# REQUEST FOR INFORMATION (RFI)

## Food, Beverage & Passenger Concession Opportunity

**Gulf Shores International Airport**
**The Airport Authority of the City of Gulf Shores**

**Issue Date:** 8-26-2026
**Responses Requested By:** November 10, 2026
**Airport Contact:** Jesse Fosnaugh, Airport Director
Email: jfosnaugh@flyjka.com, (m): 251-567-0768

### 1. Purpose of this RFI

**The Airport Authority of the City of Gulf Shores** (the Authority) is seeking expressions of interest from qualified businesses and operators for food and beverage operations in the post-security area of the Airport's new terminal, currently under construction and anticipated to open in May 2027. Local and regional businesses are especially encouraged to respond.

This RFI is intended to identify interested operators and concepts and to help the Authority finalize concession layouts, utility rough-ins, equipment needs, and a future business arrangement while construction is underway. The Authority is not seeking a binding financial proposal at this stage.

### 2. Concession Opportunity

Three areas have been identified for potential concession use. These concepts reflect the current design intent only; respondents are encouraged to suggest alternative or creative concepts that better fit their business model and the Airport's passenger market.

| Area | Approx. Size | Illustrative Use |
|---|---|---|
| **2** | 943 SF | Bar, café, restaurant, counter-service food/beverage, or other passenger-facing concept. |
| **3** | 475 SF | Potential production kitchen with fryers, flat tops, refrigeration, prep equipment, etc., supporting Area 2 and potentially Area 1. |

The Authority is open to other concepts, including combinations of food/beverage and other products or services appropriate for departing passengers.

## 3. Business Structure & Operations

- The Authority is open to a flexible commercial structure. The current terminal arrangement is primarily a percentage of gross sales, and a similar revenue-sharing model could be continued.
- The starting assumption is that the concessionaire funds final build-out and equipment after delivery of the rough space. The Authority is also willing to consider contributing to build-out or equipment costs in exchange for a higher revenue share or other mutually beneficial terms.
- The Airport serves a highly seasonal leisure/vacation market. The Authority is open to reduced services or hours during very low-demand periods, including portions of December, while expecting more robust service during peak periods.
- All concession operations will be post-security and subject to applicable airport security, badging, health, licensing, and other regulatory requirements.

## 4. Information Requested

The Authority intentionally seeks a short, practical response rather than a formal proposal. Responses may be submitted by letter or PDF and should generally be no more than 3–5 pages, excluding optional concept images or supporting material.

- Business name, primary contact information, ownership, and local/regional presence, if applicable.
- Brief description of the business and relevant restaurant, retail, hospitality, or concession experience.
- Area(s) of interest and a brief description of the proposed concept, menu/product mix, and general price positioning.
- Preliminary build-out, equipment, and utility needs, especially major items that should be considered now as terminal rough-ins are finalized.
- Ability and general timeline to design, build out, staff, and begin operations in coordination with the anticipated May 2027 opening.
- Any questions, concerns, or information needed from the Authority to evaluate the opportunity further.
- Respondents are responsible for their own response costs.

**Detailed financial statements, binding rental proposals, and detailed pro formas are not requested at this stage.**

## 5. RFI Process & Next Steps

| Milestone | Target |
|---|---|
| RFI issued | 8/26/2026 |
| Optional questions / site or virtual discussion | 8-26/2026-11/10/2026 |

| Milestone | Target |
|---|---|
| Responses requested | 11/10/2026 |
| Follow-up discussions with qualified respondents | 11/11/2026 |
| Finalize Agreement | 11/30/2026 |

Following review, Airport management may elect to conduct an RFP, enter into direct negotiations, conduct further outreach, or utilize other delivery methods. The airport authority reserves the right to select a firm

## 6. Submission

Please ensure the final submission and any questions use the subject line below:

**For questions:**

**Submit electronically to:** jfosnaugh@flyjka.com
**Subject:** GULF SHORES AIRPORT-Concession RFI – Question – (COMPANY NAME)

