Construction/Fit-Out In Concessions Spaces

Welcome!
- This session is being recorded.
- Put your questions in the 'Chat'.
- Only panelists will have their cameras and microphones on.
- We will ask you to take a poll near the end of the session. Please respond!
Introductions
Your Panelists

• Lisa Devine-Darney
• Mel Hannah
• Michelle Robinson
Philadelphia International Airport
Overview of Capital Development
Lisa Devine-Darney

- Philadelphia International Airport
  *Construction Manager*

- In the construction industry for over 30 years; 12 years at the Airport

- Prior to working at PHL, worked on projects such as schools, office, industrial, sports stadium and similar projects

- At PHL, worked on natural gas pipeline projects, fuel farm, rental car facilities, and various Marketplace and Airline tenant projects

- Current responsibilities at PHL
  - Manage the permitting process and submissions/plan review
  - Project coordination and scheduling
  - Pre-construction meetings & post construction inspections
  - Close-out documentation
  - Coordination of all stakeholders
PHL's Role in Concessions Space Design and Construction

• Permit considerations
  – Tinicum Township
  – City of Philadelphia License & Inspection (L&I)
• Permit submission and plan review
• Construction oversight
• Compliance with Code and Airport standards
Tips for Success

• Team Work
• Frequent site visits to stay on top of scheduling and construction
• Know your Team's strengths and weaknesses
Mel Hannah

• Executive Vice President, LeJeune and Associates, LLC
  – ACDBE, certified in 16 states
• Vice President and General Manager, MarketPlace PHL
• At PHL for over 20 years
• Prior to PHL, worked for The Rouse Company
• Served in US Army Military Police
• Current responsibilities at PHL include managing daily operations of PHL food and shops program, including:
  – Merchant relationships
  – Construction management
  – Marketing
  – Operations
  – Lease compliance
  – ACDBE participation
MarketPlace PHL's Roles

• Master Concessionaire at PHL
  − Manage PHL's award-winning food and shops program
  − Over 170 locations
    • ACDBE goals for store location ownership
    • Focus on M/WBE participation in goods and services
MarketPlace PHL's Roles

- MarketPlace PHL roles for merchant space construction
  - Leasing process
  - Concept approval
  - Design/construction oversight
  - Compliance with Airport rules
  - Managing and accomplishing opening (rent start) dates
# Upcoming Opportunities in Next 12 Months

<table>
<thead>
<tr>
<th>Location Type</th>
<th># of Locations</th>
<th>Typical Build-Out Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>10</td>
<td>• 5-6 months for design&lt;br&gt;• 10-12 weeks for construction</td>
</tr>
<tr>
<td>Quick Serve</td>
<td>8</td>
<td>• 5-6 months for design&lt;br&gt;• 12-16 weeks for construction</td>
</tr>
<tr>
<td>Full-Service Bar/Restaurant</td>
<td>1</td>
<td>• 5-6 months for design&lt;br&gt;• 16-20 weeks for construction</td>
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</tbody>
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Tips for Success

• Understand who you are contracting with
  – Design/construction contractors – contracts are with individual merchants
  – Merchants – ensure that designers/contractors can perform in airport environment

• Understand the environment
  – Employee badging
  – Small spaces
  – Tight deadlines
    • Manage schedules to meet established opening dates
  – Oversight from PHL, City/County, MarketPlace PHL (MRD)
Michelle Robinson Design
Concession Space Design/
Construction Considerations
Michelle Robinson

• Owner, Michelle Robinson Design
  − ACDBE/DBE firm; based in West Philly for 20 years
  − Involved in tenant coordination at PHL since 1995
  − Work for airlines redeveloping staff areas
  − When not working in an airport you might find me in a train station

• Current responsibilities with PHL
  − Merchant coordination for concession fit-outs
  − Coordination with DOA and airlines as needed for fit-out work
  − Design review and coordination with merchant design teams and selected general contractor
Design/Construction Considerations

• Key steps from concept to design to construction
  – Quality of the presentation is important, stay true to brand
  – Design is completed in 2 steps: 30% and 100%
  – Expectation is 30% design is what will be executed in 100% and construction
  – Bidders should be familiar with working in an airport
    • Badges required.
    • Small site, no staging or storage areas
    • Performance bonds/lien waivers/insurance
  – Terminals A West and A East (and some of B) located in Tinicum Township, Delaware County.
    • Requirements for permitting and inspections different from rest of building
Tips for Success

• Schedule, schedule, schedule
• Communicate issues early and often – we are here to help you succeed
• Construction cannot impact the passengers or the other tenants
Questions and Answers

• Questions and Answers
  ▪ On the Breakout Sessions tab, put your questions in the ‘Chat’

• Polling
  ▪ Please click into the Poll tab and answer 3 short questions
Thank You!

- **When instructed**, click the link on the left of your screen for the Main Ballroom to meet the PHL Management Team for a Q&A Session.
- **Answer “Yes”** to Leave and return to the Ballroom.