Memorandum GOUNTY



Date: January 20, 2021

To: Honorable Chairman Jose "Pepe" Diaz

and Members, Board of County Commissioners

Agenda Item No. 2(B)(3)

From: Daniella Levine Cava

Mayor

Subject: Miami International Airport (MIA) Retroactive Financial Relief Report -

October 2020

At the April 7, 2020 Board of County Commissioners (Board) meeting, Board members adopted Resolution No. R-332-20 as amended, approving a Retroactive Financial Relief Plan (Relief Plan) for airlines, concessionaires, car rental companies, cargo handlers, general aeronautical service permittees, fixed-base operators, and any other tenant providing services at Miami International Airport (MIA) including the aeronautical business operators at the General Aviation Airports (GAA) due to the steep decline in business revenues because of the "coronavirus disease 2019" (COVID-19) pandemic. This Relief Plan, which went into effect on April 18, 2020 complies with the guidelines published by the Federal Aviation Administration (FAA) in early April.

The Relief Plan, which was set to expire on August 31, 2020 was approved by Board members with an initial term of three months and a one-time three-month extension, subject to monthly reviews. Because business revenue levels continue to remain low throughout MIA and are forecasted to remain as such throughout the first quarter of this year, Board members extended the term of the Relief Plan for certain business partners at MIA two separate times. Each extension waives the Minimum Annual Guarantee (MAG) and/or rent on a month-to-month basis subject to monthly reviews for four consecutive months. The first extension approved at the July 21, 2020 Board meeting via Resolution No. R-749-20 granted an extension from September 1, 2020 to December 31, 2020 for 62 concessionaires and the only fixed-based operator at MIA required to pay a MAG, Signature Flight Support. The second extension approved at the December 15, 2020 Board meeting via Resolution No. R-1254-20 granted an extension from January 1, 2021 to April 30, 2021 for the same business partners included in the first extension in addition to Goodwill Industries of South Florida, Inc. By way of these extensions, the County is providing 64 business partners at MIA with the additional assistance needed to help sustain their businesses in light of the continued decrease in passenger traffic resulting from the ongoing pandemic.

The Miami-Dade Aviation Department (MDAD) has prepared its second monthly report for the second month of the first extension period, October 2020. The report provides data related to the financial relief offers made by the County to 62 MIA concessionaires and Signature Flight Support as well as updates on the changed financial circumstances due to the COVID-19 crisis.

First Extension of the Relief Plan

Per Resolution No. R-749-20, the Relief Plan for MIA's concessionaires and Signature Flight Support was extended for four continuous months beginning on September 1, 2020 and ending on December 31, 2020, subject to monthly reviews. A summary of the type of financial relief offered through the extension is as follows:

1) Waiver of monthly MAG payments, rent, and other related fees for dutyfree stores and any other concession operators contracted to pay MAG Honorable Chairman Jose "Pepe" Diaz and Members, Board of County Commissioners Page 2

monthly payment as well as monthly rent. Such waivers are effective on a month-to-month basis from September 1, 2020 to December 31, 2020 and are subject to monthly reviews. These concessionaires will continue to pay the assigned percentage fee of gross revenues in lieu of the MAG and rent for such time period.

2) Waiver of MAG monthly payments and other related fees for Signature Flight Support and all other concessionaires with MAG payments. Such waivers are effective on a month-to-month basis from September 1, 2020 to December 31, 2020 and are subject to monthly reviews. These concessionaires will continue to pay the assigned percentage fee of gross revenues in lieu of the MAG for such time period.

Impacts of COVID-19 Pandemic

The month of October 2020 showed some signs of recovery in airline ticket sales. For the first time since March 16, 2020, the Transportation Security Administration (TSA) reported screening more than one million passengers in a single day, as on October 18, 2020, a total of 1,031,505 passengers were screened at TSA checkpoints nationwide. Although the number of passenger screenings dropped slightly thereafter on a week-to-week basis, there were more than ten days in October 2020 in which the number of screened passengers averaged 950,000 passengers per day showing a consistent improvement in TSA travel checkpoint numbers. However, when comparing the number of screened passengers on a year-to-year basis, the decline in the demand for air travel remains evident as the number of screened passengers fell from 2,606,266 passengers on October 18, 2019 to 1,031,505 passengers on the same day in 2020, which is a drop of approximately 60 percent.

