



**REQUEST FOR STATEMENTS OF  
QUALIFICATIONS FOR CONCESSION CONSULTANT  
(Food and Beverage Concession Bidding Process  
and Agreement Negotiation)**

The Tulsa Airports Improvement Trust (“TAIT”) is presently accepting Statements of Qualifications (“Qualifications”) from airport concession consulting firms to contract with TAIT for assistance with the planning, drafting of a request for proposals, assisting with the selection process, and drafting the Food and Beverage Concession Agreement. TAIT will accept written Statements of Qualifications from consultants through 5:00 p.m. (local time) **March 9, 2026**. Electronic copies are preferred and can be submitted to [sheririder@flytulsa.com](mailto:sheririder@flytulsa.com), or hard copies can be delivered to TAIT’s administrative offices, 7777 Airport Drive, Room A211, Tulsa, Oklahoma, 74115. Statements of Qualifications shall be no more than twenty (20) pages, plus a Certificate of Insurance.

The method of selection for consultants will meet Federal Aviation Administration (FAA) guidelines, be professionally acceptable, ensure maximum and free competition, and avoid any suggestion of unfair or unethical practices.

The Statement of Qualifications should specifically address each of the following criteria for evaluation purposes and any other information the consultants wish to provide. Primary emphasis will be placed upon:

1. Capability to perform all aspects of a Food and Beverage Concession Request for Bids, including preparation, evaluation, and assistance in selection of concessionaire; and preparation for negotiation and drafting of a new Food and Beverage Concession Agreement.
2. Relevant similar experience, accomplished within the past three (3) years.
3. Professional background and experience (directly related to the services being sought) of key personnel expected to work on this project.

Additionally, firms will be evaluated on:

4. Management and technical approach to the project, including technological capabilities, quality assurance, and methods to ensure that the project is well-designed and efficient.

It is important to be specific in your written Statement of Qualifications. Projects that are referred to as having been accomplished by your firm shall be projects that were accomplished by personnel still on the firm’s staff that are expected to work on this project. Projects that were accomplished by key personnel (that will be assigned to this project) while employed by other firms may be included in the Statement of Qualifications.

Submissions should include references, as well as hourly fees.

All written Statements of Qualifications submitted will be evaluated by a selection committee that may shortlist two or more consulting firms if it is deemed necessary. The selection committee may hold in-person presentations for the shortlisted firms if necessary. The highest qualified consultant will be presented to the TAIT Trustees for consideration.

## **General information about Tulsa International Airport:**

Millions of people use Tulsa International Airport (TUL) every year to connect with loved ones, pursue business opportunities, and explore new destinations. The airport not only supports the traveling public but also serves as an economic driver for the region. TUL is home to the largest commercial maintenance, repair, and overhaul facility in the world, American Tech Ops-Tulsa, as well as the Oklahoma Air National Guard's 138th Fighter Wing, Boeing, and over 75 other companies. Tulsa International Airport is a global hub for the aviation and aerospace industry, with a strong commercial, private, and military presence.

This past year has been a year of investment in Tulsa International Airport. Two long-time tenants opened new hangars on the airfield, both expanding their operations at TUL. In addition, other facilities in construction will bolster Tulsa's aerospace industry. Tulsa International Airport's first on-airport convenience store is currently under construction, with a completion date in 2026. Construction continued throughout 2025 on TUL's new 257-foot-tall Air Traffic Control Tower and TRACON facility, which is set to replace the existing tower commissioned in 1961. The airport is in the process of constructing a new customs facility that will allow for scheduled nonstop international service, which is slated to begin in 2026.

The airport's airline partners also invested in the airport. Tulsa International Airport welcomed two new nonstop flights, bringing the total nonstop destinations from TUL to 23. Frontier Airlines re-entered the Tulsa Market, bringing TUL's current airline count to 6. Overall, TUL experienced an outbound seat increase of 4.6% over 2024. The airport also celebrated the opening of TUL's first common-use airport lounge. This investment not only enhances the passenger experience but also amplifies the commitment shown across the airport for the future of Tulsa International Airport.

The airport is looking forward to continued growth in 2026, including welcoming 2 airlines to the Tulsa Market, launching 3 new domestic nonstop flights, and TUL's first international nonstop destination to Cancun, Mexico in May.

## **Historic Passenger activity at TUL:**

Year	2021	2022	2023	2024	2025
Passengers	2,313,471	2,888,992	3,144,567	3,247,670	3,325,515

## **Projected Passenger activity at TUL:**

Year	2025	2026	2027	2028	2029
Passengers	3,325,515	3,392,025	3,459,866	3,529,063	3,599,644

## Food and Beverage Concession Information

Tulsa International Airport currently has 1 pre-security quick service restaurant, 4 post-security quick service restaurants, and 4 post-security sit-down restaurants. Additionally, a new Starbucks Coffee Company is currently under construction.

The historical Food and Beverage Concession revenues at TUL are below:

Year	2023	2024	2025
<b>Total Gross Revenue</b>	<b>\$7,861,695</b>	<b>\$8,618,014</b>	<b>\$8,903,958</b>

The total square footage available (excluding storage and office space) is 15,828 square feet, distributed between 3 concessionaires and 10 restaurants.

### **Please submit your Statement of Qualifications to:**

Sheri Rider, Contracts & Concessions Manager

Tulsa Airports Improvement Trust

7777 Airport Drive, Room A211

Tulsa, Oklahoma, 74115

[sherririder@flytulsa.com](mailto:sherririder@flytulsa.com).

### **Title VI Solicitation Notice:**

As a condition of a grant award, the Sponsor shall demonstrate that it complies with the provisions of Title VI of the Civil Rights Act of 1964 (42 U.S.C. §§ 2000d et seq) and implementing regulations (49 CFR part 21) including amendments thereto, the Airport and Airway Improvement Act of 1982 (49 U.S.C. § 47123), the Age Discrimination Act of 1975 (42 U.S.C. 6101 et seq.), Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. § 794 et seq.), the Americans with Disabilities Act of 1990 (42 U.S.C. § 12101, et seq.), U.S. Department of Transportation and Federal Aviation Administration (FAA) Assurances, and other relevant civil rights statutes, regulations, or authorities, including any amendments or updates thereto. This may include, as applicable, providing a current Title VI Program Plan to the FAA for approval, in the format and according to the timeline required by the FAA, and other information about the communities that will be benefited and impacted by the project. A completed FAA Title VI Pre-Grant Award Checklist is required for every grant application, unless excused by the FAA. The Sponsor shall affirmatively ensure that when carrying out any project supported by this grant that it complies with all federal nondiscrimination and civil rights laws based on race, color, national origin, sex, creed, age, disability, genetic information, in consideration for federal financial assistance. The Department's and FAA's Office of Civil Rights may provide resources and technical assistance to recipients to ensure full and sustainable compliance with Federal civil rights requirements. Failure to comply

with civil rights requirements will be considered a violation of the agreement or contract and be subject to any enforcement action as authorized by law. [A5.3.1]

Dated at Tulsa, Oklahoma, this 9<sup>th</sup> day of February 2026.

Alexis Higgins, AAE  
Chief Executive Officer  
Tulsa Airports Improvement Trust