



Revitalizing the travel hospitality experience

United States ● France ● Spain ● Italy ● Germany ● Portugal ● Mexico ● Chile ● Belgium ● Luxemburg

# Take off! with Areas



We have a global dining and retail operating presence in:

**airports, railway stations, highway and service plazas in the world.**

## AREAS GLOBAL



**19,500**  
EMPLOYEES



**90**  
AIRPORTS



**236**  
TRAVEL PLAZAS



**10**  
COUNTRIES

## AREAS USA



**3,259**  
EMPLOYEES



**11**  
AIRPORTS



**13**  
TRAVEL PLAZAS



## USA LOCATIONS



**Let's connect!**

"Areas is fueled by its people-talented and driven. People that are passionate about the work we do and the impact we have on the world."



*Let's Get Social*



We'd love to hear from you



Brian Holtman  
Director of  
Business  
Development



Marlene Coleman  
Director of  
Strategic Alliance

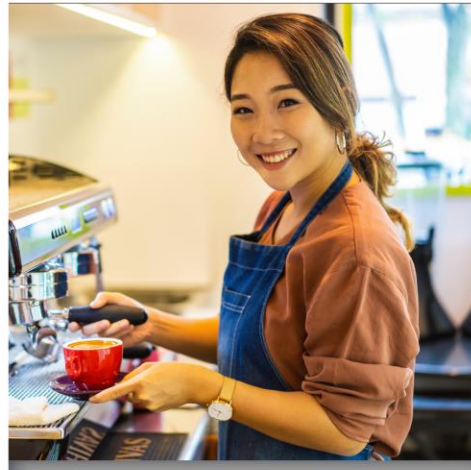
Inspiring Travel Hospitality  
with an entrepreneurial spirit

Partnership Opportunities include:

- Joint Venture Partnerships
- Subtenancy
- Licenses
- Supply, Product and Services



Revitalizing the travel  
hospitality experience



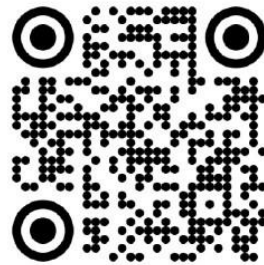
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★ ★ CHICAGO ★ ★

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# HOSPITALITY

## PARTNERS



★ ★ CHICAGO ★ ★

**HOSPITALITY**  
PARTNERS

Elite Team with over 25 years of Airport Experience



**Peter Amaro**

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ACDBE Partner

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**Adrian Huff**

Director of Operations

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# An Award-Winning Team Dedicated To