The level of passenger traffic flows and business revenues for the month of October 2020, which are the metrics being used to measure the demand for air travel at MIA are noted below with comparisons to the levels reported in 2019.

1. Passenger Traffic Flows at MIA

A comparative analysis of passenger traffic levels for the months of October 2019 and October 2020 shows an average decline in passenger flows (arrivals and departures) of 65.8 percent at MIA, with the total number of domestic and international passengers falling from 3,423,480 passengers to 1,172,074 passengers. A more detailed look at the analysis confirms that the number of domestic arrivals decreased by 55.6 percent, from 907,699 passengers to 402,972 passengers while the number of domestic departures dropped by 56.5 percent, from 880,821 passengers to 382,837 passengers. The number of international arrivals decreased by 76.8 percent, from 832,932 passengers to 192,843 passengers, whereas the number of international departures fell by more than 75.9 percent, from 802,028 passengers to 193,422 passengers.

On a cumulative basis, a comparative analysis of passenger traffic levels for March 2019, April 2019, May 2019, June 2019, July 2019, August 2019, September 2019, and October 2019 as compared to the same months in 2020 shows an average decline in passenger flows (arrivals and departures) of 76.6 percent at MIA, with the total number of domestic and international passengers falling from 30,036,937 passengers to 7,035,733 passengers. Furthermore, the analysis

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confirms that the number of domestic arrivals decreased by 68.6 percent, from 7,632,184 passengers to 2,397,940 passengers while the number of domestic departures dropped by 67.7 percent, from 7,690,769 passengers to 2,486,889 passengers. The number of international arrivals decreased by 85.9 percent, from 7,503,898 passengers to 1,055,245 passengers, whereas the number of international departures fell by more than 84.8 percent, from 7,210,086 passengers to 1,095,659 passengers.

2. Gross Revenues Variance Analysis at MIA

A comparative analysis of total gross revenues for concessionaires for the months of October 2019 and October 2020 is represented in Chart A, as shown below. The analysis shows an average decline in total gross revenues of 73 percent, with revenues falling from \$37,162,843 to \$10,201,528 for concession operators contracted to pay MAG payments in addition to rent as well as for Signature Flight Support and concession operators whose MAG payments include rent.

Chart A – Total Gross Revenues Variance Analysis

Type of Gross	October 2019	October 2020	Variance	Percent
Revenues				Change
MAG and Rent (Duty Free Stores and Concessions who pay MAG as well as rent payments)	\$14,149,508	\$4,440,762	\$9,708,746	69%
MAG only (Signature Flight Support and Concessions who pay MAG only as part of their rent payments)	\$23,013,334	\$5,760,766	\$17,252,568	75%
Total:	\$37,162,842	\$10,201,528	\$26,961,314	73%

On a cumulative basis, a comparative analysis of total gross revenues for concessionaires for March 2019, April 2019, May 2019, June 2019, July 2019, August 2019, September 2019 and October 2019 as compared to the same months in 2020 shows an average decline in total gross revenues of 79 percent, with revenues falling from \$321,164,655 to \$67,696,062 for concession operators contracted to pay MAG payments in addition to rent as well as for Signature Flight Support and concession operators whose MAG payments include rent.

Chart C, as shown on the next page illustrates the total dollar amounts of relief provided by the County to concessionaires and Signature Flight Support at MIA for the month of October 2020 as well as the billed percentage fee from gross revenues. Each relief offer made and accepted or declined for the month of October 2020 is detailed on Attachment 1, as enclosed.

Chart C – Relief Provided to Concessionaires and Signature Flight Support at MIA

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Business Partners	Relief Provided for	Billed Percentage Fee
	October 2020	from Gross Revenues
Waiver of MAG and Rent (Duty Free Stores and Concessions who pay MAG and rent payments)	\$3,839,903	\$937,986
Waiver of MAG only (Includes Signature Flight Support and other Concessions who pay MAG only as part of their rent payments)	\$4,143,259	\$860,266

On a cumulative basis (for the months of March 2020, April 2020, May 2020, June 2020, July 2020, August 2020, September 2020, and October 2020) the total dollar amounts of relief provided by the County to concessionaires and Signature Flight Support at MIA as well as the billed percentage fee from gross revenues are shown below in Chart D. Each relief offer made and accepted or declined is detailed on Attachment 2, as enclosed.

