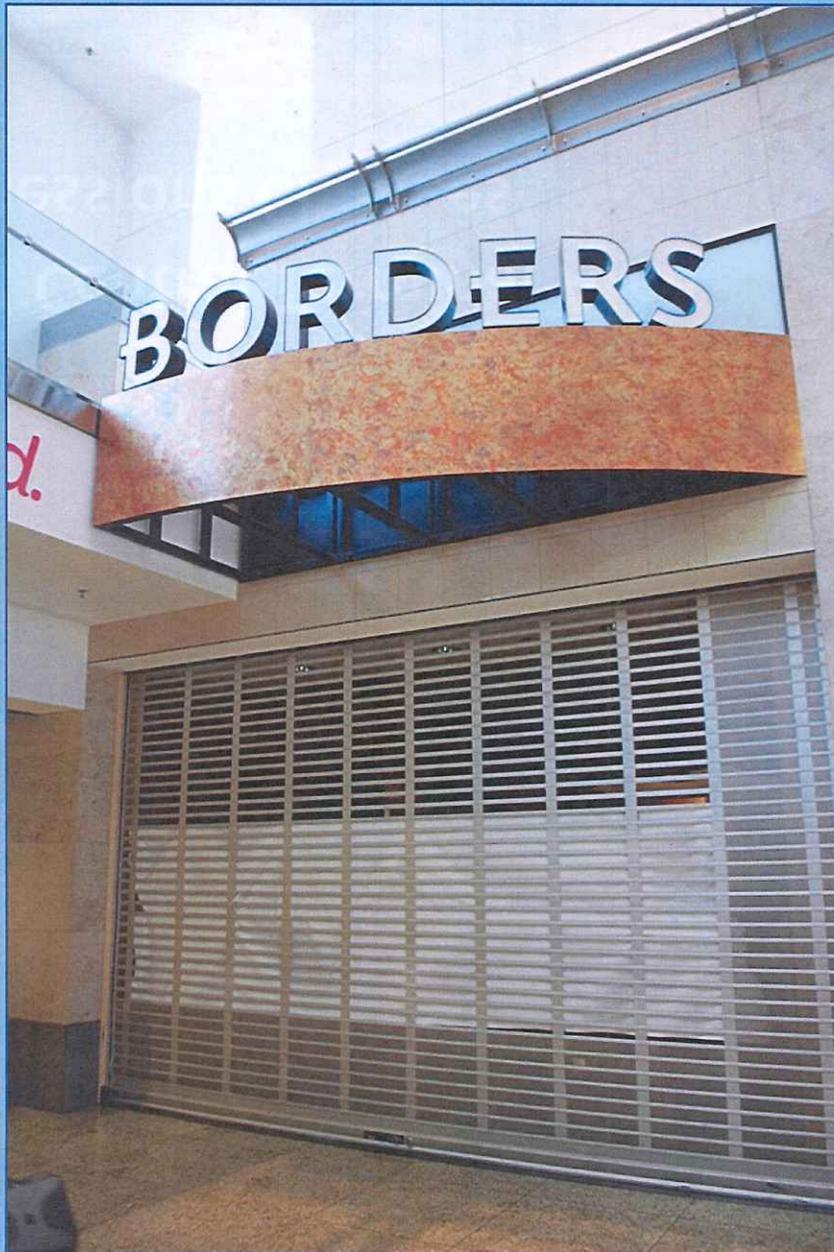


Item Number: 5g Exhibit A
Date of Meeting: 12/06/2011

2012 Central Terminal Area Concessions Changes