**Chicago Restaurant Brands:** Partnering to bring Local Flavors to the Airport



**Chicago Vendors & Suppliers:** Committed to Purchasing Locally



**Chicago ACDBE:** True Mentoring and Partner of Local ACDBE's



**Locations: 70** contracts, **23** airports, over **270** units

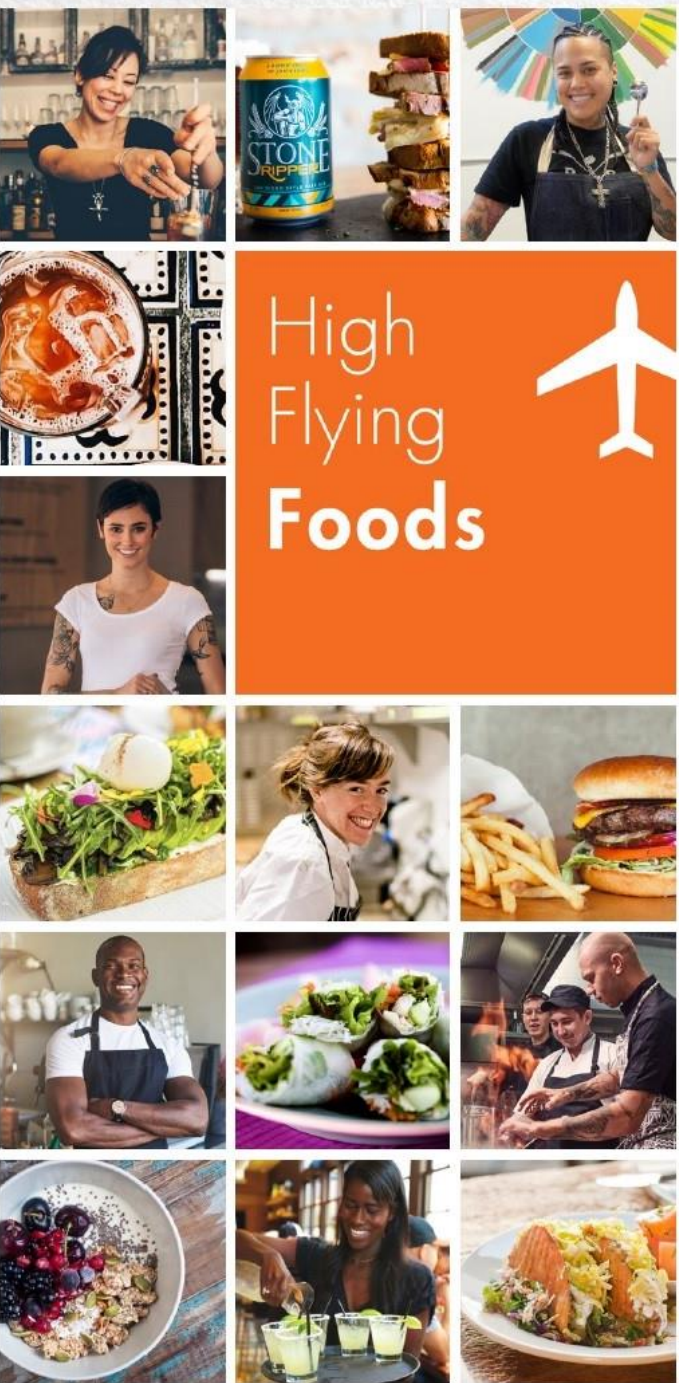


# LOCAL PARTNERS COMING SOON

★ ★ CHICAGO ★ ★

**HOSPITALITY**  
PARTNERS





**CARLA WYTMAR**  
EVP of Development  
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**contact information**

# High Flying Foods



a16



southie



oaklandish



the taco stand



herb & air



better buzz coffee roasters



calavera



cutwater spirits



gott's roadside



ambrogio 15



undersory



farmerbrown

# THE BEST Local BRANDS



bankers hill



puesto



stone brewing



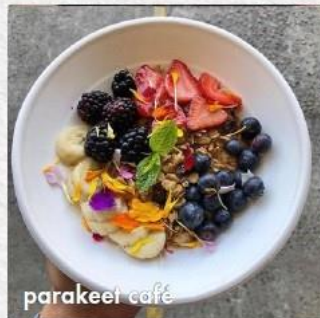
balboa cafe



peet's coffee



kettner exchange



parakeet cafe



saffron thai



lofty coffee



phil's bbq



new belgium brewing



mostra coffee

High Flying Foods



AXN WINNER  
OUTSTANDING  
WOMAN IN  
LEADERSHIP  
2023

4X  
AXN WINNER  
BEST BRAND  
RESTAURATEUR  
2017, 2018,  
2019, 2020

4X  
AXN WINNER  
BEST OVERALL  
RESTAURATEUR  
2017, 2019,  
2020, 2023

AXN WINNER  
HIGHEST REGARD  
FOR CUSTOMER  
SERVICE  
2023

AXN WINNER  
BAR OF  
THE YEAR  
2016

AXN WINNER  
BEST LOCAL  
CONCEPT  
2015



STONE<sup>®</sup>  
BREWING CO

FAB WINNER  
BAR OF  
THE YEAR  
2018

AXN WINNER  
BEST  
DESIGN  
2015



TOWN &  
COUNTRY  
BEST 15  
AIRPORT  
RESTAURANTS  
IN THE U.S.  
2023

FAB WINNER  
BEST TO GO  
FOOD OF THE  
YEAR  
2018

PHIL'S  
BBQ

USA TODAY  
10 BEST  
BEST  
ATMOSPHERE  
2016

USA TODAY  
10 BEST  
BEST  
GRAB & GO  
2018

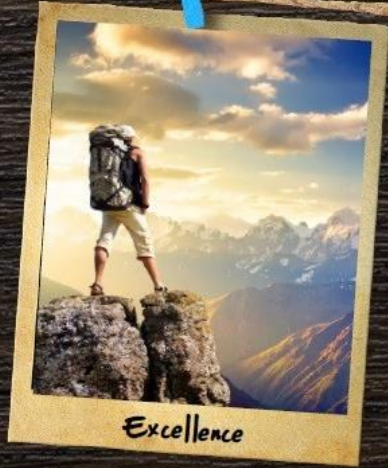
High  
Flying  
Foods



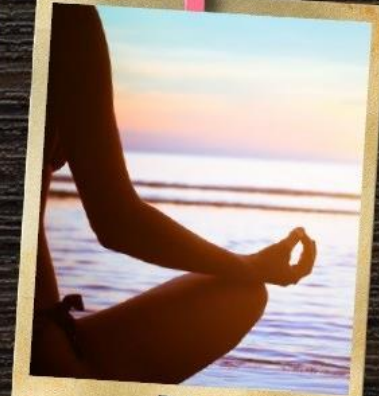
# At High Flying Foods, we believe in...



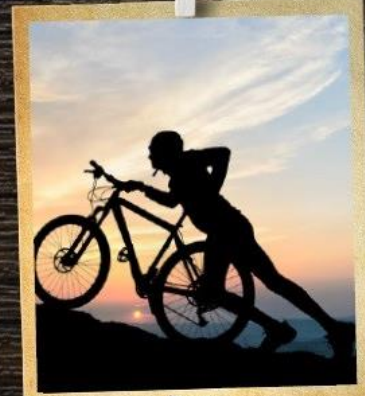
