-Service Restaurant & Bar (Local, American)
Existing Concept: Red Cow
Lease Expiry: 12/31/27
E-2240 | 3,461 SF

Market & Bar (Local/National/Proprietary)
Existing Concept: Explore Afar
Lease Expiry: 12/31/27
C-2573 | 1,846 SF

**Full-Service Restaurant & Bar
(Local, Strong Brunch)**
Existing Concept: Lake Wine
Lease Expiry: 12/31/28
LT-2318 | 2,801 SF

**Quick-Service Restaurant (Local,
Bakery)**
*Existing Concept: Dunkin' Donuts
& Swarovski*
Lease Expiry: 12/31/27
LT-2237 | 1,165 SF



Batch 2606

Books & Coffee (Local)

Existing Concept: Frivolous & Rocky

Mountain Chocolate Factory

Lease Expiry: 12/31/27

LT-2344 | 2,620SF

Outdoor Lifestyle Retail (Local/National/Proprietary)

Existing Concept: Legends of the North

Lease Expiry: 12/31/27

LT-2323 | 1,011 SF

Beauty & Wellness (National)

Existing Concept: North Loop

Lease Expiry: 12/31/27

LT-2251 | 612 SF

Coffee (National)

Existing Concept: Local Marketplace

Lease Expiry: 06/12/27

F-2310 | 2,056 SF

News & Convenience

(Local/National/Proprietary)

Existing Concept: Jetset News

Lease Expiry: 12/31/27

F-2170 | 941 SF

News & Convenience

(Local/National/Proprietary)

