



New concessions benefit travelers, Sea-Tac Airport

Seattle-Tacoma International Airport is undergoing major upgrades, and CH2M HILL is assisting the client, the Port of Seattle, with a variety of airport improvements such as the new central terminal concessions area, Pacific Marketplace, which had its grand opening in June.

The new terminal features 11 new restaurants and nine new retail stores. (Additional

concessions opened in June 2004 in the new and improved Concourse A.)

Since many airlines are offering less or no food during flights, passengers need opportunities to eat before and after flights. And while the concessions keep the travelers busy, concessions are also a significant source of revenue for the airport.

Beginning in January 2005, Sea-Tac implemented an airportwide "street-pricing" rule for concessions vendors. "Street-pricing" means that the price of a sandwich, for example, sold by a vendor inside the airport must be comparable to the price of that sandwich sold outside of the airport. Sea-Tac receives a percentage of all concession sales, ranging between eight and 15 percent.

"The concessions program's current annual sales are approximately \$100 million. In 2006, after all the concessions are complete, annual sales are expected to increase to approximately \$125 million," said Kristi Meyer, CH2M HILL project manager for the concessions program.

The upgrades to the airport, which include the addition of a new third runway, rebuilding Concourse A,

parking garage expansions, restroom improvements, and a subway transit system, are part of the Port of Seattle Airport's \$3.3 billion Capital Improvement Program, scheduled for completion in 2008.

Currently, there are 12 CH2M HILL employees integrated with Port of Seattle staff that assist with the program in roles ranging from project management to administrative support.

Sea-Tac airport serves 29 million passengers per year and is the 16th busiest commercial airport in the United States. And while passing through Sea-Tac, passengers now have more choices at competitive prices with the opening of new terminal concessions. UN
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Outperforming

Bob Riley, the director of the Aviation Project Management Group for the Port of Seattle, awarded Kristi Meyer with the inaugural presentation of the "Super Performer" Award in March.

"Kristi was selected because of her inspiring leadership of the concession program that created 15 new concession venues on the new south terminal expansion project which opened last June and 20 new concessions in the central terminal expansion project (Pacific Marketplace) that opened for business in May 2005," Riley said.

"Kristi's work will create a vibrant setting for commerce and give passengers an appealing shopping and dining experience. For the airport it means an enhanced business venture that is important for its long-term economic vitality," Riley added.



Inside Sea-Tac Airport's Pacific Marketplace in the new central terminal.



A night view of Sea-Tac's central terminal.

CENTRAL TERMINAL PACIFIC MARKETPLACE

Need Help?
You'll find concourses in blue shirts or jackets and Pathfinders in purple shirts and red jackets throughout the airport.

Shopping & Dining	Services
<ul style="list-style-type: none"> Anthony's Restaurant The Body Shop Barbers Books & More Delicacies Chocolates & More Cafe Discount Pageant Store Dist O'Sup Ex Office Fineworks Hudson News IsMorion DVD Rentals Joe's Seafood Made in Washington Maki of Japan National Geographic Kids Books Pullino Piccino Qdoba Shady's 	<ul style="list-style-type: none"> Cash Machines/ATM Restrooms: Men, Women, & Family Security Checkpoint

Map of concessions available in the Pacific Marketplace in Sea-Tac's central terminal.