Collaboration



Excellence



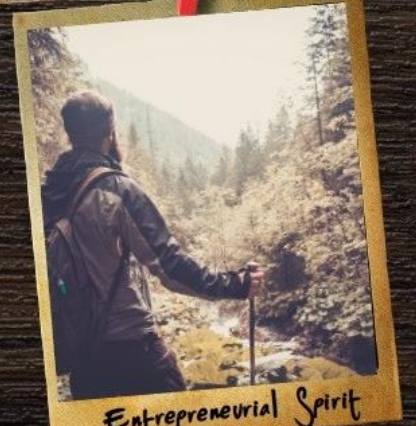
Balance



Passion



Commitment



Entrepreneurial Spirit

## our values



Feeling Good on the Move®

An Autogrill Company 

The background of the slide is a blue-tinted photograph of a white coffee cup filled with a frothy beverage, topped with a dusting of powder. The cup sits on a white saucer with a white napkin tucked under it. In the background, a plate with a slice of cake is visible on a table. The entire scene is set against a blurred background of an airport terminal with large windows.

**O'Hare International Airport  
Concessions Symposium**  
November 1, 2023

# Contacts



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Alliances

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**Stephen Douglas**

Vice President, Business  
Development

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**Tom Saunders**

Sr. Director, Restaurant  
Development & Brand Portfolio

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# About Us



In **77 airports**  
across North  
America



**\$1.5 billion**  
**USD**  
annual revenue in 2021



Nearly **1,000**  
**concepts**  
in North America



**21,000+**  
associates

Operates a portfolio of  
**300+** local, specialty,  
national, and proprietary  
brands.



Exclusive food and beverage service  
supplier for **50+ American Airlines**  
Admirals Clubs in North America.

# Boost Your Business with HMSHost!

Here are some ways you can partner with us:

## Concessions Operations

Operate a unit via a sublease arrangement or join us as a strategic joint-venture partner.



## Goods & Services

Enhance our concessions operations by supplying vital products or expert services.



## Design & Construction

During pre-construction and construction, provide design or construction services.