Existing Concept: Hudson News

Lease Expiry: 12/31/27

D-2060 | 704 SF

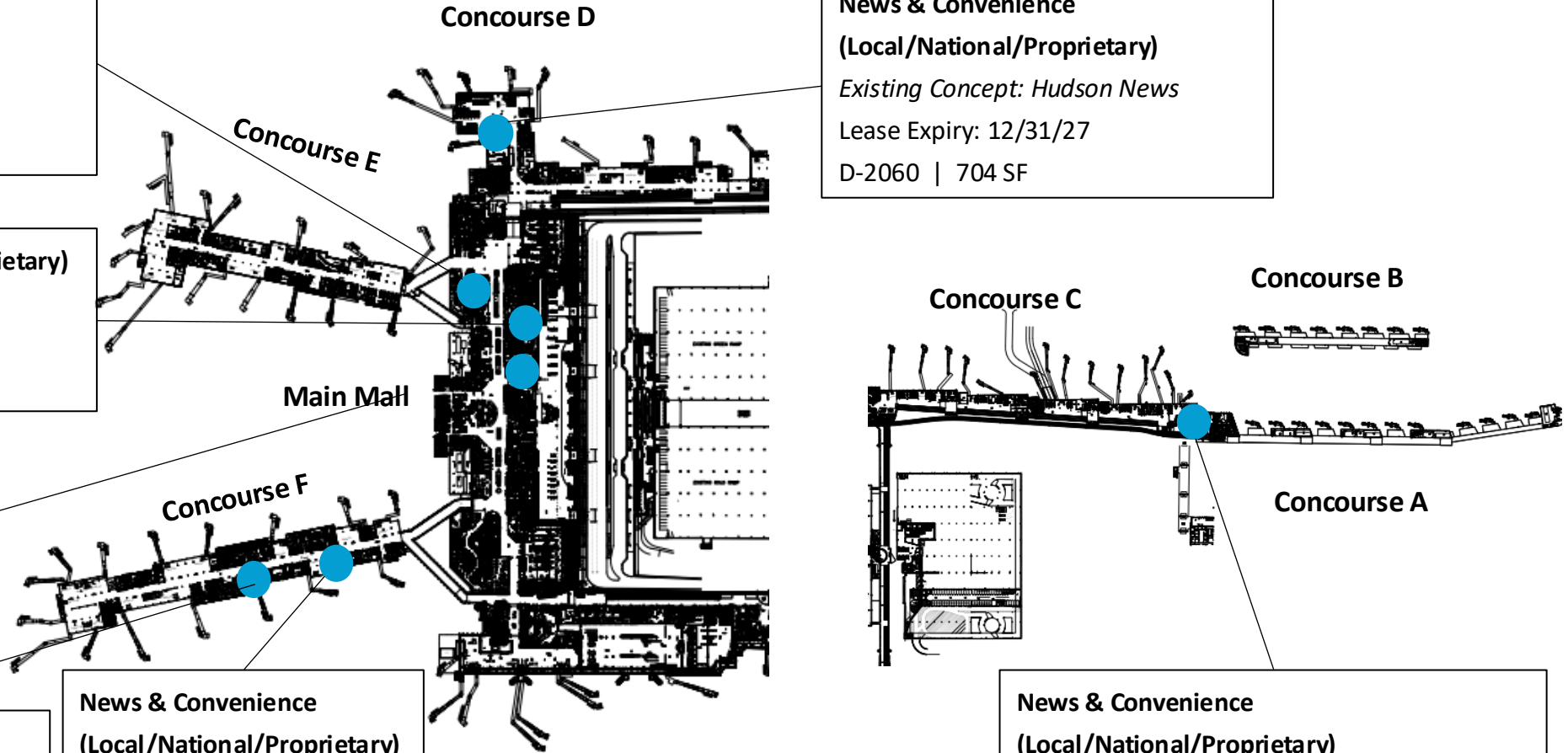
News & Convenience

(Local/National/Proprietary)

