

**ACI-NA 2018 Excellence in Airport Concessions Awards
Profile Form**



Category Name: Best New Local Concept

Name of Concept/Airport: IVINI at Austin Bergstrom International Airport

Company that Operates Concept: Delaware North

(If the airport/concept wins an award, the information provided above will be used in the media release)

Use of Concept/Program and Branding

Provide a general description of the concept/program and branding:

IVINI is a modern Italian market, espresso cafe and wine bar, featuring fine wine and authentic Italian roast specialty coffee and farm to table inspired fresh salads, sandwiches, pasta, pizza and charcuterie. The unique centerline Italian market attracts travelers from all angles with a curved wine bar, espresso area, walk-up bar for beer and wine, a 30-foot glass display case of freshly prepared salads and sandwiches, and a seated table service area. Fresh, hand cranked charcuterie platters are prepared "while you watch" with hand cranked cured meats and artisan cheeses. Fresh pizzas, such as traditional margherita or roasted pork and fig, with caramelized onion, gorgonzola and spinach, are baked fresh and quickly. IVINI's logo is a play on a combined wine corkscrew/vespa, giving a playful modern element to the traditional market. Contemporary curved lines, vineyard inspired color palette and strategic display elements round out the unique brand.

Concessions Goals

Provide a general description of the goals for your concession concept/program and how you met them:

Delaware North partnered with Austin's local Restaurateur, Love Nance, to develop a unique centerline concept utilizing her innovative farm to table inspired offerings in a non-traditional airport setting. The exceptional fresh salads and sandwiches, charcuteries, grab & go items, pizza and pasta selections pair perfectly with the curated wine menu that hits all price points. The authentic Italian market style 30-foot glass display case features sandwiches on fresh ciabatta, such as porchetta with roasted red peppers, basil aioli and arugula. Fresh salads such as kale chicken ceasar and prosciutto melon are bright, colorful and exceeds traditional airport offerings. House-made tarts, tiramisu, cannoli and scones are exceptional and offered throughout the day.

Design/Layout

Describe how the concession concept/program makes the best use of the space allocated, including concessions' placement in relation to passenger flows throughout the terminal or concourse:

The centerline space displays offerings in every direction- from the freshly prepared glass case of salads, pizza and pastas to the cappuchino machines and wine bottles incorporated into the design aesthetic. The concept is a full service, stand alone authentic Italian market capturing the essence of exceptionally fresh offerings. The display food prep area allows customers to watch their order be prepared in action. The signature corkscrew/ vespa logo and vineyard inspired color palate and contemporary calder-esque sculpture creates a one of a kind IVINI brand. The only centerline space in the west end of the terminal, this concept is surrounded by gate holds and is visible throughout the west terminal.

Revenue Performance (if applicable)

(If the program/concept is less than one year, please enter performance numbers to date and make a note below)

Concept/Program Square Feet	1169SF
Annual Gross Sales	7/23/2017 to 12/31/2017: \$1886,000
Annual Sales per Square Feet	\$1,613.34 per SF for approximately 5 months of operation