



Reno-Tahoe  
Airport Authority

# RNO Airport Concessions 101

April 28, 2026



# Reno-Tahoe Airport Authority

## Who We Are

- Established by the Nevada State Legislature which began operation on July 1, 1978
- Governed by a 9-member Board of Trustees appointed by City of Reno, City of Sparks, Washoe County and the RSCVA - [Board of Trustees - Reno-Tahoe International Airport](#)
- A quasi-municipal corporation authorized to independently run the RNO and RTS



Reno-Tahoe  
International  
Airport



Reno-Stead  
Airport



# Fast Facts About RNO



67<sup>th</sup> busiest commercial airport in the US; averaging over 300 flight operations/day



1,450 acres housing the RNO terminal, 2 FBOs, hangars, private businesses



270+ RTAA employees; 2,700+ employees call RNO their workplace



Diverse aviation community including cargo operators, military and flight schools



Financially self-sufficient from operations (no local taxes) with support from federal grants



Community Hub: Operation Santa Claus, Live Music, Honor Flight, Burning Man and more



# Our Regional Economic Impact

**\$3.6 Billion**

 **\$1.6B**

Increase over the last 10 years

 **\$129,500**

Contributed to the local economy with each landing of a Boeing 737-800, RNO's most landed aircraft



Supports over 6,300 jobs directly and 17,500 indirectly, or approximately 6% of total regional employment

 **\$1B**

Injected into the local economy by visitors in 2023

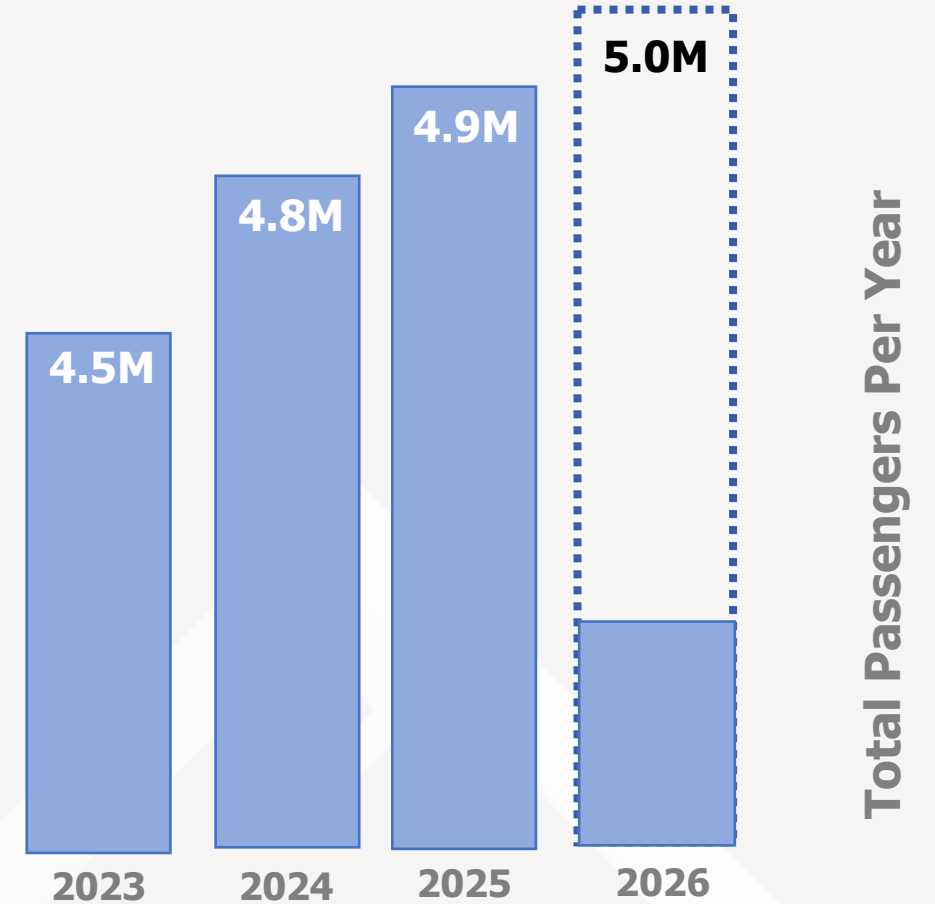


Our operations, including tenants, support our state and local governments by generating an estimated \$82.3 million per year



# RNO Passenger Projections

- 2025 finished with 4.9M passengers
  - The best year since 2008 (4.4M)
  - August 2025 was busiest month in 20 years.
- We continue to see passenger growth in 2026
  - This summer is projected to see a 4% increase in flights and seats YOY.
  - June - August: RNO will have 70K Additional roundtrip seats.
- Projecting to hit 5.0M passengers in 2026