Existing Concept: Estes Twin Cities News

Lease Expiry: 12/31/28

A-1010 | 585 SF



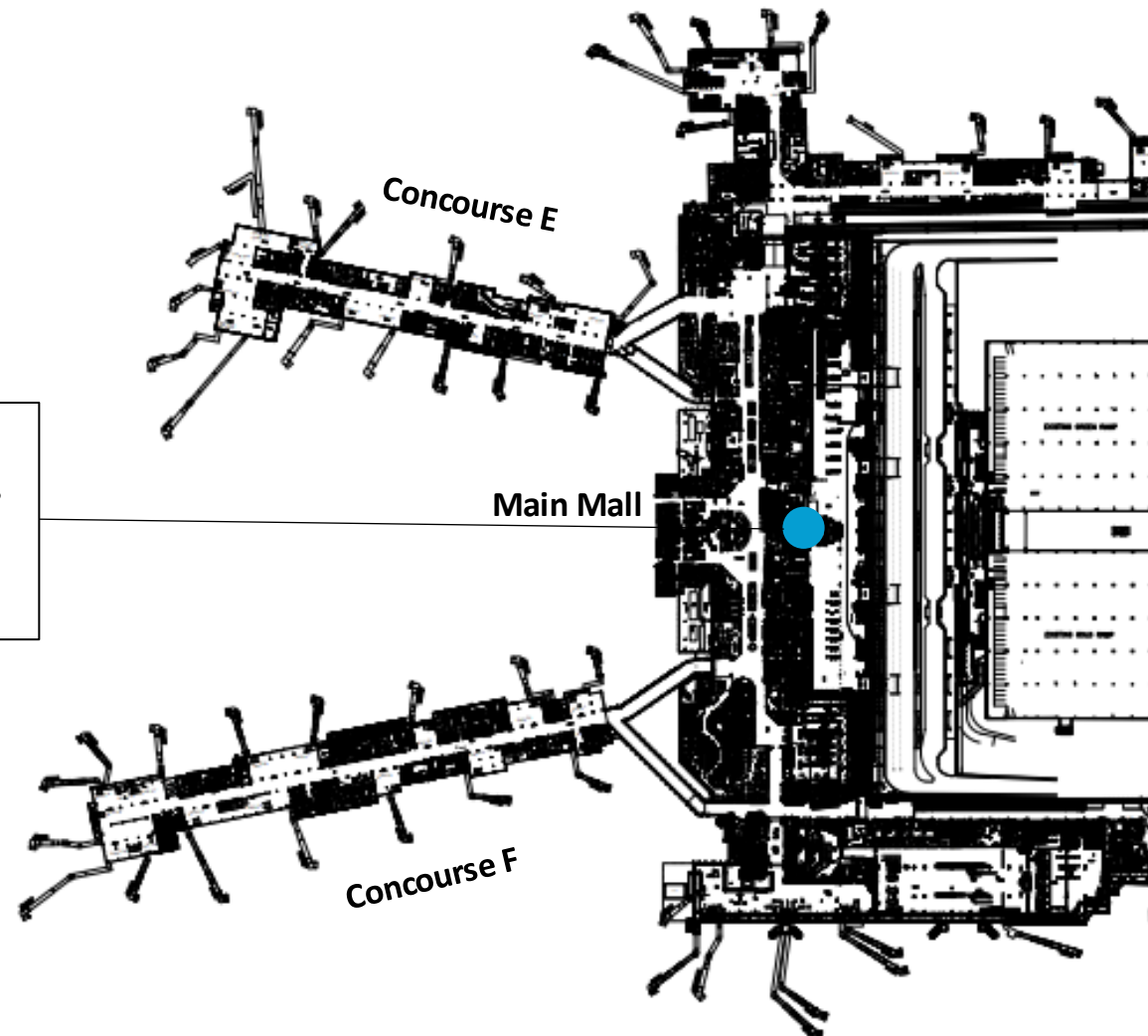
Batch 2607

Spa/Sleep (Local or National)

Existing Concept: Open Book & MN Nice

Lease Expiry: 12/31/27

LT-2175 | 1,107 SF



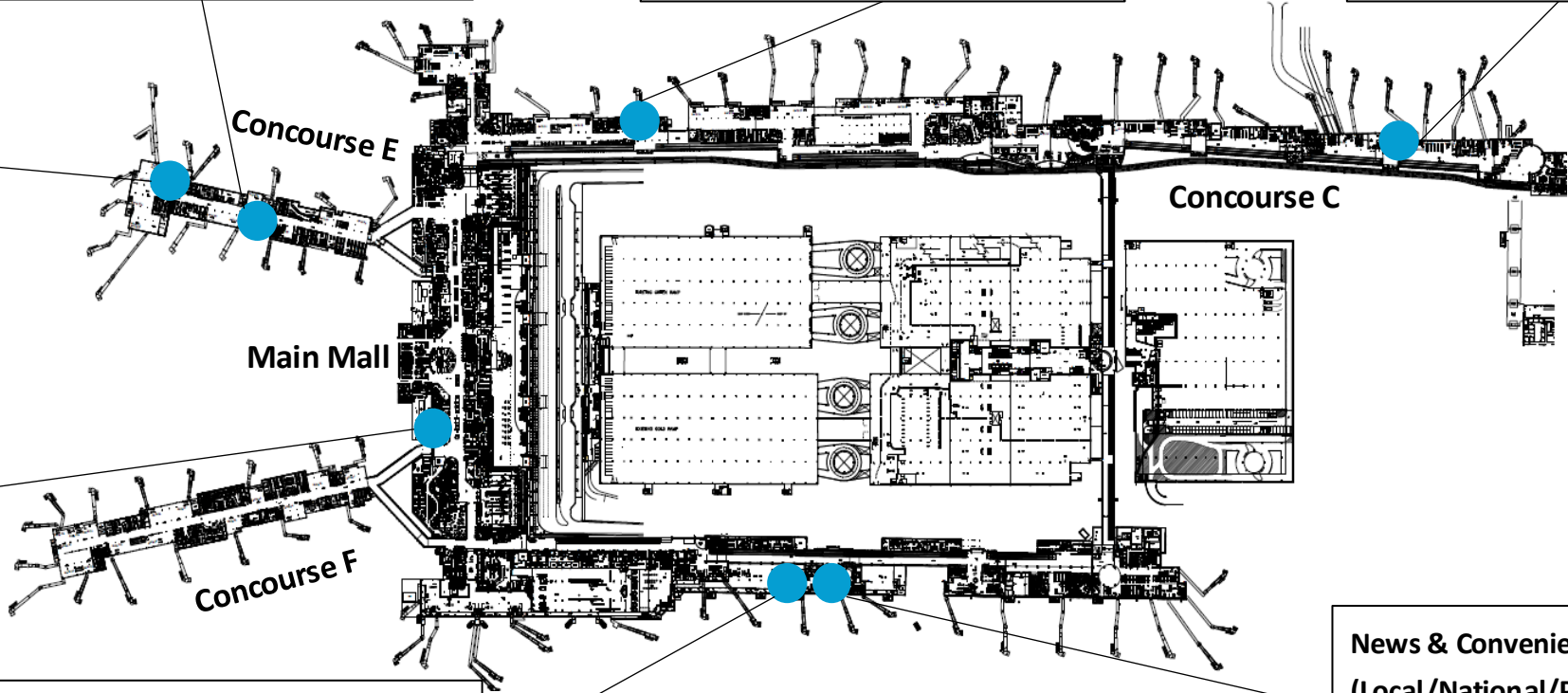
Batch 2608

Coffee (National)
Existing Concept: Angel Food Bakery
Lease Expiry: 12/31/28
E-2283 | 980 SF