**For Submissions:**

**Submit electronically to:** jfosnaugh@flyjka.com
**Subject:** GULF SHORES AIRPORT-Concession RFI – Submission- (COMPANY NAME)

Responses should be concise, clearly organized, and submitted electronically to the point of contact listed in Section 6. (Jesse Fosnaugh, jfosnaugh@flyjka.com)

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**Airport Reservation of Rights**

The Airport **expressly reserves the right**, in its sole discretion, to:

- review, accept, or reject any or all submissions, in whole or in part;
- select one or multiple respondents whose concepts or qualifications best align with the Airport's needs, goals, and long-term vision;
- modify, cancel, or discontinue the RFI process at any time and for any reason;
- establish evaluation criteria without disclosing weighting, scoring, or rationale;
- enter into discussions or negotiations with any respondent, or none at all;
- proceed with a different procurement method regardless of responses received.

Nothing in this RFI obligates the Airport to take formal procurement action or select any respondent.

**Evaluation Process**

Responses will be evaluated solely at the discretion of the Airport. The Airport may consider any factors it determines relevant, including operational feasibility, concept quality, financial capability, innovation, and compatibility with Airport objectives.
The Airport is not required to disclose evaluation factors, scoring, rankings, or reasons for non-selection, and will not provide debriefings to respondents. All evaluation materials will be retained for internal purposes only.

**Clarifications / Questions**

Respondents may submit written questions by the deadline referenced in Section 5. The Airport may, but is not obligated to, issue written responses or clarifications. The Airport reserves the right to share responses publicly or individually, or not at all.

**No Obligation or Commitment**

Submission of a response does not create any rights on the part of the respondent. The Airport shall not be liable for any costs incurred in the preparation or submission of responses. Participation in this RFI does not guarantee inclusion in any future solicitation or award process.

**Confidentiality and Public Records**

Information submitted may be subject to applicable Alabama public records laws. Respondents should clearly mark any proprietary or confidential sections of their submissions. The Airport will make reasonable efforts to protect such information but cannot guarantee confidentiality.

# Attachment A - Airport & New Terminal Background

Air service has been rapidly growing since opening the original terminal in May 2025. Allegiant is currently the only air carrier serving the airport. Passenger activity is highly seasonal, with substantial summer demand and much lower activity during portions of the winter.

## Passenger Activity & Seasonality

Enplaned passenger history and projection through September 2027 shown below. Projections based on published Allegiant schedules through May 2027, and Authority estimates through September:

| | 2025 | 2026 | 2027 |
|---|---|---|---|
| **Jan** | | 3,642 | 2,800 |
| **Feb** | | 4,760 | 5,000 |
| **Mar** | | 5,660 | 6,500 |
| **Apr** | | 6,812 | 8,000 |
| **May** | 1,570 | 10,527 | 13,000 |
| **Jun** | 6,528 | 16,891 | 20,000 |
| **Jul** | 7,051 | 18,055 | 21,000 |
| **Aug** | 5,234 | 14,000 | 17,000 |
| **Sep** | 3,154 | 8,000 | 10,000 |
| **Oct** | 5,535 | 9,000 | |
| **Nov** | 5,088 | 5,500 | |
| **Dec** | 3,743 | 1,500 | |

The Airport's flight schedule varies significantly through the year. During the summer peak, activity may exceed 30 commercial flights per week, while during slower periods in December activity may fall to approximately 2–3 flights per week. The Authority recognizes that a successful concession program should reflect this seasonality and is open to practical, flexible operating plans that maintain appropriate passenger service without requiring uneconomic staffing during very low-demand periods.

## New Terminal & Concession Areas

The terminal is well under construction, with opening anticipated in May 2027. The overall building design is substantially complete, but concession concepts need to be advanced promptly so utility rough-ins, service connections, ventilation, equipment requirements, and other construction interfaces can be coordinated before they become costly or difficult to change.

**TERMINAL PLAN**

*Existing Terminal (right) with New Terminal (left)*

*New Holdroom Area with Exterior Patio*

*Rendering of Proposed New Terminal Holdroom Are*

## CONCESSION AREAS