# Service Area



**1,000,000 people consider RNO their local airport**



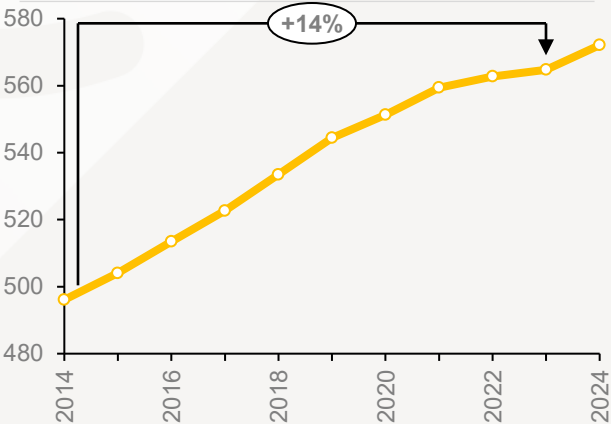
# Local Area Statistics

Reno-Tahoe serves a dynamic and growing market



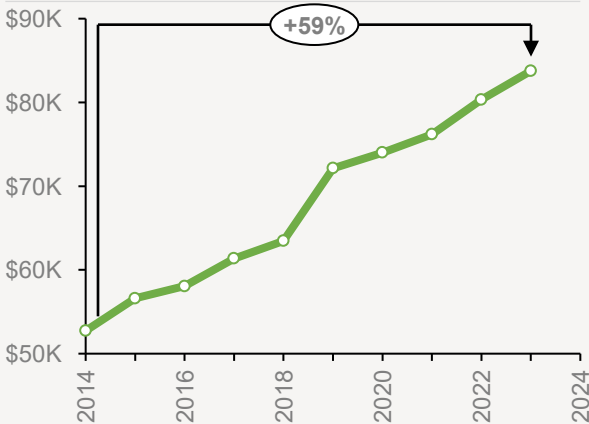
**Population**  
+14%

**Population** (thousands)  
2014 - 2024



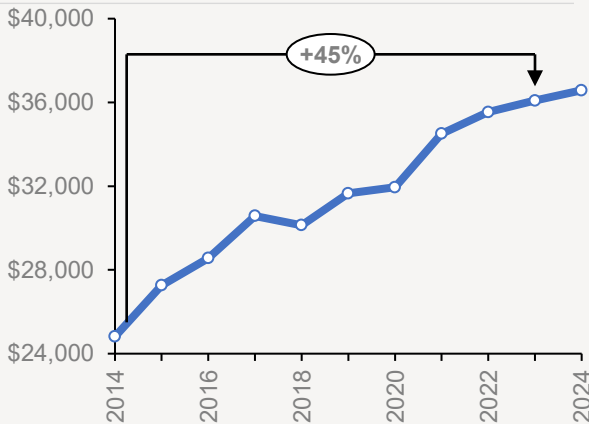
**Median HHI**  
+59%

**Median HHI**  
2014 - 2024



**GRP**  
+49%

**Gross Regional Product (GRP)**  
2014 - 2024 (millions)



- The Reno-Tahoe population has increased by 14% when comparing 2023 to 2014, nearly 3x faster than the U.S. average.
- The Reno-Tahoe median household income (HHI) increased 59%, while the U.S. average grew 45%.
- Reno-Tahoe’s GRP accelerated in 2014, after years of minimal growth. When comparing 2023 to 2014, the GRP has increased 45%. In comparison, the U.S. increased 26%.



# Local Area Statistics

When Reno-Tahoe is compared to its peers, the markets growth is even more impressive

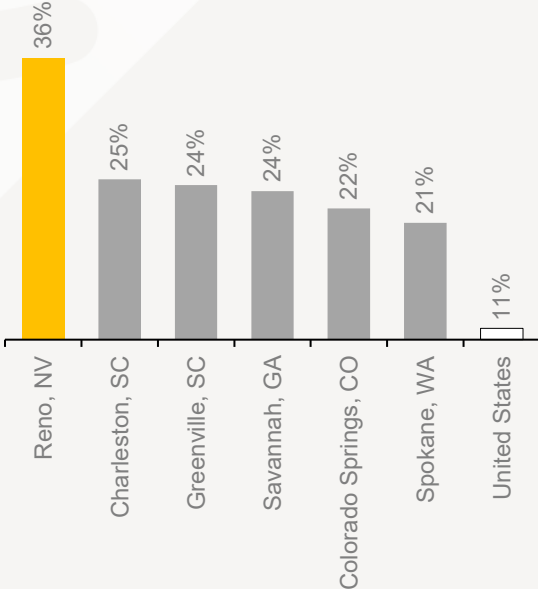
## Jobs Growth

2023 Vs 2014



### Job Growth

#1



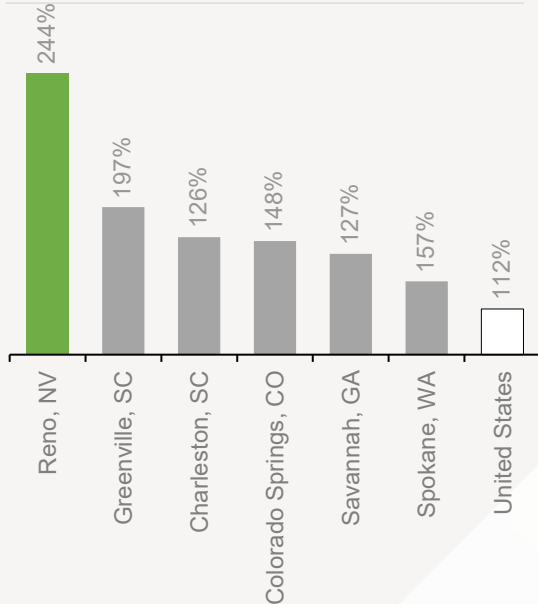
## Median HHI

\$150,000 - \$199,999, 2023 Vs 2014



### Median HHI

#1



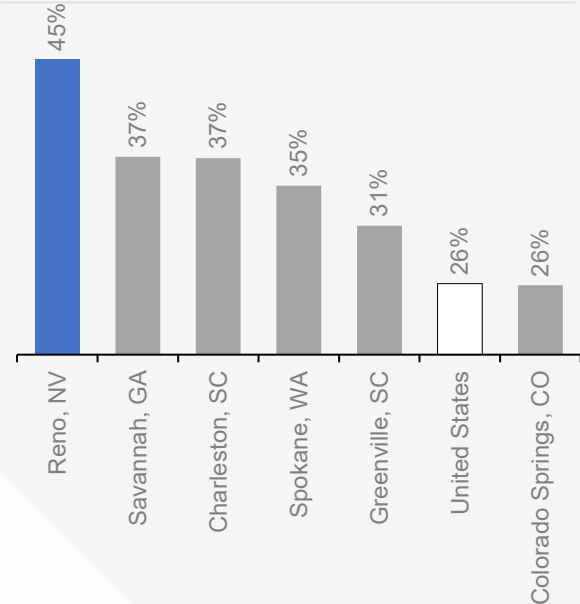
## Gross Regional Product (GRP)

