



Concessions 101



PITTSBURGH
INTERNATIONAL AIRPORT

Pittsburgh International Airport is committed to ensuring our airport's concessions program is inclusive of small, minority, and women owned businesses.

The Airport is presenting "Airport Concessions 101" for interested Airport Concessions Disadvantaged Business Enterprises (ACDBE), potential ACDBE's and all those small businesses who have an interest in retail, news and gifts or food & beverage businesses.

This 2-day program provides information and technical assistance on the concessions in the aviation industry. During the program you will be able to meet with airport personnel, resource partners, community representatives, and more.

Participants will learn information on topics such as:

- Airport 101
- Airport Concessions Operations
- Staffing Considerations
- Airport Logistics
- PAUCP Certification
- Management Agreements
- Merchandising Mix
- Financial Considerations
- Tour of the Pittsburgh International Airport

The 2-day program will be held
July 10th – 11th from **8:30 – 4:00** each day.

Minimum qualifications for participation include:

- Completion of the application by using the attached QR Code.
- Ownership of business, for at least two years, in retail, news and gifts, food or beverage industry.
- Ability to attend both days.

Concessions 101 Training
Application Submission



All submissions must be received **no later than Friday, May 31st**.
Selected participants will be notified by Friday, June 14th.