**Challenge: CT-10 Vacant
(former Borders)**

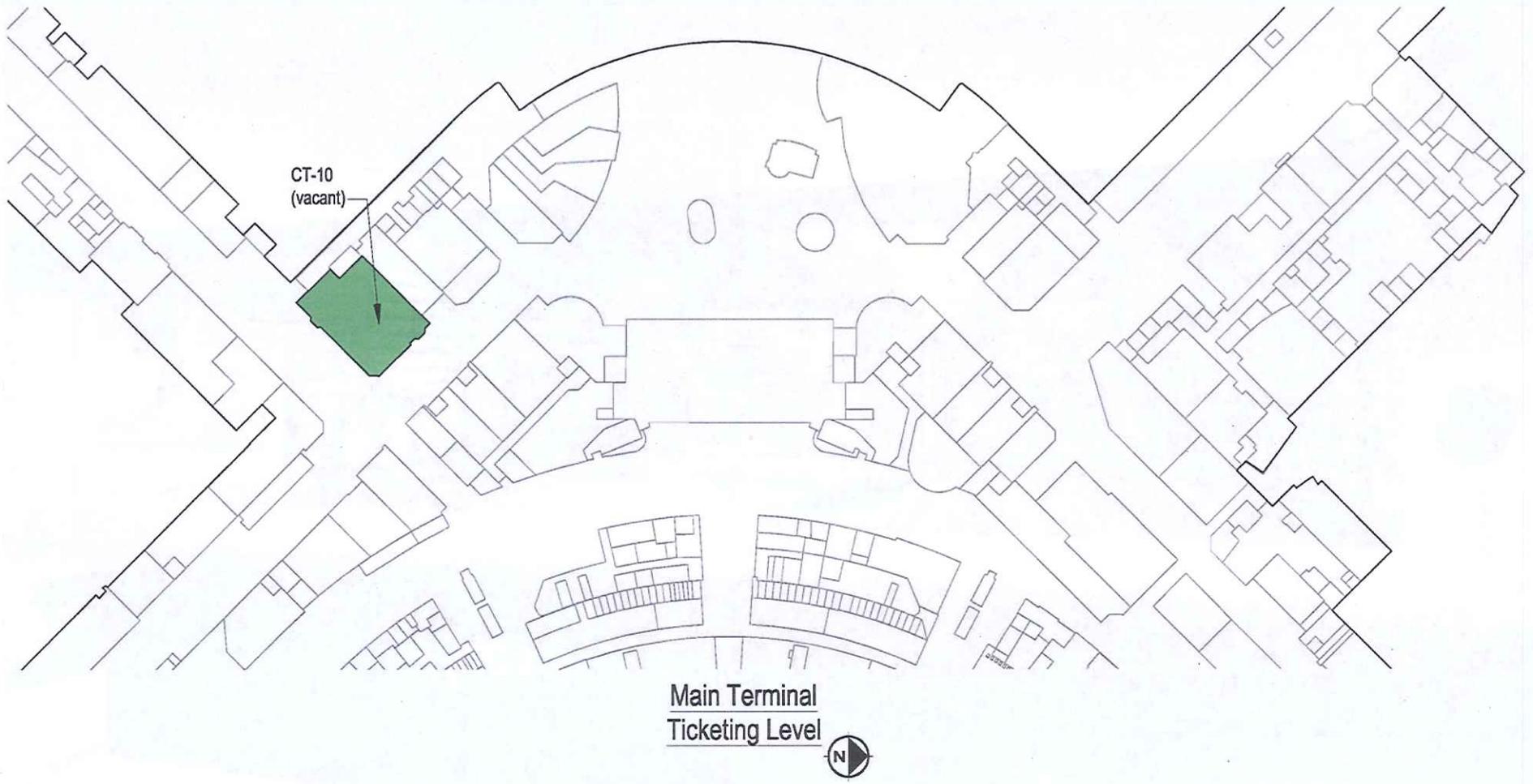
Closed on August 6, 2011

Largest retail space in the
airport: 3,432 sq. ft.

2010 Sales: \$4 million

2010 MAG: \$450,000

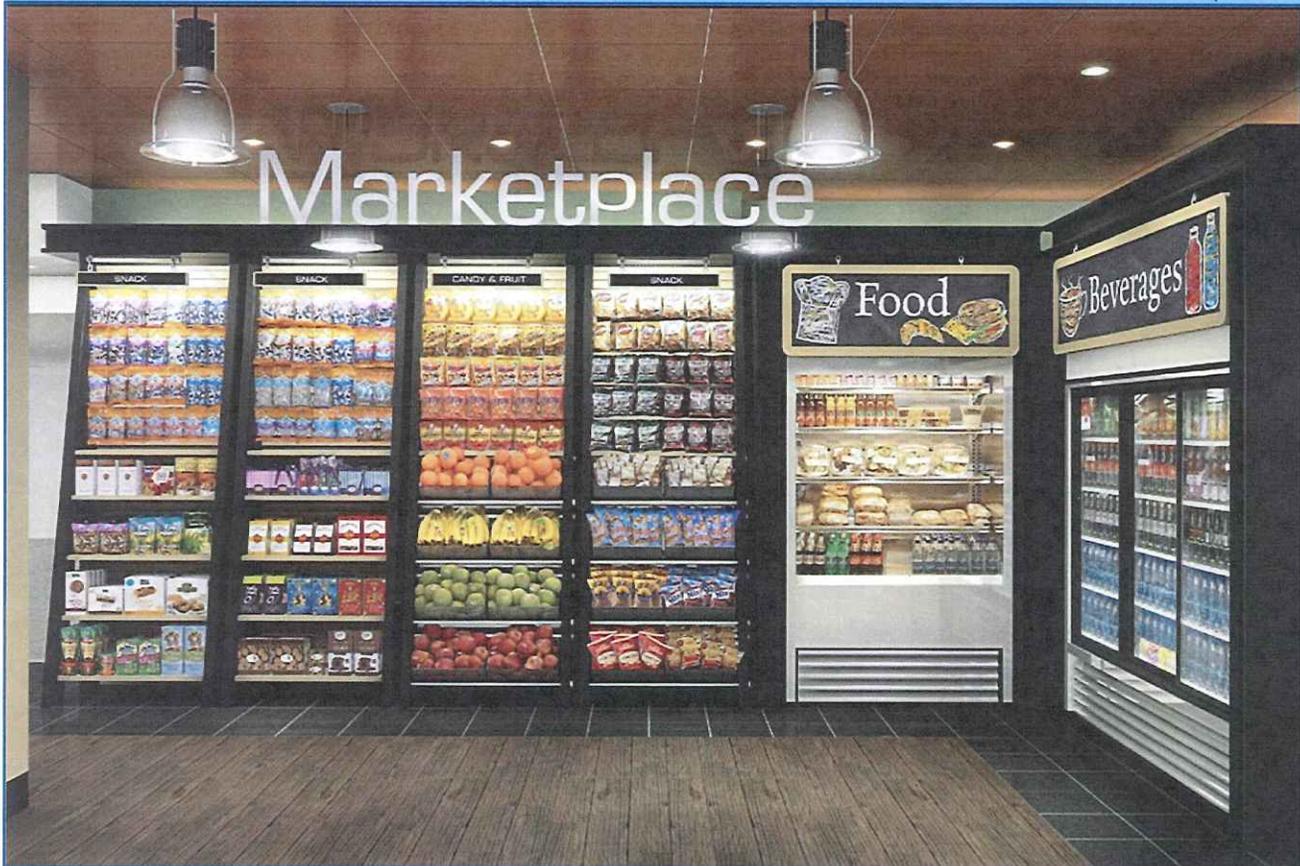
2010 Port Revenue: \$464,000



Main Terminal
Ticketing Level

Proposed New Concept





Hudson Marketplace

Guaranteed minimum annual guarantee (MAG): \$800,000

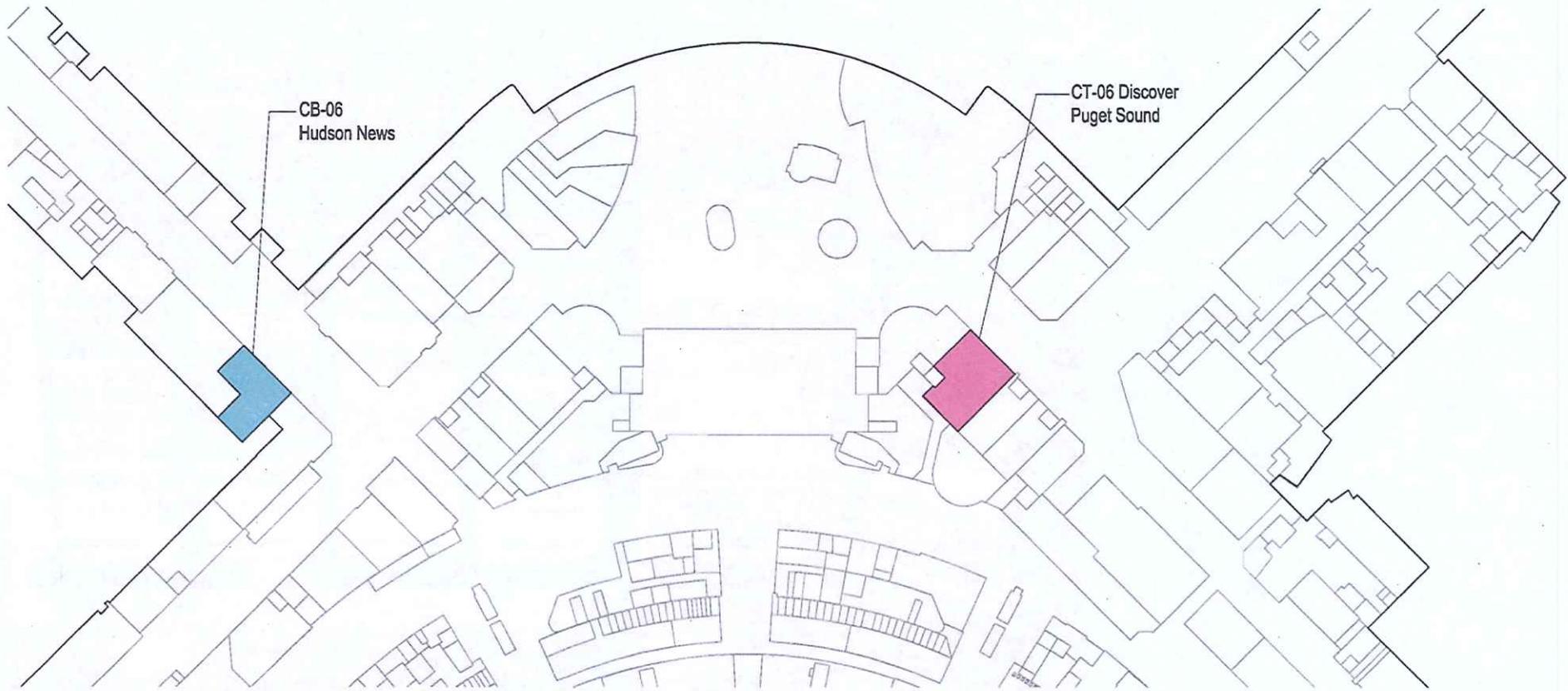
Projected sales \$6,500,000

Projected Port revenues: \$1 million

New 7-year lease

\$1.2 million investment by Hudson