2023 Vs 2014



### GRP

#1



- Overall, Reno-Tahoe added more jobs than its peers; by occupation sector it added more jobs in five of six sectors – Management, Sales, Production, and Natural Resources.
- In 2023, the number of households in the Reno-Tahoe market, earning \$150,000 - \$199,999, increased 244% over 2014, the national average was 112%. Overall, Reno-Tahoe HHI is #3.
- The Reno-Tahoe GRP is the fastest growing of its peers, increasing at an average annual rate of nearly 4% (peer average is 3%).

Source: Mead & Hunt, Inc.; US Census ACS 1-Year Estimate (2023 Vs 2014)  
 Notes: GRP – Gross Regional Product; All markets are based on MSA; Peer markets selected based on combination of similar geographic, population size, leisure and business a characteristics, etc.

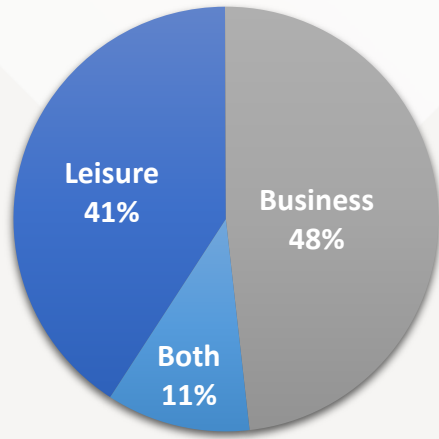


**11 Airlines Connecting to 20+ Nonstop Destinations**

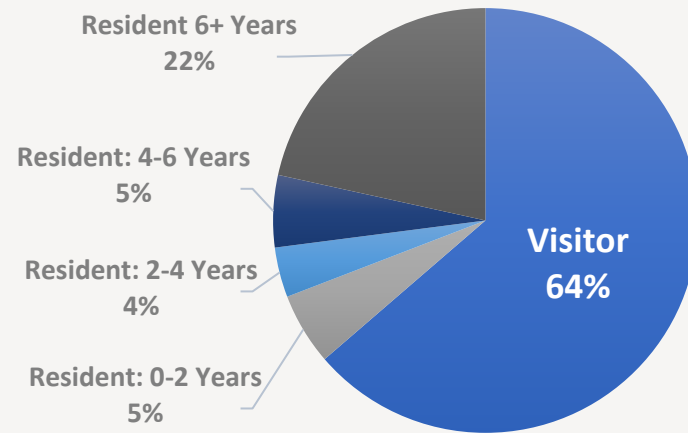


# RNO Passenger Survey Responses

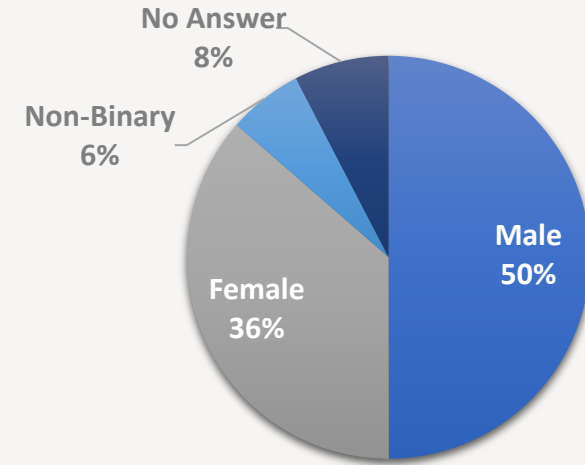
## Purpose of Travel



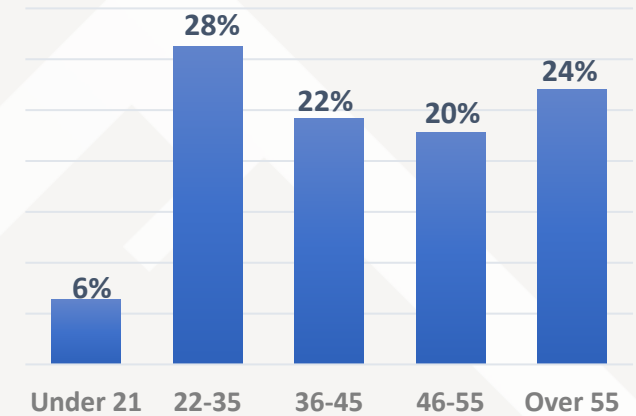
## Visitor vs Resident



## Gender



## Age



- RNO's current passenger mix
  - 48% business / 41% leisure / 11% blended
  - 64% visitor / 36% resident

# more RNO

Multi-year infrastructure modernization program bringing you more  
of what you love about RNO



**Status:** Concourse A 2028;  
Concourse B 2029

NEW CONCOURSE B

NEW CONCOURSE A

SOUTH RON RELOCATION

CENTRAL UTILITY PLANT

POLICE & AIRPORT AUTHORITY HEADQUARTERS

**Status:** 2027

TICKETING EXPANSION (COMPLETED)