Chart D – Cumulative Relief Provided to Concessionaires and Signature Flight Support at MIA

Business Partners	Relief Provided (Cumulative)	Billed Percentage Fee from Gross Revenues (Cumulative)
Waiver of MAG and Rent (Duty Free Stores and Concessions who pay MAG and rent payments)	\$30,719,227	\$6,176,555
Waiver of MAG only (Includes Signature Flight Support and other Concessions who pay MAG only as part of their rent payments)	\$33,146,071	\$6,465,574

This relief offer is supplemental to any federal aid (e.g., loans, loan guarantees, grants, paycheck protection program, employee retention credits, payroll tax deferrals, etc.) our business partners may be eligible for through the CARES Act.

Pursuant to Ordinance No. 14-65, this memorandum will be placed on a Board agenda for review within 30 days.

Should you have any questions or require additional information, please contact Lester Sola, Miami-Dade Aviation Department Director at 305-876-7066.

C: Geri-Bonzon Keenan, Acting County Attorney
Jimmy Morales, Chief Operating Officer
Lester Sola, Aviation Director
Yinka Majekodunmi, CPA, Commission Auditor
Eugene Love, Agenda Coordinator
Melissa Adames, Director, Clerk of the Board

Jimmy Morales

Chief Operations Officer

Miami-Dade Aviation Department Relief Offered, by Company for October 2020 (Amounts shown are monthly) Attachment 1

