

## About Us

Concessions America, LLC, serves the needs of the aviation and transportation community in providing concessions, consulting and services operations contracts with transportation authorities. Based in Orlando, Florida, with principals engaged at airports across the country, Concessions America, LLC, possesses deep experience in all facets of the aviation and transportation sector. Principals Roy Block and Robert Alfert have over forty years of combined experience in the aviation and transportation sectors, representing and working with some of the largest transportation organizations in the United States on a wide range of issues.



### Roy W Block – Managing Member

Mr. Block's expertise in aviation lies in development of organizational structures, processes, and systems, with a focus on capital development including concessions development. Mr. Block has provided program oversight of redevelopment of concessions at large hub airports. Mr. Block has a deep understanding of airport operation financials including rate setting, financing, funding, and financial controls. Mr. Block's education covers engineering, business, and information technology. Mr. Block is fluent in English and Spanish.



### Robert Alfert Jr.- Managing Member

Mr. Alfert's expertise involves policy development, procurement, contract and lease negotiation and drafting, project management and project implementation. On the concessions side, he has been involved as legal counsel to authorities on concessions procurements, build-outs, lease and contract agreements and dispute resolution. Educated in Architecture and Law, and prior experience in designing and having constructed a variety of projects, including heavy retail, Mr. Alfert brings a unique perspective and experience into the concessions sector.

*Bringing local flavor to America's airports. Concessions, construction, and contracting experts.*

  
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### Merchandizing and Brand Development:

Concessions America seeks to partner with local and national brands to expand revenue streams into the aviation sector. Brand development includes legal structure/control, adaptation to airport environments, as well as constructing a business case and strategy. We seek to adapt to popular trends and generate new revenue streams for airport operators. Concessions America can optimize brand and marketing strength by developing dynamic merchandizing strategies, product display, product mix, and logically grouped product aggregation.

### Operations:

Concessions America possesses the experience to operate a broad range of food/beverage concessions including restaurants, sundry and other similar concepts. Operation capabilities also extend to staffing, accounting, financial oversight and inventory control. We develop customized training programs for managers and line staff, structured to achieve both short-term and long-term strategic goals. As important, we have extensive experience acting as a liaison to airport management staff at all levels up to Executive Staff and Board Members.

### Our Services

Our management team has successfully built strong relationships in the aviation and transportation industries and has successfully developed other businesses in the aviation industry. We seek to leverage this know-how into Concessions America to build a world-class airport concession operator by developing strategic partnerships with national airport concession operators, targeting both food/beverage and retail opportunities.

Concessions America seeks to bring unique brands into the airport space in high-growth sectors including restaurants emphasizing locally produced products. We have experience in airport development projects and specific experience in overseeing tenant fit-outs including those at airports with LEED Silver and Gold requirements. Concessions America has extensive experience in developing financial models and business cases with full understanding of the airport environment: we understand airport rate setting (whether residual, compensatory, or hybrid), capital development, as well as legal/procurements, and how all these elements affect concession bids and bidding opportunities.



### Design and Construction:

Possessing over 18 years of airport specific capital development experience, we have a deep understanding of the legal and engineering implications of concession agreements, pitfalls, opportunities, and can seamlessly integrate store concepts into the architectural requirement of airport facilities. We fully understand how such concepts need to fit into the airport operator's unfinished space and related requirements. Each project is managed by a seasoned professional with airport specific concessions development experience. We seek to mitigate tenant risk in the entire development cycle from inception to live operations.

### Financial and Legal:

Concessions America has in-house counsel with over 15 years of airport specific experience in concessions procurement, capital development, and a wide range of other legal issues, all of which are inextricably related to financing. We provide experienced financial and accounting staff with airport specific know-how. This unparalleled support structure differentiates Concessions America as a company that provides best in class services.

