



Commission Meeting

February 21, 2023

Contract with Tailwind AGS, LLC for Food, Beverage & Merchandise Concession Program at
Augusta Regional Airport

Department:	Augusta Regional Airport
Presenter:	Herbert Judon
Caption:	Motion to approve a five-year contract with Tailwind AGS, LLC for Food, Beverage & Merchandise Concession Program at Augusta Regional Airport. Approved by the Augusta Aviation Commission on January 26, 2023. RFP 22-279 - The agreement is for a five (5) year initial term with a five (5) year option for renewal.
Background:	The Airport entered into a contract with Sterling Restaurant & Retail Group LLC, in 2012, to operate the food, beverage and merchandise locations within the terminal building. The contract was a five (5) year agreement with a five (5) year option for renewal. The option was exercised, and subsequently expired in 2021. Due to the COVID outbreak, the Aviation Commission elected to amend the contract with a two-year extension. The amendment is set to terminate in June 2023. Airport staff worked with the Procurement Department to issue a new RFP for the service. The solicitation produced five compliant bids. Procurement and Airport staff evaluated the proposal and determined that the Tailwind bid was the best and most advantageous proposal for the Airport and passengers.
Analysis:	Airport staff is recommending selection of Tailwind AGS, LLC, to operate the Airport Food, Beverage and Merchandise Concession Program. Tailwind AGS, LLC has accepted and signed the concession agreement. The agreement is for a five (5) year initial term with a five (5) year option for renewal. The contract identifies the terms and conditions for the service and includes the vendor proposal as an exhibit.
Financial Impact:	This project provides revenue to the Airport with a Minimum Annual Guarantee of \$180,000 in the first year of operation. Capital improvements by the company are estimated at \$225,000.
Alternatives:	To deny.
Recommendation:	Recommend Approval. Approved by the Augusta Aviation Commission on January 26, 2023.
Funds are available in the following accounts:	N/A

REVIEWED AND
APPROVED BY: