Dear [insert name],

I am writing in strong support of the Airport Minority Advisory Council’s (AMAC) request to the Trump Administration and Congress to quickly pass financial relief for airport restaurateurs and retailers given the unprecedented business impact caused by the spread of the coronavirus and resultant COVID-19 pandemic. AMAC is cooperatively working with the Airport Restaurant & Retail Association (ARRA), whose mission is to work collaboratively with aviation-industry trade associations and the airport community on matters of policy decision-making with a collective impact on restaurant and retail members. Minority and women-owned businesses and concessionaires are also partnering with ARRA.

Restaurateurs and retailers in the aviation sector are contracted by airports, airlines and third-party developers to provide passengers a full range of food, beverage and retail services. Annually, AMAC and ARRA members and airport concessionaires pay out approximately $2.5 billion in rent, minimum annual guarantees and other payments to airports. They are located throughout the country and collectively employ 125,000 Americans at salaries that are above minimum wage. The airport working environment is unique in that workers require a badge in order to access points past security. Disruptions that cause workers to lose security access impact business operations and finances resulting in additional strain on concessionaires. The industry, made up of firms of varying sizes, including many small and local businesses, is a vital part of the airline passenger’s travel experience, and a major revenue source on which airports depend for their operations, development and bond financing.

As an integral part of the transportation, travel and hospitality industries, the industry has already been hurt tremendously and there is no sign that this situation will turn around soon. AMAC and ARRA members have seen sales losses exceeding 50% (and in some cases as high as 90%). Many businesses, including those classified as small and/or disadvantaged, may not be able to continue operations because they are unable to meet their debt obligations. AMAC urges Congress and the Administration to provide financial relief and assistance to airport concessionaires to ensure business continuity. AMAC and ARRA will work with ACI-NA and AAAE to ensure that any aviation relief package shall:

* Provide airport concession operators not less than 12 months abatement of all airport rents, fees and charges,
* Provide airport concession operators the right to maintain current leasehold interests without penalty or default for a minimum of 12 months
* Provide direct financial grants to support business recovery and employment insurance for airport concessionaires.

AMAC and ARRA will work collectively to identify other legislative vehicles in accomplishing direct allocation of funding in the amount $5 billion. As the Administration and Congress consider options for federal relief, please remember the important part that airport concessionaires play in the nation’s travel industry.

Thank you for your consideration of this urgent request.

[insert signature]