# THE FUTURE OF TRAVEL IS HUDSON

O'Hare International Airport  
Concessions Symposium

November 1, 2023



## Connect With Us



**Liz Tetenbaum**

Director, Partner Relations  
& Business Diversity

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**Roosevelt White**

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**Evan Schut**

Vice President,  
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# Organizational Overview



Serving over  
**300,000**  
travelers every day



Traveler's Best Friend  
for **30+** years

Over **\$1.8B** in  
sales (2019), conducting  
**120M** transactions



Operating over  
**1,000** stores in  
**37** states in the U.S.



# Grow your Business with Hudson

## Visibility and Exposure

*Be Seen, Be Trusted.*

Partner with us for  
unmatched visibility.

## Community Engagement

*Giving Back, Growing Together.*

Hudson engages communities.

## Long-Term Growth

*Planting Seeds for Tomorrow.*

ACDBE Partnership with Hudson.



# Doing Business with Hudson

Dedicated partner relations and  
business diversity support team

Outreach events across North  
America

Be a Joint Venture Partner,  
Licensor or supplier

Gain experience and exposure to  
industry best practices



OTG



**1996**

OTG launched with a dozen  
locations at PHL airport

**11**

major hubs that  
OTG  
operates in

**350+**

locally inspired restaurants,  
gate lounges & Markets

**\$94+**

Million  
ACDBE Sales

OTG: A growth Story

a leader in creating unique airport  
experiences throughout North America.

# A look at what they're saying



\*Best Airport for Foodies Award\*  
Terminal C has become one of the best pre-flight places to eat bar-none.

**Fodor's**Travel



OTG is rapidly reshaping the airport experience

**FASTCOMPANY**



Some of the best sushi in America can be found at... Newark Airport?

**FOOD&WINE**



Where you can dine on \$600,000 worth of truffles at the airport

**Forbes**



The company making airports better and better

**AFAR**



Where to get food from a top chef? Head to the airport.

*The Washington Post*



I hate airports but Newark's \$120 million terminal of the future was so good I didn't want to get on my flight

*The New York Times*



Travelers don't fret the security line. They happily arrive early for a preflight culinary experience

**VOGUE**



The next evolution of airport dining is happening right now

**EATER**





**Investing in people, helping them grow**  
**Partnering with ACDBE small businesses – restaurant and retail concessionaires, suppliers, vendors, and construction firms.**



**Michael Mullaney**

**Executive Vice President  
Business Development  
mmullaney@otgexp.com**



**Jill Myers**

**Vice President  
Business Diversity &  
Community Engagement  
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**Sheila McGee**

**Senior Director  
Business Diversity  
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**Let's Talk.**



O'Hare Airport  
Concessions Symposium

*Paradies Lagardère*  
TRAVEL RETAIL

Your Partner of Choice  
for Airport Retail and  
Food & Beverage

Contact Email:

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*PAMELA BROWN*  
Vice President,  
Business Development



*ALICE CHEUNG*  
Director, Brand Development  
Food & Beverage



*SARAH KIRKPATRICK*  
Vice President,  
Retail Merchandising

90+

Airports

120+

National, Local &  
Bespoke Brands

700+

Retail stores &  
restaurants

200+

Local and/or ACDBE  
business partners

# Paradies Lagardère

TRAVEL RETAIL

We work with **local and small business partners** through a number of successful models:

- Suppliers and product vendors
- Service providers
- Brand partners
- Sublessors and joint venture partners

We encourage you to learn more about our award-winning organization by clicking on:

[ParadiesLagardere.com](https://www.ParadiesLagardere.com)



Seamlessly  
representing  
more than  
**100**  
restaurant  
and retail  
brand  
partners





**Localization**  
 With a merchant team dedicated to local vendors, we seek and represent hundreds of local retail businesses in airports from fully themed stores to our in-store "Meet The Artisan" product features. We absolutely love developing homegrown concepts or sharing popular regional purveyors to generate an authentic and desirable "sense of place" that attracts and enthralls airport partners and customers alike.

