

BUSINESS OPPORTUNITY FORUM

2023 Business Opportunity Forum

Beyond the Horizon – Highlights of Partner Opportunities

September 26, 2023



PHL PNE

Meet The Panel

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- *Adam Mitchell, C.M.*
 - *PHL Deputy Chief Revenue Officer*
- *Clarence Lejeune*
 - *Lejeune and Associates, LLC/MarketPlace PHL*
- *David Simpkins*
 - *SPR Cold Storage and Distribution*
- *Michael Scheeringa*
 - *SAR Trilogy Management*

Overview of Highlighted Partners

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Adam Mitchell
Deputy Chief
Revenue Officer

- PHL and PNE opportunities with our partners include:
 - **PHL Food and Shops:** MarketPlace PHL
 - **PHL Cool Port:** Bristol Group, Inc./SPR
 - **PNE Aero Center:** SAR-Trilogy Management



Clarence LeJeune
President
LeJeune and Associates, LLC

- Redevelops and operates concessions program throughout PHL
- Responsibilities include
 - Leasing
 - Development
 - Management
- Joint venture between two firms:
 - MarketPlace Development
 - LeJeune and Associates - ACDBE

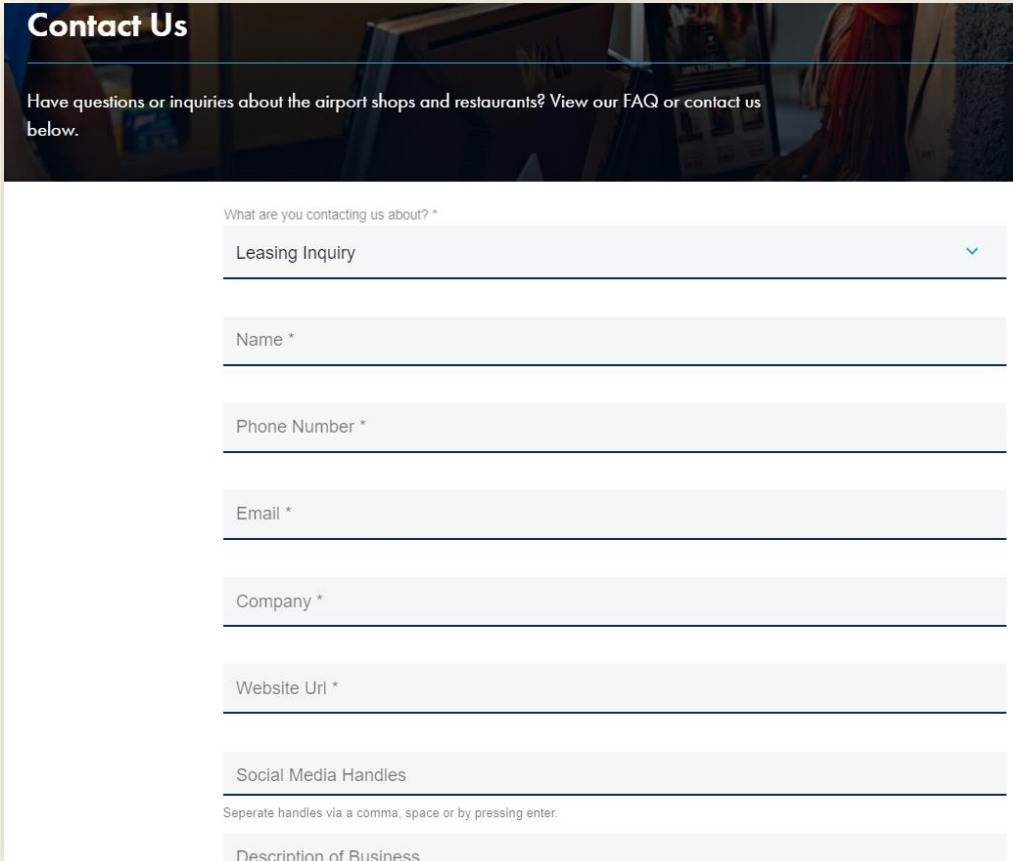


MARKETPLACE DEVELOPMENT

Opportunities on the Horizon

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- Overview
 - Over 150 food and shops locations currently open
 - ✓ 113 are wholly or partially owned by ACDBEs
 - Five new inline locations, one vending, and one Eagles pop-up opened in 2023
 - Next leasing outreach will focus on more locations throughout the airport
- Where to find more information
 - MEDWeek 'Diversity in Concessions' virtual event: October 2nd 3:00 – 5:00 pm
 - Leasing outreach meetings
 - Complete 'Contact Us' form at www.philamarketplace.com/contact



Contact Us

Have questions or inquiries about the airport shops and restaurants? View our FAQ or contact us below.

What are you contacting us about? *

Leasing Inquiry

Name *

Phone Number *

Email *

Company *

Website Url *

Social Media Handles

Separate handles via a comma, space or by pressing enter.

Description of Business

For more information, visit Table 14 during the networking session.

PHL Cool Port

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David Simpkins
President/CEO
SPR Cold Storage and
Distribution

- Overview
 - Partnership between Bristol Group, Inc. (Developer), and SPR Cold Storage & Distribution (Operator)
 - State-of-the-art facility, including 241,000 sq. ft. of temperature-controlled warehouse space
 - Broad temperature flexibility with cooler and frozen zones to accommodate cargo for: pharmaceuticals, life-sciences, perishable food, and specialized electronics
 - Convenient intermodal access to the Airport, PhilaPort, and I-95



Opportunities on the Horizon

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- PHL Cool Port
 - Design & Construction Services
 - Facility Operations
 - Warehouse Leasing
 - Maintenance
- Where to find the opportunities
 - Contact David Simpkins at david@southernpetroleumresources.com



For more information, visit Table 13 during the networking session.

PNE's Fixed Base Operator (FBO)



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Michael Scheeringa
Co-founder & Managing Director
SAR Trilogy Management
Aero Centers

- Overview of Aero Centers
 - Fast-growing chain of FBOs
 - Full-service and customer-centric
 - 8 locations announced with 5 open
 - 14 locations planned to be announced by Q4 2024
- Overview of PNE's FBO
 - FBO and Maintenance Facility
 - Core FBO employment of 15
 - Aero Center PNE will be the largest greenfield in our portfolio
 - Target opening Q4 2025
 - FBO and Maintenance Facility

Opportunities on the Horizon

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- Aero Center Northeast Philadelphia (PNE)
 - Business partnerships
 - Charter Management
 - Hangar and office leasing
 - Fuel services
 - Maintenance
- Where to find the opportunities
 - Updates on AeroCenters.com
 - Contact jtordella@sar-trilogy.com



For more information, visit Table 13 during the networking session.

Partner-Led Opportunities Beyond the Horizon

Questions?