Snack (Local or National)
Existing Concept: Wings Financial
Lease Expiry: 12/31/27
C-2160 | 752 SF

Coffee (Local/National/Proprietary)
Existing Concept: TSA Space
C-2836 | 1097 SF

News & Convenience (Local/National/Proprietary)
Existing Concept: Roasting Plant
Lease Expiry: 12/31/27
E-2454 | 1,102 SF

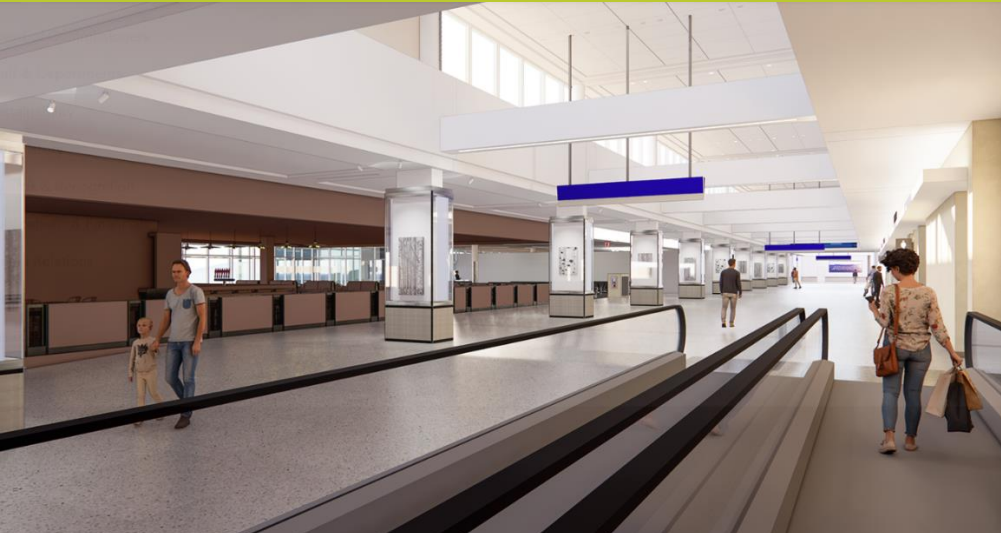


Market & Bar (Local/National/Proprietary)
Existing Concept: Adventure North & Northern Soul
Lease Expiry: 12/31/27
LT-2120 | 3,362 SF

Full-Service Restaurant & Coffee (Local)
New Concept
G-2390 | 4,298 SF

News & Convenience (Local/National/Proprietary)
New Concept
G-2454 | 1,494 SF

Concourse G Units – Available Mid-2027



G Concourse Expansion

This project will **expand gate areas, add restrooms, improve sustainable operations**

- First phase completed in 2022 adding 50,000 sq. ft. between gates G17-G22
- The next phase will add 157,000 sq. ft. between G8 and G13 (2028 completion)
- Features include a wider central corridor, more gate seating, two story square atrium with more natural lighting
- New concessions opportunities and a new sensory space
- Pursuing LEED Gold certification

Batch 2609

Quick-Service Restaurant – Sandwich (Local or National)

Existing Concept: Estes Twin Cities News

Lease Expiry: 12/31/27

E-2390 | 1,165 SF

Quick-Service Restaurant – Chicken (National)

Existing Concept: Republic

Lease Expiry: 12/31/28

D-2092 | 2,191 SF

Full-Service Restaurant & Bar – Mexican/Latin (Local or Proprietary)

Existing Concept: Republic & Duty Free

Lease Expiry: 12/31/28

D-2098 | 2,773 SF

Quick-Service Restaurant – Ethnic/Mediterranean (National)