	(1) (2) (3) (4) (5)					(6)	(7)	(8)	(9)
	Total	(2) Total	Concession	Other Concession	Concession	Total	Total	Companies	Companies
	Co.	Relief	MAG	MAG	Fee	Relief	Relief	Accepting	Declining
Company		Offered	Waived	Waived	Billed	Provided	Declined	Relief	Relief
Concessionaires		7.007	7 007		E 472	7,887	-	1	
Airball Sports II LLC		7,887	7,887		5,473	1,940		1	
Airport Subway II LLC		1,940	1,940		39,311	5,565		1	
Alclear LLC		5,565	5,565			276,937		1	
Areas USA, Inc 003022/005275		276,937	276,937		63,195			1	
Concessions Miami LLC		214,966	214,966		94,203	214,966		1	
Duty Free Americas Miami,LLC		2,774,496	2,774,496		438,416	2,774,496		1	
Dade County Federal Credit Union (Rent plus transaction fee)	143	143		514	143			
Marlins Airport Retail Operator LLC		1,552	1,552			1,552	-	1	
Miami Airport Concession LLC		425,416	425,416		201,683	425,416		1	
Smarte Carte Inc		31,344	31,344		39,829	31,344	-	1	
URW Airports, LLC		99,658	99,658		55,362	99,658	-	1	
	11	3,839,903	3,839,903		937,986	3,839,903	-	11	0
Concessionaires									
27 Entrepreneurs Miami International Airport LLC		12,784		12,784	-	12,784	-	1	
305 Pizza At MIA LLC		15,605		15,605	20,292	15,605	-	1	
Air Sun JV - #5355 #4942		13,774		13,774	16,932	13,774	-	1	
AMS of South Florida SGH JV (Hudson Group)		24,893		24,893	5,626	24,893	-	1	
		287,858		287,858	56,596	287,858	1-	1	
AMS-TEI Miami Joint Venture		1,000		1,000	-	1,000	-	1	
ATM OPS INC DBA BITSTOP		13,586		13,586	1,452	13,586	_	1	
BFC Airport Stores LLC				13,500	1,452	13,360	58,836	<u>'</u>	1
Bijoux Nouveau Inc - 003173/003174		58,836		14,102	11,021	14,102	30,000	1	<u> </u>
Bongos Cuban Cafe Miami Inc dba Estefan Kitchen Ex		14,102			11,021			1	
Brookstone Stores Inc		10,123		10,123	40.450	10,123		1	
Carrie Concessions Inc - 011261 (Replace Lease 000283)	\vdash	14,187		14,187	13,152	14,187			
Chef Creole Airport LLC		8,731		8,731	3,425	8,731		1	
Chefs of the Caribbean LLC		13,711		13,711	-	13,711	-	1	
Communitel Inc - 002231/003759		9,050		9,050	5,963	9,050	-	1	
Cuban Crafters MIA LLC		6,469		6,469	4,745	6,469	-	1	
Duty Free Americas Beauty, LLC		141,459		141,459	-	141,459	-	1	
Exactta LLC		24,347		24,347	-	24,347	-	1	
FCG of FL Inc Optg as Faber MIA LLC		115,962		115,962	42,197	115,962	-	1	
Fig & Fennel at Mia, LLC		31,319		31,319	4,309	31,319	-	1	
Global Concessions Inc		520,592		520,592	179,947	520,592	-	1	
Half Moon Empanadas at MIA LLC		9,858		9,858	7,954	9,858	-	1	
		19,547		19,547	9,489	19,547	-	1	
Holiday CVS, LLC (CVS #10731-01)		624,631		624,631	98,708	624,631		1	
Host International Inc - 000197/005812	-			24,116	18,337	24,116	_	1	
Icebox Cafe at MIA LLC	_	24,116			4,648	9,543		i	
InMotion Entertainment Group LLC	0.110	9,543		9,543	18,454	209,112		1	
Lenlyn Limited dba ICE Currency Services USA - 004192/01	0449	209,112		209,112	10,454			1	
Master ConcessionAir LLC		55,439		55,439	- 0.050	55,439	_	1	
Miami Concepts LLC		23,558		23,558	8,952	23,558		_	
MSI Foods and Services Inc 011182/011297		4,167		4,167		4,167	-	1	
Newslink of South Florida LLC		538,404		538,404	50,735	538,404	-	1	
NewZoom LLC dba ZoomSystems		19,812		-	-	-	-		
Perry Ellis Menswear LLC		6,692		6,692	4,539	6,692	-	1	
Safe Wrap of Florida JV, LLC		318,162		318,162	27,181	318,162	-	1	-
Taxco Sterling Company Inc		21,614		21,614	7,276	21,614	H 1	1	
WDFG North America LLC - 007913		180,473		180,473	61,223	180,473	-	1	
	35	3,403,514		3,324,866	683,153	3,324,866	58,836	33	1
Other Concessionaires									
94th Spirit Grill, LLC		6,212		6,212	-	6,212	-	1	
		12,500		12,500	-	12,500	-	1	
AC Holdings Inc dba CNN Airport Network	_	12,500		12,500	112	12,000	-		
American Airlines Federal Credit Union	-			-	101,454	-		1	
American Express Travel Related Services Company I		103,600		-	101,454	-			
American Shuttle Inc	-	21,261		15.000	-	45 000	-	1	-
Electronic Media Systems Inc (WIFI)	-	45,833		45,833	-	45,833	_		
Global Lounge AV MIA LLC - 010028/011031		831		831	-	831	-	1 1	-
Global Lounge LA MIA LLC (LATAM) - 010323/011094		720		720	322	720	-	<u> </u>	
Global Lounge TK MIA Term E, LLC (Turkish Airlines) - 0110	093/011			2,296	-	2,296	-	1	-
Hilton Miami Airport		60		-		-	-		-
IMCMV MIA Airport, LLC.		31,035		-	19,903	-	-		
Pfeffer & Marin Holdings LLC dba Comfort Suites Mi		60		~	-	-	-		
Resorts World Omni LLC		60		-	-	-	-		
Robert Abraham Shoeshine		100		-	-	-	-		
Sherry Frontenac Resort Inc dba Sherry Frontenac H		60		-	-	-			
Travelers Partners LLC dba Days Inn Miami Airport		60		-	-	-	-		
Transition and the day of the minimum report	16			68,393	121,791	68,393	-	6	0
Fixed Based Operators		=-=,1		22,500					
Signature Flight Support	T	750,000		750,000	55,322	750,000	-	1	
Olgridiano i ligiti Odpport	1	750,000		750,000		750,000	42,118	1 .	0
Totals	63	8,236,164	3,839,903	4,143,259		7,983,162	100,954	51	1

