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Beauty & Personal Care RFP – B CC

PLANE-201311043-00

John Ackerman
DIA Chief Commercial Officer
July 2013



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DIA Health & Beauty, LLC d/b/a MAC

- Concept: Beauty & Personal Care
- Location: B Gates
- Contract term: 7 years
- Projected opening date: April 2014
- Projected Year 1 Sales: \$1,200,000
- Projected Employees: 10-15
- Projected Annual Rent: \$134,000
- ACDBE goal/participation: 15% / 15%



AGGREGATE ECONOMIC BENEFITS

- \$1.2M in annual revenues
- \$134K in annual rents to DIA
- \$44K in annual sales tax to CCD
- 7 full and 3 part-time employees
- 15 construction jobs
- ACDBE goals are set by the OED Division of Small Business Opportunity (DSBO)
- Approximately \$180K in newly recognized ACDBE revenues

SELECTION PROCESS

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- RFP issued September 17, 2012 for retail concessions
 - Beauty & Personal Care (B) (15% ACDBE Goal)
 - Received 4 proposals
- Successful proposers include well-known national brands, including a local ACDBE operator

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OUR NEW PARTNERS

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- DIA Health & Beauty, LLC d/b/a MAC
 - Travel Retail West, LLC; new worldwide firm at DIA; part of DFASS Group of companies
 - JAF Concessions Inc.; Jennifer Fiechuk is a local ACDBE operator in several other J.V partnerships at DIA



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