



Concessions 101

Pittsburgh International Airport is committed to ensuring our airport's concessions program is inclusive with small businesses.

The Airport is presenting "Airport Concessions 101" for interested 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 and resource partners.

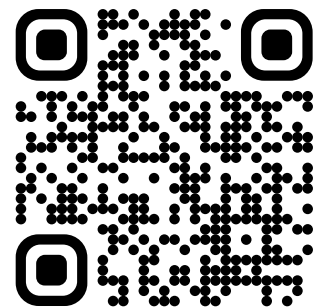
Participants will learn information on topics such as:

- Airport 101
- Management Agreements
- Airport Concessions Operations
- Merchandising Mix
- Staffing Considerations
- Financial Considerations
- Airport Logistics
- Passenger Demographics

**The 2-day program will be held
May 20th – 21st beginning at 8:30 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, April 25th.

Selected participants will be notified by Friday, May 2nd.