- Note:
 All data presented is based on the relief confirmations received from our partners as of November 23, 2020
 Since most of our partners self report their revenue, there will be a one month lag in providing monthly information
 (1) Number of companies relief was offered to
 (2) Amount of relief offered to our partners
 (3) MAG payments, rent and other related fees for duty-free stores and any other concession
 operator contracted to pay MAG monthly payments as well as monthly rent that was waived
 (4) MAG payments and other related fees for all other concessionaires
 and oprators with such MAG payment that was waived
 (5) Amount of percentage fee billed
 (6) Amount of relief accepted by our partners
 (7) Amount of relief declined by our partners
 (8) Number of companies that accepted the relief
 (9) Number of companies that declined the relief

Miami-Dade Aviation Department

Relief Offered, by Company for March, April, May, June, July, August, September and October 2020 Combined (Amounts shown are for eight months)

Attachment 2									(0)	
	(1)	(2) Total	(3)	(4)	(5) Concession	(6) Total	(7)	(8) Companies	(9) Companies	
	Total Co.	Relief	Concession MAG	Other Concession MAG	Fee	Relief	Relief	Accepting	Declining	
Company	•	Offered	Waived	Waived	Billed	Provided	Declined	Relief	Relief	
Concessionaires			20.007		22 500	63,097	-	1		
Airball Sports II LLC	_	63,097	63,097 15,517		23,599	15,517		1		
Airport Subway II LLC		15,517 44,523	44,523		295,104	44,523		1		
Alclear LLC Areas USA, Inc 003022/005275		2,215,495	2,215,495		446,818	2,215,495	-	1		
Concessions Miami LLC		1,719,731	1,719,731		554,542	1,719,731		1		
Duty Free Americas Miami,LLC		22,195,967	22,195,967		2,049,448	22,195,967	· - <u>·</u>	1		
Dade County Federal Credit Union (Rent plus transaction fee		1,140	1,140		3,898	1,140	-	1		
Marlins Airport Retail Operator LLC		12,413	12,413		684	12,413	-	1		
Miami Airport Concession LLC		3,403,326	3,403,326		2,189,360	3,403,326	-	1		
Smarte Carte Inc		250,753	250,753		218,138	250,753	-	1		
URW Airports, LLC		797,266	797,266		394,963 6,176,555	797,266 30,719,227		11	0	
	11	30,719,227	30,719,227		6,176,555	30,7 19,227	-	- "		
Concessionaires				100.070	7 407	400.072	-	1	T	
27 Entrepreneurs Miami International Airport LLC		102,273		102,273	7,487	102,273 124,843		1		
305 Pizza At MIA LLC		124,843		124,843 110,191	157,933 55,841	110,191	-	1		
Air Sun JV - #5355 #4942		110,191		199,144	34,163	199,144	-	1		
AMS of South Florida SGH JV (Hudson Group)		199,144 2,302,861		2,302,861	413,027	2,302,861	-	1		
AMS-TEI Miami Joint Venture ATM OPS INC DBA BITSTOP		8,000		8,000	2	8,000	-	1		
BFC Airport Stores LLC		108,684		108,684	9,469	108,684	-	1		
Bijoux Nouveau Inc - 003173/003174		470,688		-	237,355	-	470,688		1	
Bongos Cuban Cafe Miami Inc dba Estefan Kitchen Ex		112,818		112,818	84,965	112,818	-	11		
Brookstone Stores Inc		80,988		80,988	4,410	80,988	-	1		
Carrie Concessions Inc - 011261 (Replace Lease 000283)		113,493		113,493	80,876	113,493	-	1		
Chef Creole Airport LLC		69,846		69,846	28,721	69,846	-	1		
Chefs of the Caribbean LLC		109,687		109,687	4,469	109,687		1		
Communitel Inc - 002231/003759		72,400		72,400	44,233 30,373	72,400 51,751	-	1		
Cuban Crafters MIA LLC	_	51,751		51,751 1,131,668	5,619	1,131,668	-	1		
Duty Free Americas Beauty, LLC	-	1,131,668 194,775		194,775	12,803	194,775	-	1		
Exactta LLC		927,699		927,699	290,419	927,699	-	1		
FCG of FL Inc Optg as Faber MIA LLC		250,550		250,550	17,758	250,550	-	1		