ROAD IMPROVEMENTS (COMPLETED)

PARKING EXPANSION

GROUND TRANSPORTATION CENTER

**Status:** 2028



# \$1+ Billion MoreRNO Infrastructure Program



# MoreRNO Progress

## Completed Projects



### Ticketing Hall Expansion

- Completed on-time and on-budget
- Reduced congestion and improved flow
- Enhanced wayfinding
- Added restrooms
- Paid for with RTAA funds



### Loop Road Improvements

- Replaced obsolete roadway
- Improved accessibility, ADA compliance
- Enhanced building security with bollards
- Improved safety with raised crosswalks
- Paid for with RTAA funds + FY23 Congressionally Directed Spending



1960's



2020



2024

## Ticketing Hall Evolution



# MoreRNO Progress

## Projects Coming Soon-ish



### Ground Transportation Center (GTC)

- Reached financial close in May 2024
  - Airport's first Public Private Partnership (P3)
- Reclaim ~600 parking spots
- Improve ground transit experience & safety



### Police and Airport Authority Headquarters (HQ)

- Quicker airside and landside response for airport police
- Important admin space released for tenant use



# MoreRNO Progress







## New Concourses A&B

- Build significantly larger concourses to meet current & future passenger growth, with amenities today's passengers expect
  - Current concourses are 40+ years old
  - Too small to accommodate today's larger aircraft loads and growth in our region
- Right-size concessions program
- Introduce common use gates that accommodate all sized planes and encourage competition
- Upgraded travel technology
- More seating, natural light, outdoor space and art
- Central Utility Plant (CUP) that will reduce water and energy consumption substantially





# Program Costs \$1+ Billion

Ticketing Hall Expansion	\$32,000,000	
Loop Road Improvements	\$14,400,000	
Ground Transportation Center	\$299,000,000	
Police and Airport Authority Headquarters	\$76,000,000	
New Concourses A&B	\$650,000,000	
		