Existing Concept: Aveda

Lease Expiry: 12/31/27

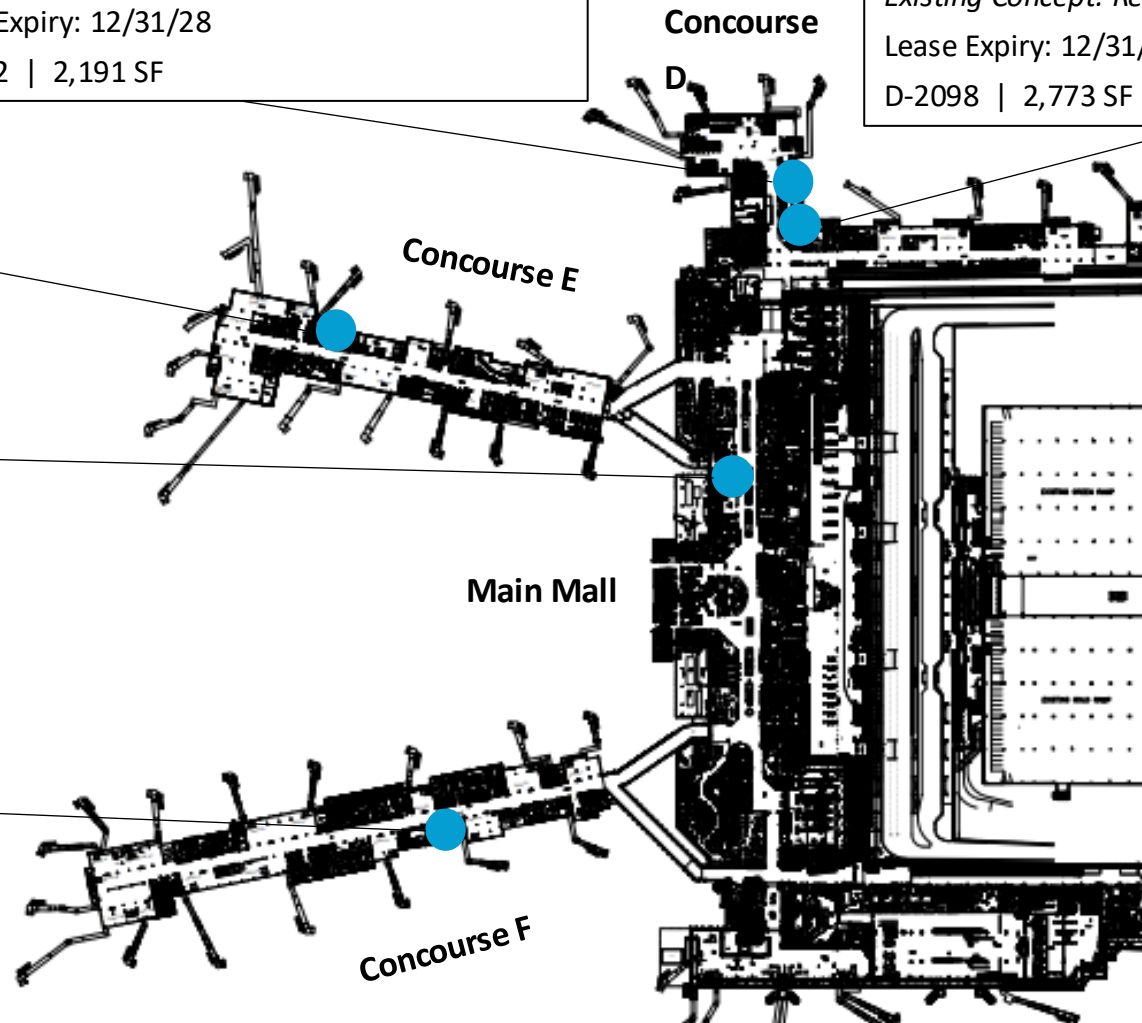
LT-2260 | 1,001 SF

Quick-Service Restaurant – Healthy (Local or National)

Existing Concept: Camden Food Co.

