

# News Release

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## First Phase of Retail Transformation Lands at Detroit Metro Airport's McNamara Terminal

*--First seven of thirty-six new retail shops now open*

**DETROIT (June 25, 2013)**—The first phase of a total transformation of the passenger shopping experience in **Detroit Metro Airport's (DTW) McNamara Terminal** Concourses A & B is complete with the opening of seven new retail stores. Twenty-nine additional venues will open by next spring.

“Detroit Metro Airport is entirely self-sustaining and does not receive any tax dollars to support airport operations, so our retail program is an important source of revenue that keeps the airport running,” said **Wayne County Airport Authority CEO Tom Naughton**. “But just as important, a strong retail program helps make our terminals exciting and fun. This is a great start in re-energizing the airport shopping experience for our passengers.”

Opening with the first phase of retail concepts are:

- **Detroit!** – Popular local products and Detroit-themed memorabilia located near Gate A-29
- **ZoZo** – Unique specialty gifts and home décor located near Gate A-43
- **The Wall Street Journal** – Internationally recognized newsstand and travel store located near Gate A-72
- **The Body Shop** – Health/beauty store featuring cosmetics and boutiques located in the Central Link Area of Concourse A
- **PANDORA** – Hand finished modern jewelry store located near Gate A-36
- **CNBC Smartshop** – Innovative alternative to traditional newsstands, offering a broad range of popular newsstand items located near Gate A-66
- **Be Relax** – Full-service spa and lifestyle center located near Gate A-43

Operating the first phase of retail venues are Bethesda, Md.-based **World Duty Free Group**, Atlanta-based **Paradies**, and Paris, France-based **Be Relax**.

“Paradies is proud to continue its successful tradition at Detroit Metro Airport with the opening of these great concepts,” said **Gregg Paradies, president and CEO of Paradies**. “As the hottest name in jewelry today, PANDORA, along with CNBC, the recognized world leader in business news, are both ideal complements to the new program at McNamara.”

The new McNamara Terminal retail program is expected to generate \$7.7 million in revenue for the Wayne County Airport Authority in the first full year of the program and \$62 million over the seven year term, all of which will go toward funding airport operations. The program is designed

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to offer passengers a wide range of both nationally known and locally-celebrated brand concepts. This concludes the first of four phases of retail transformation in the Terminal's Concourses A & B. The entire retail transformation is expected to be complete by next spring, with the transformation of the food and beverage venues beginning about the same time. Request for Proposals for food and beverage concepts will be issued later this summer.

“I think our travelers, visitors and employees will really appreciate the fresh new products, storefronts and services these new concession spaces offer,” said **WCAA Director of Concessions and Quality Assurance Greg Hatcher**. “These first round retail openings are a noticeable first step in the much larger redevelopment of our McNamara Terminal concession program, which will better position DTW to serve our travelers well into the next decade.”

All of the new retail contracts were competitively solicited and provided opportunities for two prime operators (11 venues each) as well as nine direct opportunities for individual spaces. The fit-out of transformed retail spaces will continue to result in a number of new, local construction jobs. All new retail operators have committed to hiring from among the current airport retail employees to ensure a seamless transition and minimal job displacement. As a whole, WCAA's retail and dining concessions program directly employs approximately 3,100 people.

#### *About Detroit Metropolitan Wayne County Airport*

Having welcomed more than 32 million passengers in 2012, Detroit Metropolitan Wayne County Airport (DTW) is Michigan's busiest airport and one of the world's leading air transportation hubs. With service from 11 scheduled passenger airlines, DTW offers more than 1200 flights per day to and from nearly 150 destinations on four continents. In 2010, DTW ranked highest in overall customer satisfaction among large airports in the J.D. Power and Associates North America Airport Satisfaction Study. With two new, state-of-the-art passenger terminals, six jet runways, and an onsite AAA Four-Diamond Westin hotel, DTW is among the world's most efficient, customer friendly and operationally capable airports in North America. DTW is operated by **Wayne County Airport Authority**, which also operates nearby Willow Run Airport—an important corporate, cargo and general aviation facility. The Airport Authority is entirely self-sustaining and does not receive any tax dollars to support airport operations. For more information about Metro Detroit's airports, visit [www.metroairport.com](http://www.metroairport.com).

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