**Reno-Tahoe  
Airport Authority**

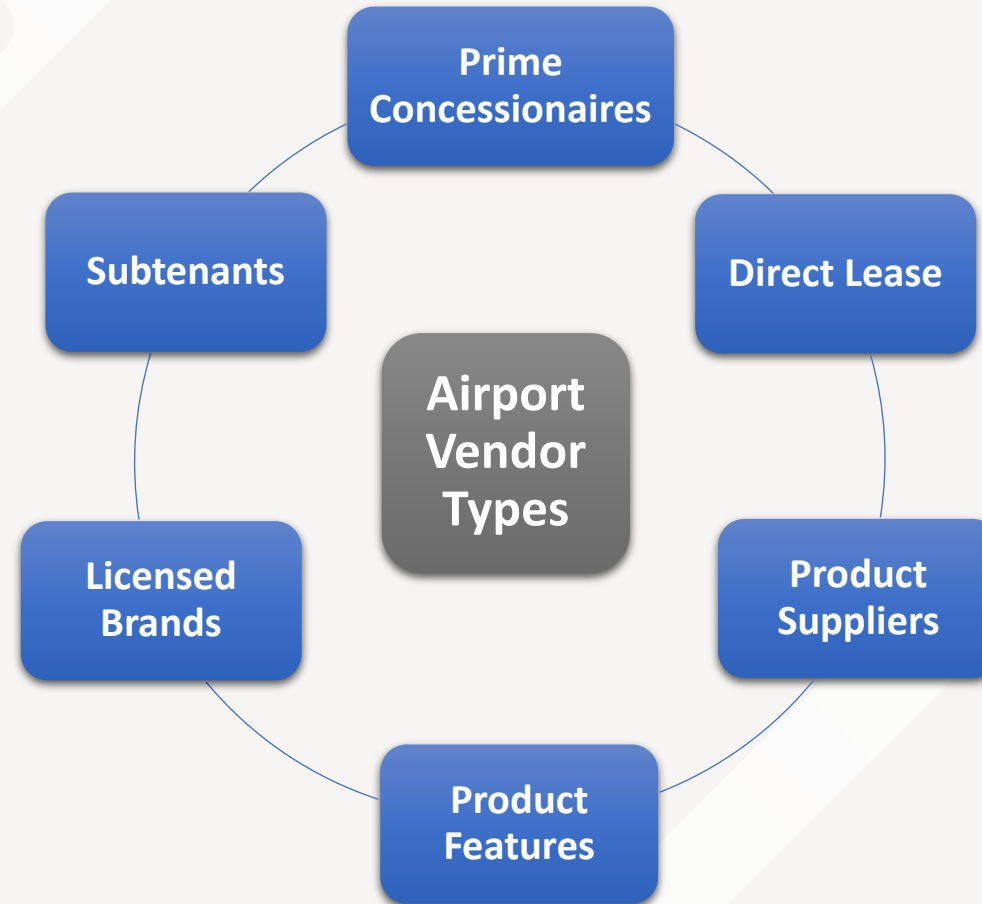
# Concessions Program

RENO - TAHOE INTERNATIONAL AIRPORT



# Airport Vendor Types

How to participate as a Concessionaire



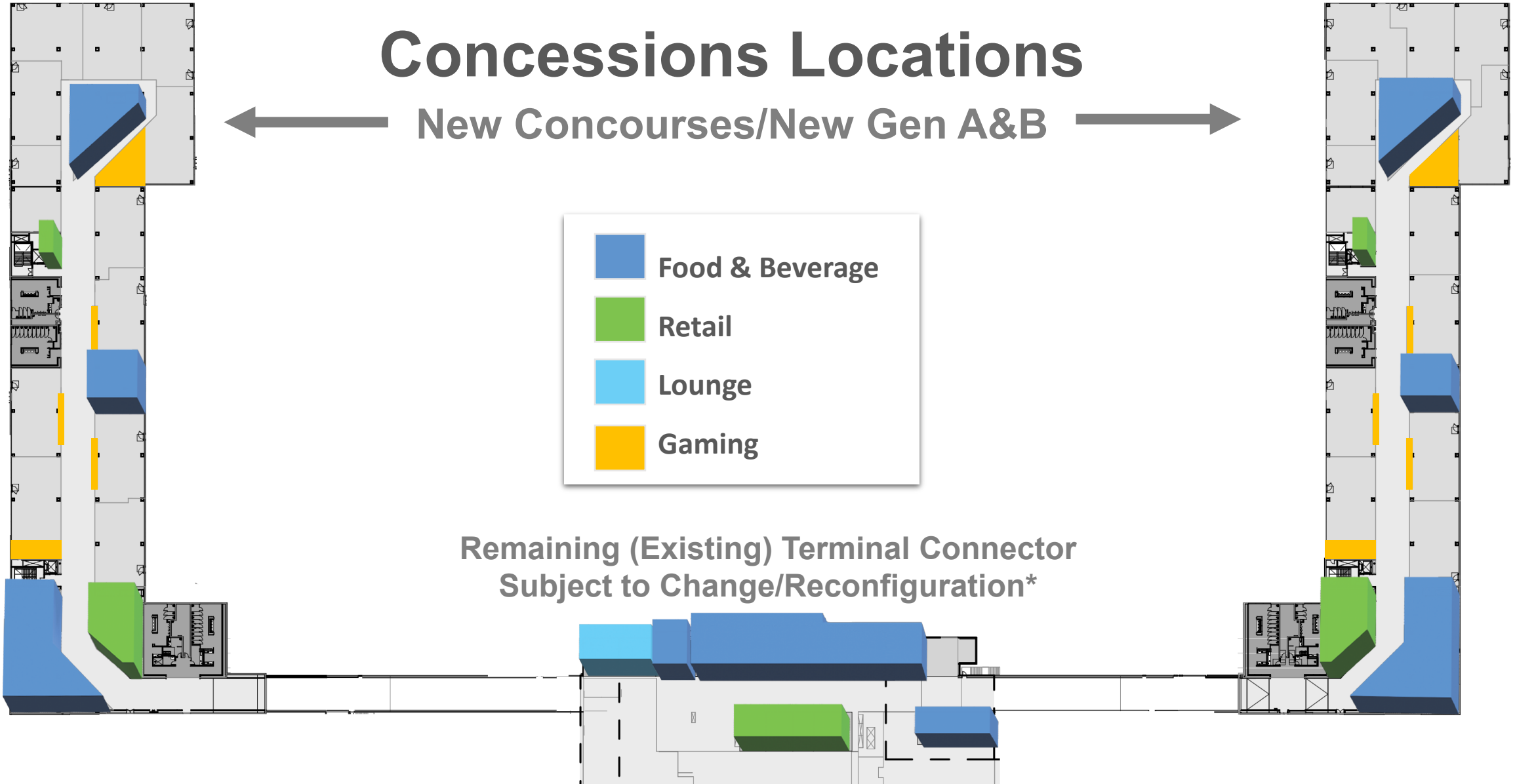


# Concessions Locations

← New Concourses/New Gen A&B →

- Food & Beverage
- Retail
- Lounge
- Gaming

Remaining (Existing) Terminal Connector  
Subject to Change/Reconfiguration\*

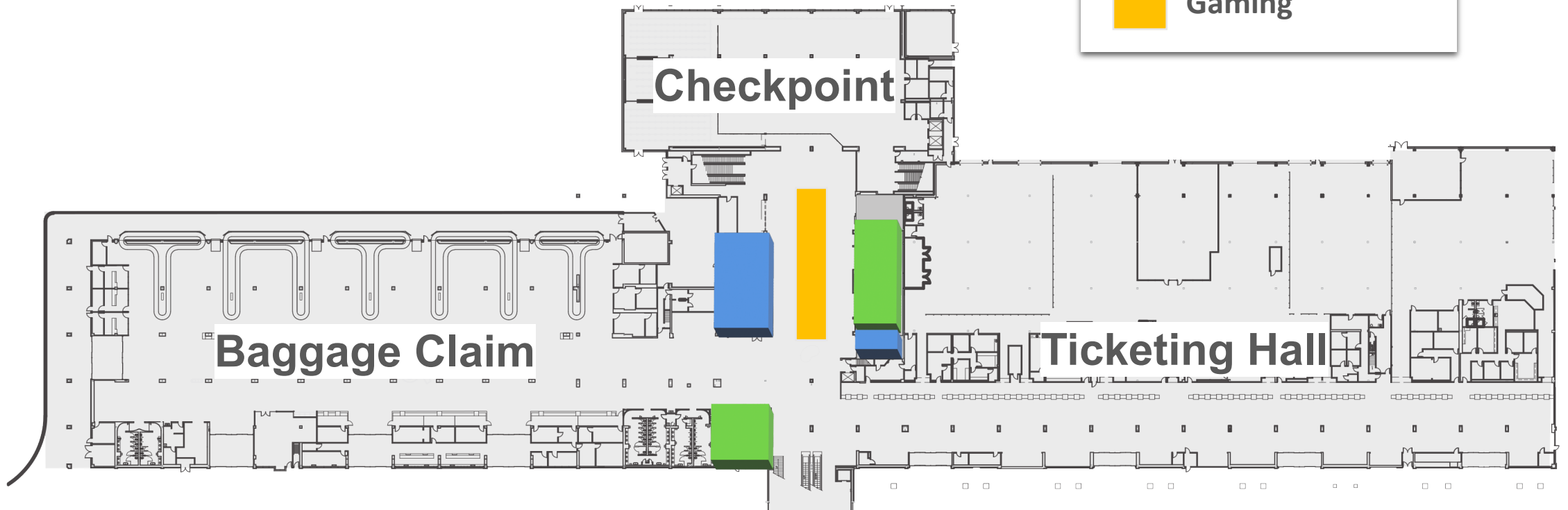




# Concessions Locations

## Pre-Security

-  Food & Beverage
-  Retail
-  Gaming



Remaining (Existing) Lobby  
Subject to Change/Reconfiguration\*



# Packages and Local Participation

- RFP Packages
  - Packages under development
  - F&B locations are not leased individually
- Local Participation
  - Partnerships highly encouraged
  - Common subtenant types
    - Franchisee of National Brand
    - Joint Venture or SBE/ACDBE Partner
    - Brand Licensor



A2

A4

A3



B3

B3

2571	Los Angeles	2571
4:00pm	Upgrade Program	
3:20 pm	Arts	







A8

A10

A12

A9






BAR & KITCHEN

8A

BAR & KITCHEN



# Key Differences: Streetside vs. Airport

	Streetside	Airport