Lease Expiry: 12/31/27

F-2154 | 1,246 SF



Batch 2610 – Terminal 2

News & Convenience (Local/National/Proprietary)

Existing Concept: Duty Free

Lease Expiry: 12/31/28

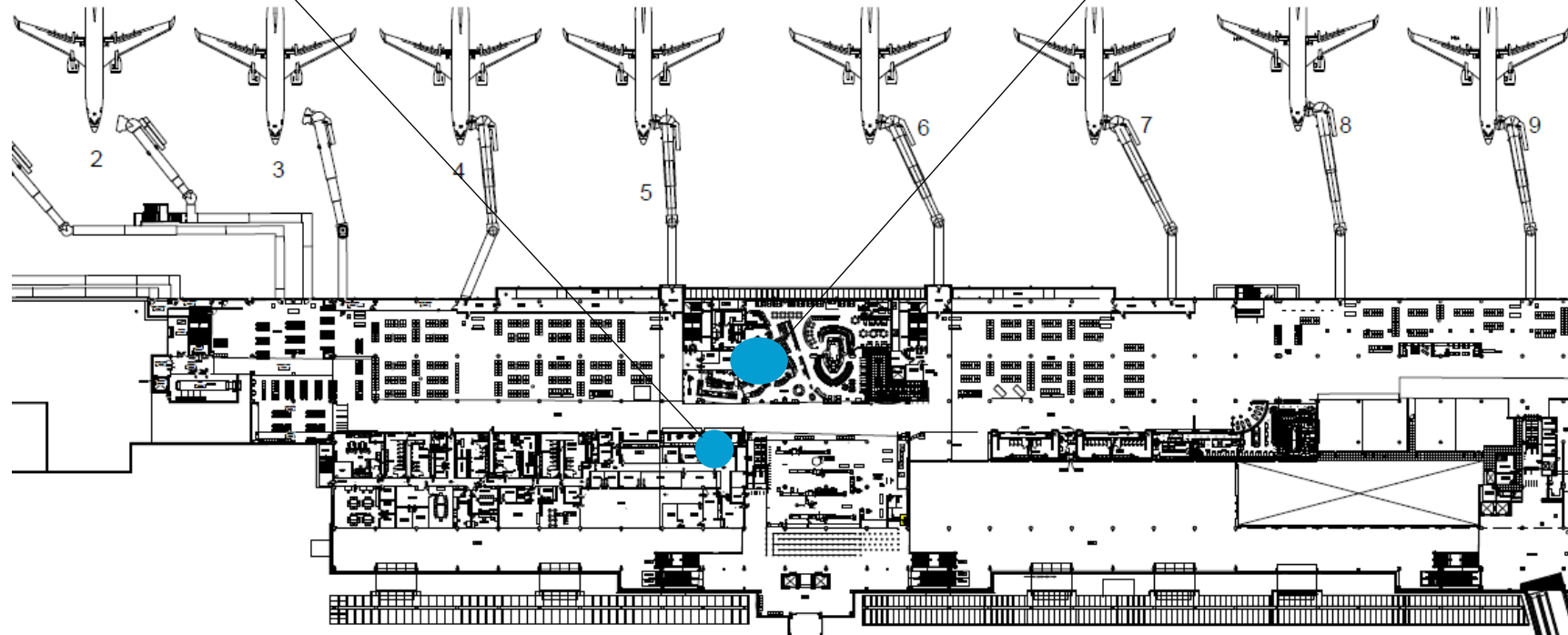
HT-2184 | 606 SF

Coffee (National) , Market, and Bar (Local/National/Proprietary)

Existing Concept: MN Wid, MSP MKT, Starbucks, Hudson News

Lease Expiry: 12/31/28

HT-2200 | 10,663 SF



Concourse H

PROPOSAL AND AWARD SCHEDULE

Date	
June 8, 2026	Mandatory Pre Proposal Meeting
July 24, 2026	Last day for receipt of any questions concerning the RFP (4PM CST)
August 7, 2026	Addendum answering all written questions
August 25, 2026	All proposals due to MAC no later than 4PM CST
November 2, 2026	Operations, Finance & Administration Committee considers the Review Team's recommendation for award(s)
November 16, 2026	Commission Meeting – Approval of Selections to Full Commission

MAC reserves the right to adjust the schedule, as necessary.



ADDENDUM

- Any change to the RFP or related documents will be made by a written addendum. Any addenda so issued become part of this RFP and can be downloaded on the MAC Solicitations site.
- Addendum 1 is anticipated August 7, 2026.
- MAC cannot and will not answer any questions by telephone or in person, except at the pre-proposal conference.
- If you have questions or need clarification about the RFP, email rfp@mspmac.org.
- The last day to submit questions is July 24, 2026 at 4:00 p.m. CT.



CONTACT INFORMATION & RESOURCES



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www.mspairport.com

QUESTIONS?