- New first-in-US concept
- Marketplace 'grab and go' food
- Full size over-the-counter medications
- Full size personal care products

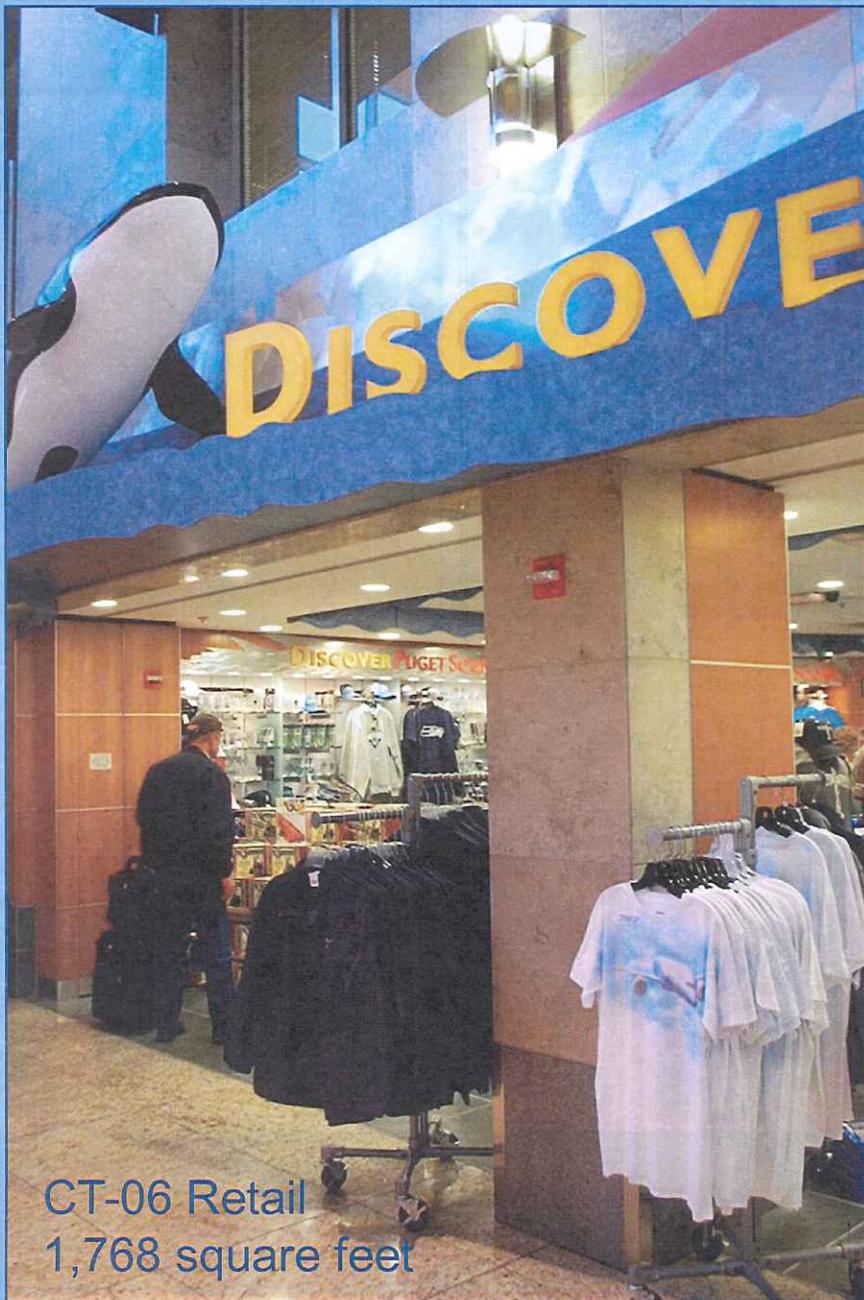


CB-06
Hudson News

CT-06 Discover
Puget Sound

Main Terminal
Ticketing Level





CT-06 Retail
1,768 square feet

Retail Units to Be Returned to
the Port



CB-06 Retail
1,346 square feet

Summary of Central Terminal Area Changes