 <b>Operations</b>	Flexible hours; local regulations	Extended hours; strict airport rules Services required 365 days/yr with few exceptions
 <b>Customer Base</b>	Local repeat customers	Captured Audience Transient travelers; low repeat rate
 <b>Costs</b>	Lower rent; flexible utilities	Higher rent + fees; mandatory services Higher construction costs
 <b>Staffing</b>	Local hires; flexible shifts	Security-cleared staff; shift coverage for early/late hours
 <b>Logistics</b>	Easy deliveries; few restrictions	Regulated deliveries; strict security protocols Employee parking with shuttles Daily security clearance



# Expected Operational Charges

## Occupancy Costs

### Utilities (metered)

- Electricity
- Gas
- Water

### Storage

### Back-office Space

### Employee Parking

### Employee ID Badges

### Other Costs (not all inclusive)

- CAM and FCAM charges (common area maintenance and food court common area maintenance)
- Grease Interceptors
- Trash Removal
- Pest Control

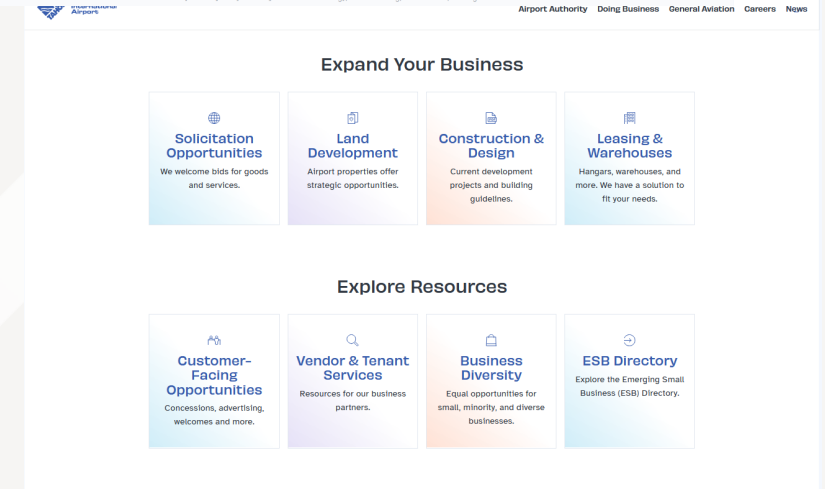
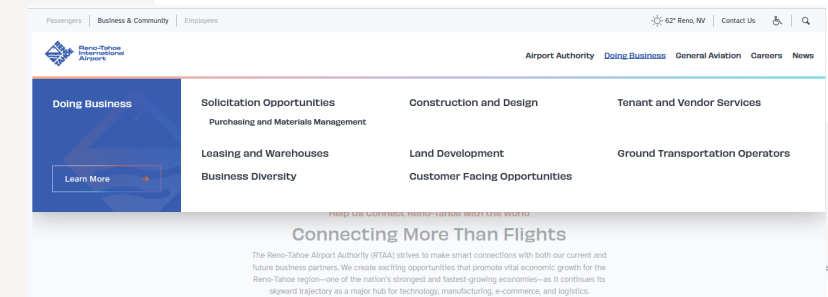
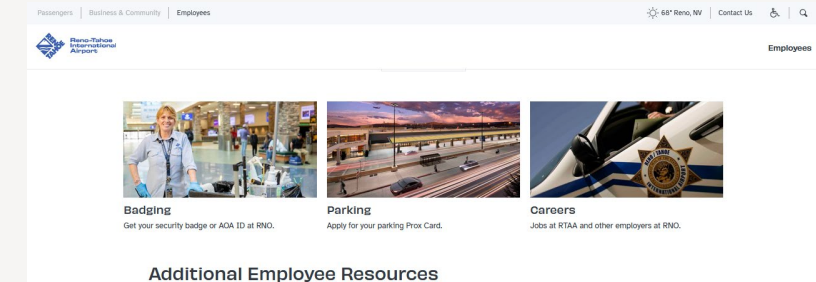
### Marketing Fee