Fig & Fennel at Mia, LLC Global Concessions Inc		4,164,733		4,164,733	1,257,186	4,164,733		1		
Half Moon Empanadas at MIA LLC		78,863		78,863	48,865	78,863	-	1		
Holiday CVS, LLC (CVS #10731-01)		156,374		156,374	75,936	156,374	-	1		
Host International Inc - 000197/005812		4,997,046		4,997,046	768,223	4,997,046	-	1		
Icebox Cafe at MIA LLC		192,926		192,926	82,319	192,926	-	1		
InMotion Entertainment Group LLC		76,346		76,346	31,201	76,346	-	1 1		
Lenlyn Limited dba ICE Currency Services USA - 004192/01	0449	1,672,899		1,672,899	122,959	1,672,899	-	1		
Master ConcessionAir LLC		443,509		443,509	27,611	443,509 188,466		1	-	
Miami Concepts LLC		188,466		188,466	51,742 1,587	33,333		1		
MSI Foods and Services Inc 011182/011297	-	33,333		33,333 4,307,232	343,924	4,307,232		1		
Newslink of South Florida LLC	-	4,307,232 158,496		4,301,232	1,615	4,007,202	_			
NewZoom LLC dba ZoomSystems		53,539		53,539	26,268	53,539	-	1		
Perry Ellis Menswear LLC Safe Wrap of Florida JV, LLC		2,545,296		2,545,296	252,423	2,545,296	-	1		
Taxco Sterling Company Inc		172,910		172,910	27,549	172,910		1		
WDFG North America LLC - 007913		1,443,781		1,443,781	396,080	1,443,781	-	1		
VVDI C NOILI / IIII OI IOU EEG COTO IO	35	27,228,109		26,598,926	5,035,411	26,598,926	470,688	33	1	
Other Concessionaires	_									
94th Spirit Grill, LLC		49,699		49,699	-	49,699	-	1		
AC Holdings Inc dba CNN Airport Network		100,000		100,000	12,572	100,000	-	1		
American Airlines Federal Credit Union		144,463		-	850	-	-			
American Express Travel Related Services Company I		828,799		-	813,173	-	-			
American Shuttle Inc		170,087		-	11,425	- 000 007	-	1		
Electronic Media Systems Inc (WIFI)		366,667		366,667	67,659	366,667 6,650	-	1		
Global Lounge AV MIA LLC - 010028/011031		6,650		6,650		5,763	-	1		
Global Lounge LA MIA LLC (LATAM) - 010323/011094	003/044	5,763 18,367	-	5,763 18,367	1,657	18,367	-	1		
Global Lounge TK MIA Term E, LLC (Turkish Airlines) - 011	U93/U11	18,367	-	10,307	1,007	10,007	-			
Hilton Miami Airport	1	248,280		-	141,052	-	-			
IMCMV MIA Airport, LLC. Pfeffer & Marin Holdings LLC dba Comfort Suites Mi	1	480		-	-	-	-			
Resorts World Omni LLC		480		-	-	- 1	-			
Robert Abraham Shoeshine		800		-	-		-			
Sherry Frontenac Resort Inc dba Sherry Frontenac H		480			-	-	-			
Travelers Partners LLC dba Days Inn Miami Airport		480			-		-		-	
	40	1,941,975		547,146	1,058,280	547,146	-	6	0	
	16	1,011,010								
Fixed Based Operators	16				671.000	6 000 000		1		
Fixed Based Operators Signature Flight Support		6,000,000		6,000,000		6,000,000	336 941	1	0	
	1	6,000,000		6,000,000 6,000,000		6,000,000 6,000,000 63,865,298	336,941 807,629	1 1 51	0	

Note:
All data presented is based on the relief confirmations received from our partners as of November 23, 2020
Since most of our partners self report their revenue, there will be a one month lag in providing monthly information

- (1) Number of companies relief was offered to
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 (3) MAG payments, rent and other related fees for duty-free stores and any other concession operator contracted to pay MAG monthly payments as well as monthly rent that was waived
 (4) MAG payments and other related fees for all other concessionaires and oprators with such MAG payment that was waived
 (5) Amount of percentage fee billed
 (6) Amount of relief accepted by our partners
 (7) Amount of relief declined by our partners
 (8) Number of companies that accepted the relief
 (9) Number of companies that declined the relief