# RETAIL



**Brand Execution**  
 We are committed to seamlessly representing our more than 60 national brand partners to deliver undeniable shopping experiences for our customers. Driven by consumer research, specialized brand training, inspiring designs, and award-winning service, we showcase an extensive variety of retail solutions to lead the industry in creativity, innovation, and customer centricity.



**Best Food & Beverage Program**  
 Long Beach Airport

**Best New F&B Concept**  
 2023: Whataburger, SAT

2022: Freddy's Frozen Custard & Steakhburgers, OKC

**Best New F&B Concept, Full Service**  
 Hickory, DFW



**Star Individual**  
 Lanae Davis  
 Regional Director, F&B

**Best Women Leadership Initiative**



**Brand Execution**  
 From talented and recognized celebrity chefs to the most iconic brands, we elevate the traveler dining experience by delivering a journey through culinary exploration, experiential designs, and customer-centric innovation. From operating one of the most successful Chick-fil-A locations in the brand's portfolio to delivering our transcendent Vino Volo brand, we excel at creating first-class experiences.



**Best Brand Restaurateur**  
 Chick-fil-A

**Restaurateur with Highest Regard for Customer Service**  
 Vino Volo, 11-time recipient

**Best Chef-Drive, Local or Regional Restaurant**  
 Bar Symon, PIT

**Best Airport Retailer**  
 26 consecutive years

**Best Specialty Retail Brand Operator**  
 11-time recipient

**Retailer with Highest Regard for Customer Service**  
 21 of 26 Years

**Best New Locally-Inspired Concept**  
 Hip & Humble, SLC



**Localization**  
 The true personality of many cities is found in and defined by its authentic culinary scene. We not only discover that scene, but seamlessly deliver it from street to airport with a precision that is both impressive and appreciated. When our airport partners seek 'sense of place,' we exceed their expectations through our culinary expertise, local restaurant relationships, and genuine care for our guests' overall experience.

# DINING



# Meet the Food Travel Experts

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**Bob Stanton**  
**Vice President, Business Development**  
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**Heather Barry**  
**Vice President, Strategic Partnerships**  
Heather.barry@foodtravelexperts.com

# We Are the Food Travel Experts

*PASSIONate about a “taste of place”*



*I'm a food travel expert from SSP America. We're passionate about bringing cool, authentic restaurants to airports that reflect a taste of place.*

# PASSION for Partnerships

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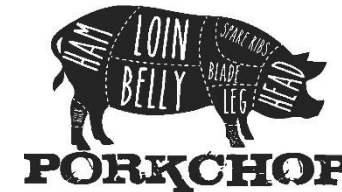
We are continuously working to develop a culture and environment where individuals feel heard and empowered. We partner with companies and businesses who share our passion and believe that a strong culture drives success.



- SSP is strongest when we harness the power of collaboration and inclusive practices.
- Collaborations with our Airport Concession Disadvantaged Business Enterprise business partners.
- Embracing our core business principals emphasizes the importance of equity.
- We deliver value through developing strong partnerships.

# Our MDW Restaurants

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# Meet the Team



**BRIAN PETROW**

SVP, Airport Operations

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Director of Leasing, Airports

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**MICHAEL WORTHMAN**

VP, Leasing, Airports

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M. 917-207-9145



Tom Bradley Int'l Terminal | LAX



COMING SOON: The New JFK Terminal 8



Westfield World Trade Center

# URW

AIRPORTS & TRANSIT

25+ YEARS TRANSFORMING THE TRAVEL EXPERIENCE  
 PIONEER OF THE DEVELOPER MODEL  
 DRIVING INDUSTRY-LEADING REVENUE ABOVE U.S. BENCHMARKS

- 3 MAJOR U.S. AIRPORTS
- TERMINALS
- PREMIER TRANSIT HUBS
- ANNUAL CUSTOMERS



**LOS ANGELES**  
 Terminals 1, 2, 3, 6 & Tom  
 Bradley Int'l Terminal



**CHICAGO O'HARE**  
 Terminal 5



**JOHN F. KENNEDY**  
 Terminal 8  
 (American Airlines)  
**NEW** Terminal One



**WESTFIELD WORLD  
 TRADE CENTER**  
 New York City



**FULTON TRANSIT  
 CENTER**  
 New York City

# URW'S ADVANCE NETWORK: LOWERING THE BARRIERS TO ENTRY AT LAX & ACROSS THE INDUSTRY

In 2017, URW launched a **groundbreaking initiative** to grow minority participation and enhance principal ownership in our own portfolio and across the airport industry.