# RNO Operations and Requirements

## Resources

- Airport Badging  
<https://www.renoairport.com/employees/badging/>
- Employee & Vendor Parking  
<https://www.renoairport.com/employees/parking/>
- Rules & Regulations  
<https://www.renoairport.com/airport-authority/operations-safety/rules-and-regulations/>
- Projects and Improvement Guidelines
  - Tenant Improvement Permit  
<http://www.renoairport.com/doing-business/tenant-vendors/>
  - Airport Improvement Guidelines
  - Exterior Improvement Concepts & Guidelines  
<https://www.renoairport.com/doing-business/construction-design/>





# Airport Disadvantaged Business Enterprise Program (ACDBE)

- **ACDBE Qualifications**

- Business Size

- The business must be a small business under U.S. Small Business Administration (SBA) standards.
    - Gross receipts must generally not exceed **\$56.42 million** (as of 2024, varies by year and FAA updates).

- Ownership

- At least **51% owned** by one or more socially and economically disadvantaged individuals.

- Control

- The disadvantaged owner(s) must control the management, operations, and daily business decisions.
    - Must have the expertise necessary to manage the business independently.

- Personal Net Worth (PNW)

- Each disadvantaged owner must have a personal net worth **less than \$2.047 million** (excluding ownership interest in the business and personal residence).



# Small Business Enterprise (SBE)

## Airport Concessions

- **SBE Minimum Requirements**

- The firm must be organized as a for-profit business.
- The owner(s) must be a U.S. citizen or lawfully admitted permanent resident of the U.S.
- The personal net worth (PNW) of the owner(s) may not exceed \$2.047 million.
- For airport concession businesses, firms may not exceed the FAA small business size standards noted below:
  - (1) Banks and financial institutions: \$1 billion in assets.
  - (2) Car rental companies: \$75.23 million average annual gross receipts over the firm's three previous fiscal years.
  - (3) Pay telephones: 1,500 employees.
  - (4) Automobile dealers: 350 employees.
  - (5) All Other Companies (e.g., food/beverage, retail, etc.): \$56.42 million average annual gross receipts over the firm's three previous fiscal years.
- Gross receipts include any affiliate businesses owned or controlled in whole or in part by the owner(s) of the applicant firm. Affiliation is determined using the Small Business Administration (SBA) definition of affiliation found at 13 CFR Part 121, § 121.103.



# SBE & ACDBE Certification Questions?

## ACDBE & SBEC

David Eclips

Harry Reid International Airport  
Diversity, Procurement, and Contracts  
P.O. Box 11005  
Las Vegas, NV 89111  
(702)261-5226  
[diversity@lasairport.com](mailto:diversity@lasairport.com)

## SBE

NDOT

123 E. Washington Ave.  
Las Vegas Nevada 89101  
(775) 888-7497

Application Portal:

<https://ndot.dbesystem.com/Default.asp?TN=ndot>



**Reno-Tahoe  
Airport Authority**

# Formal Solicitation Process

RENO - TAHOE INTERNATIONAL AIRPORT



# Upcoming RFPs

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Food & Beverage

Q2 2026



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Retail

Q2 2026



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Gaming (Slot Machines)

Q3 2026



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Advertising

Q4 2026



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Lounge

Q1 2027





# Nevada Government eMarketplace (NGEM)

RTAA will post all formal solicitations to the online bidding system, NGEM

<https://nevada.ionwave.net/Login.aspx>





# Nevada Government eMarketplace (NGEM)

- RTAA will post all formal solicitations to the online bidding system, NGEM
  - <https://nevada.ionwave.net/Login.aspx>
  - Click the blue Supplier Registration box on the homepage to register
- Select commodity codes relevant to your company's business
  - Commodity Codes examples (hundreds to choose from):
    - Games–Equipment & Services; Technology; Audio & Visual; Consumer Electronics; Entertainment & Arts; Travel, Hospitality, & Entertainment; Electronic Components–Equipment & Services; etc.
- Once registered, you will be notified when a solicitation opportunity is posted with your commodity code(s) OR click on the Current Bids tile on the homepage to view all open solicitations (all entities)
- Proposal documents can be downloaded when logged in as a registered Supplier
- Solicitation opportunities will also be posted in the RGJ (Legal Ad section) and to the RTAA's website (<https://www.renoairport.com/doing-business/solicitation-opportunities/>)



# Tips for Successful Proposals

- Attend the Pre-Proposal meeting as advertised in the Proposal documents
- Review the Proposal documents and submit any written questions by the required deadline
- Submit your response in the order outlined in the Proposal documents
- Respondents must possess a current business license from both City of Reno and State of Nevada
- Respondents must be able to obtain insurance limits as specified.
- Respondent's Certifications (included in Submittal package) must be signed by an authorized person to be considered valid
- Must acknowledge receipt of addenda on Acknowledgement of Receipt of Addenda form (included in Submittal package)
- Proprietary information, trade secrets, and/or confidential business information, as defined by NRS §332 and §600A, can be marked "Confidential"



# Tips for Successful Proposals

- Ensure all partnership information and documentation is prepared prior to the solicitation
- Complete all SBE/C or any other certifications in advance of the RFP release
- Read the proposal in its entirety, multiple times
- Answer all questions in a clear and concise format, make it easy for RTAA to understand your business and concepts, use graphics and charts as necessary
- Submit your proposal in the required format
  - Sections
  - Page Numbers
  - Page Limits
  - Renderings
  - Etc..
- Submit the appropriate deposit
- Ensure proposal is submitted before the deadline
  - One minute late makes it non-responsive



