



# Philadelphia International Airport Creating New Common Use Lounge Spaces

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City of Philadelphia,  
Department of Aviation



PHILADELPHIA INTERNATIONAL AIRPORT  
NORTHEAST PHILADELPHIA AIRPORT

# 2022: PHL's lounge situation



- 1 American Airlines Admirals Club (Closed)
- 2 British Airways Lounge
- 3 AmEx Centurion Club
- 4 American Airlines Admirals Club
- 5 Minute Suites
- 6 American Airlines Admirals Club
- 7 United Club
- 8 Delta SkyClub
- 9 USO Lounge
- 10 American Airlines Admirals Club



# Our old offices



# Initial solicitation included two spaces



- Common Use Lounge: footprint of the proposed location is 20,007 sf. Proposers could have proposed on one brand for the entire footprint or divide the proposed premises into two separate brands.
- Hotel: an additional footprint of 14,130 sf was also available for operators to propose a hotel. This was not a requirement of the proposal but was considered in the overall decision-making process.

# Solicitation and Negotiation

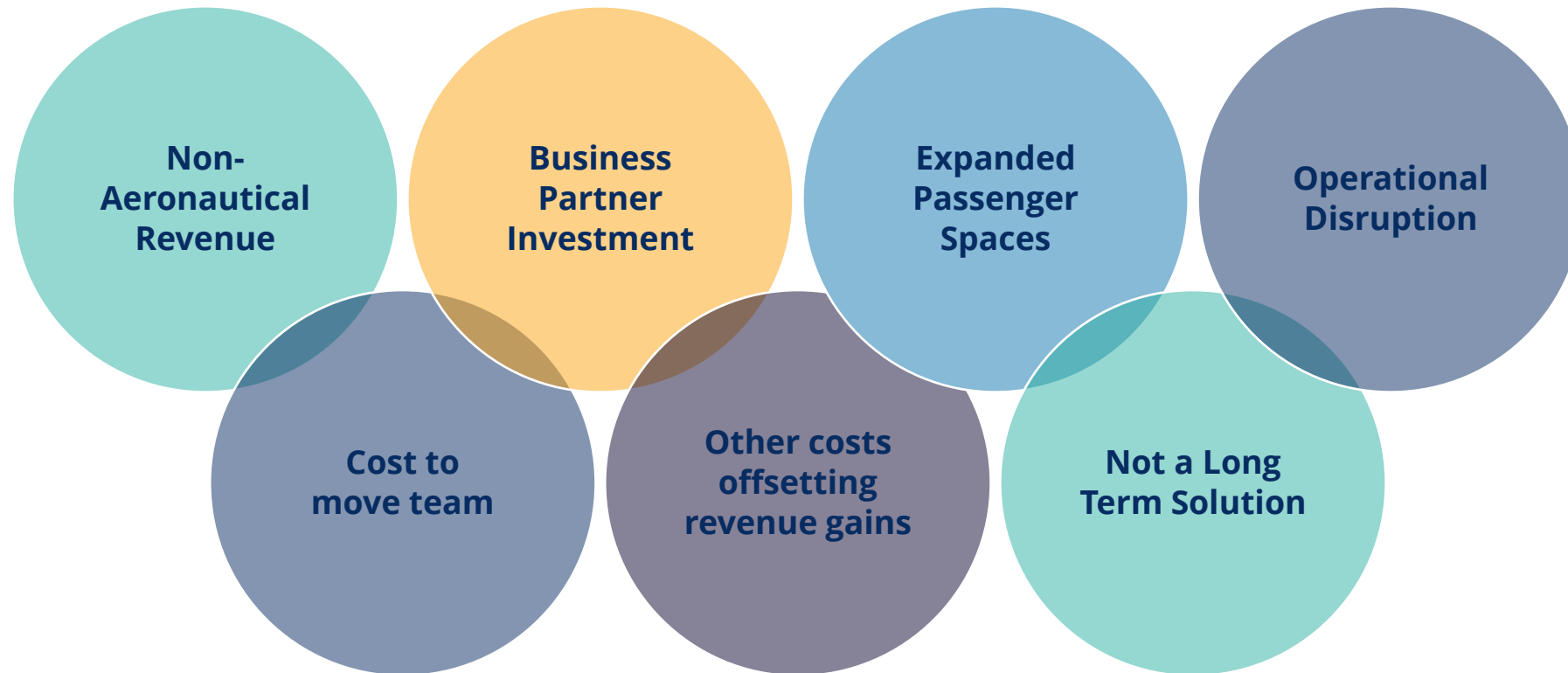


In 2022, PHL solicited proposals through its Concession Manager to develop a first-class common use lounge using 22K sq. ft. of airport administrative office space in Terminals D-E.

Negotiated:

- 10-year base, plus one 5-year renewal option
- Established minimum construction investment
- Established MAGs for base and renewal terms
- Signing bonus

# Making the decision



# Moving Out





# DOA View Vs Passenger View

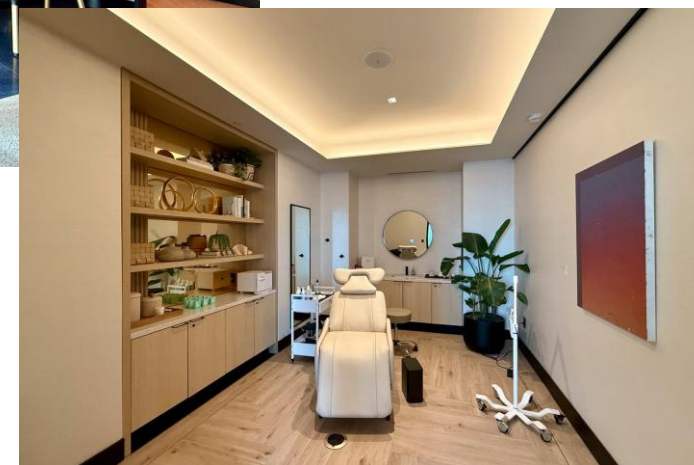




# Chase Sapphire Lounge



"...may even compete to become one of the best credit card lounges in the country."



# Thank You!

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