## OUR IRONCLAD COMMITMENTS:

- ✓ Achieve **more meaningful ACDBE** participation and deal structures
- ✓ Enhance **supplier diversity** through our Supplier Diversity Network
- ✓ Include **equity stakes for minority-owned investors** in our projects
- ✓ Create **career pathways** for underserved communities/youth
- ✓ Provide **career training & development** to our concessions workforce

“

My dreams keep coming true and I am truly grateful to URW, Hudson and The Goddess and Grocer. It has been a year of learning, but the airport community has not only been welcoming but helpful as I continue to explore the opportunities at the airport. —STEPHANIE HART

Owner, Brown Sugar Bakery, ACDBE Supplier

”



Stephanie Hart with ORD ACDBE Partner, Sulaiman Rahim, from Goddess & Grocer.

# Join the Supplier Diversity Network



SCAN HERE  
TO LEARN MORE



# WHSmith

## NORTH AMERICA

MarshallRetailGroup | INMOTION



**Roderick McOwan**

Chief Development Officer

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**Ziad El-Assad**

SVP, Business Development

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[zelassad@marshallretailgroup.com](mailto:zelassad@marshallretailgroup.com)

## MarshallRetailGroup

A WHSmith Company

- Founded in 1955 as a family-owned business
- “Creating Unique Experiences”
- 300+ store locations in the US and Canada generating \$470M+ of sales in 2023
- Focused on enhancing retail concessions
- MRG is the North American Division of WHSmith

## WHSmith

- Founded in 1792, WHS is the leading global travel retailer for news, books, and convenience
- 1,700 stores in 30 countries
- Strategic purchase of InMotion Entertainment Group in 2018
- Acquired MRG Acquisition Holdings, LLC and The Marshall Retail Group, LLC in 2019

## INMOTION

- Largest airport-based electronics retailer with 120+ locations in 43 US airports
- Numerous industry awards including Best Specialty Retailer and Best Concessions, Highest Regard for Customer Service
- USA Today “10 Best” Airport Concession Stores
- Only airport retailer to appear in Dealerscope’s Top 101 Consumer Electronics Retailer List

# 48

AIRPORTS

# 200+

AIRPORT  
LOCATIONS

# 20M+

CUSTOMERS  
SERVED

# \$470

MILLION  
IN SALES FY 2023

# 36

RESORTS

# 100+

RESORT  
LOCATIONS

# 2300

TEAM MEMBERS  
FT: 1800 PT: 500

# \$1.3M+

AVERAGE  
UNIT VOLUME

# 68+

YEARS  
IN RETAIL

RECENTLY AWARDED/RECOMMENDED CONTRACTS: PDX | PHX | OAK | PSP | LAX | SAN | EWR | LAS | DCA | SLC | ORD | YYC | YEG

# NORTH AMERICAN LOCATIONS

## LEGEND

- Airports
- ★ Casinos/Resorts
- ▲ Rail



WHSmith

NORTH AMERICA

MarshallRetailGroup | INMOTION



***Spirit Welcomes  
New Concessionaires To O'Hare***

**UNITED**

# Chicago's Hometown Airline



# United offers more flights out of O'Hare than any other airline and operates out of Terminals 1 and 2



**Nearly 500 daily  
departures**



**Servicing over 150  
destinations**



**Over 46,000 daily  
enplaned  
passengers**



**Employs  
approximately  
10,000 people at  
ORD**



**Involved  
community partner**



# What do United passengers want from an airport concessions program?



Caring and friendly service



Value for money



Convenient, efficient, and dependable service



Variety of options



Local focus that highlights Chicago



Use of technology that enhances the travel experience



Commitment to sustainability and the environment