# Formal Solicitation Process Questions?

**Katelyn Duggan**

**Senior Buyer**

**Reno-Tahoe Airport Authority**

Contracts & Procurement Department

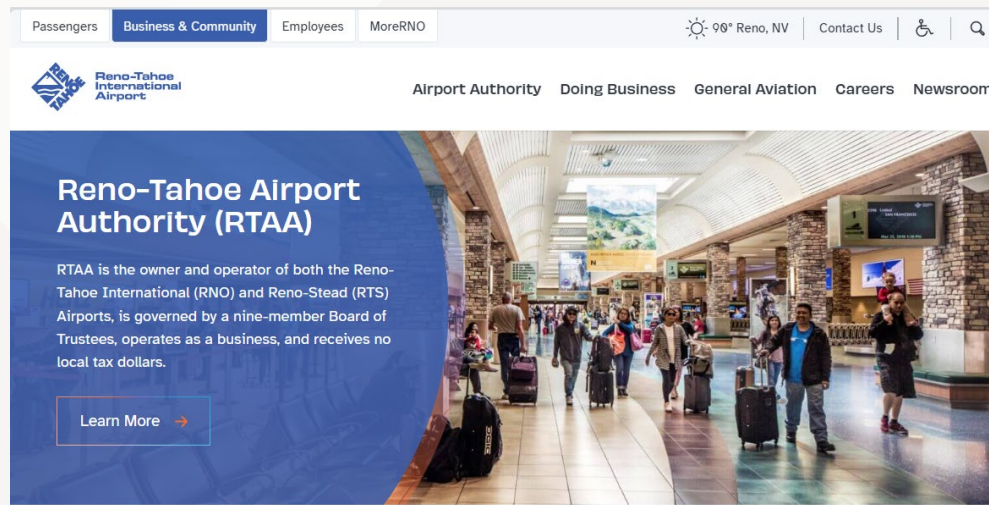
P: (775) 328-6673

[kduggan@renoairport.com](mailto:kduggan@renoairport.com)



# Additional Resources

- <https://www.renoairport.com/business/>



- <https://www.renoairport.com/doing-business/concessions-program/timeline/>



Through 2026

## Interested Parties List Engagement

Planning the new concessions program is underway and interested parties should fill out our **Business Engagement Form**. More information and updates will come. Get started today by connecting with our team.



Through 2026

## Interested Parties Directory

We are creating a directory to support networking, partnerships and collaboration for those interested in our upcoming RFPs. To be included, please **complete this form** to have your information publicly listed.

**Current directory – Updated**  
**03/12/2026**



Contact [concessions@renoairport.com](mailto:concessions@renoairport.com) with any questions or issues accessing the directory. [renoairport.com](https://www.renoairport.com)



# Business Engagement

RTAA Interested Parties List

<https://www.renoairport.com/doing-business/concessions-program/business-engagement/>

**Reno-Tahoe International Airport** Airport Authority Doing Business General Aviation Careers Newsroom

## Business Engagement

<b>FIRST NAME *</b> Shawna	<b>LAST NAME *</b> Carpenter
<b>EMAIL *</b> scarpenter@renoairport.com	<b>PHONE NUMBER *</b> 775-328-6483

Let's Connect →





# RNO CONCESSIONS: RFP OVERVIEW + MEET THE PRIMES

Virtual

**Reno-Tahoe Airport Authority**

**RNO CONCESSIONS: RFP OVERVIEW + MEET THE PRIMES**  
VIRTUAL EVENT | MAY 4, 2026 | 1PM PST

**JOIN US**

The Reno-Tahoe Airport Authority (RTAA) will be issuing Requests for Proposals (RFPs) for Food & Beverage and Retail concessions opportunities in the second quarter of 2026.

We invite you to attend this virtual event for an overview of the upcoming Food and Beverage and Retail RFPs and an opportunity to connect with prime concessionaires. Whether you are a small business or an established firm, the session will provide introductions to support connections and help position your business for participation in the upcoming opportunities. Join us to learn how your business can play a role in the future of concessions at Reno-Tahoe International Airport (RNO).

**SCAN TO REGISTER**

[https://calendly.com/scarpenter\\_rtaa/rno-concessions-may-4](https://calendly.com/scarpenter_rtaa/rno-concessions-may-4)

**QUESTIONS**

Shawna Carpenter  
RTAA Concession Mgr.  
775.328.6483  
scarpenter@renoairport.com

**WHAT TO EXPECT**

- Overview of the upcoming Food & Beverage and Retail RFPs
- Introduction to prime concessionaires and how to connect

Virtual event introducing upcoming Food & Beverage and Retail RFPs at RNO, with an opportunity to connect with prime concessionaires.

Open to both small businesses and established firms, the session is designed to support partnerships and help position participants for upcoming opportunities.

**Scan the QR Code to register:**

[https://calendly.com/scarpenter\\_rtaa/rno-concessions-may-4](https://calendly.com/scarpenter_rtaa/rno-concessions-may-4)

**Monday, May 4, 2026**

**1PM (PST)**





# Checklist to Participate in RTAA Concessions Program

Activity	Slides
1. Attend information sessions and networking events	Slides 41-43
2. Determine if you want to participate as an operator, supplier, or brand partner and what opportunities are available	Slides 19-22
3. Register on NGEM to get updates on program, and obtain RFP	Slides 36-37
4. Understand differences between street locations and airport locations – rent, operations, operating costs, capital, etc.	Slides 28-30
5. Obtain appropriate certifications	Slides 31-33
6. Contact potential partners, Prime Concessionaires	Slides 41-42
7. Prepare RFP according to all instructions and requirements	Slides 36-40

