



INSPIRED CONCEPTS  
GENUINE PARTNER™

CONCESSIONS  
INTERNATIONAL







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# WHO WE ARE

You won't find another company that can duplicate our systems, brand relationships, depth of experience and personal touch. Family-owned and operated, we deliver personal attention from our owners and senior leadership team. Today, CI is ranked among the top food and beverage airport concessionaires with more than 40 airport concession locations and over 30 different brands.

We operate a diverse range of food service concepts including quick service restaurants, fast casual concepts, delis, bar and grilles, casual dining and coffee cafes. We have employees across the United States and the Caribbean.

With a solid foundation in the fast-paced airport concessions industry, we are well-versed in what it takes to deliver superior service with every customer interaction.



*Donata Russell Ross, CEO emphasizes attentive service and a spirit of collaboration as part of CI's business culture.*

## OUR BEGINNINGS

Founded in 1979 by the late Herman J. Russell, Chairman and Atlanta business legend, Concessions International became the first African-American-owned business to become a leading airport concessionaire in the United States. CI continues to be a partner of choice for many brands and joint-venture partners, as well as a partner and mentor for the next generation of minority and female-owned concessionaires.

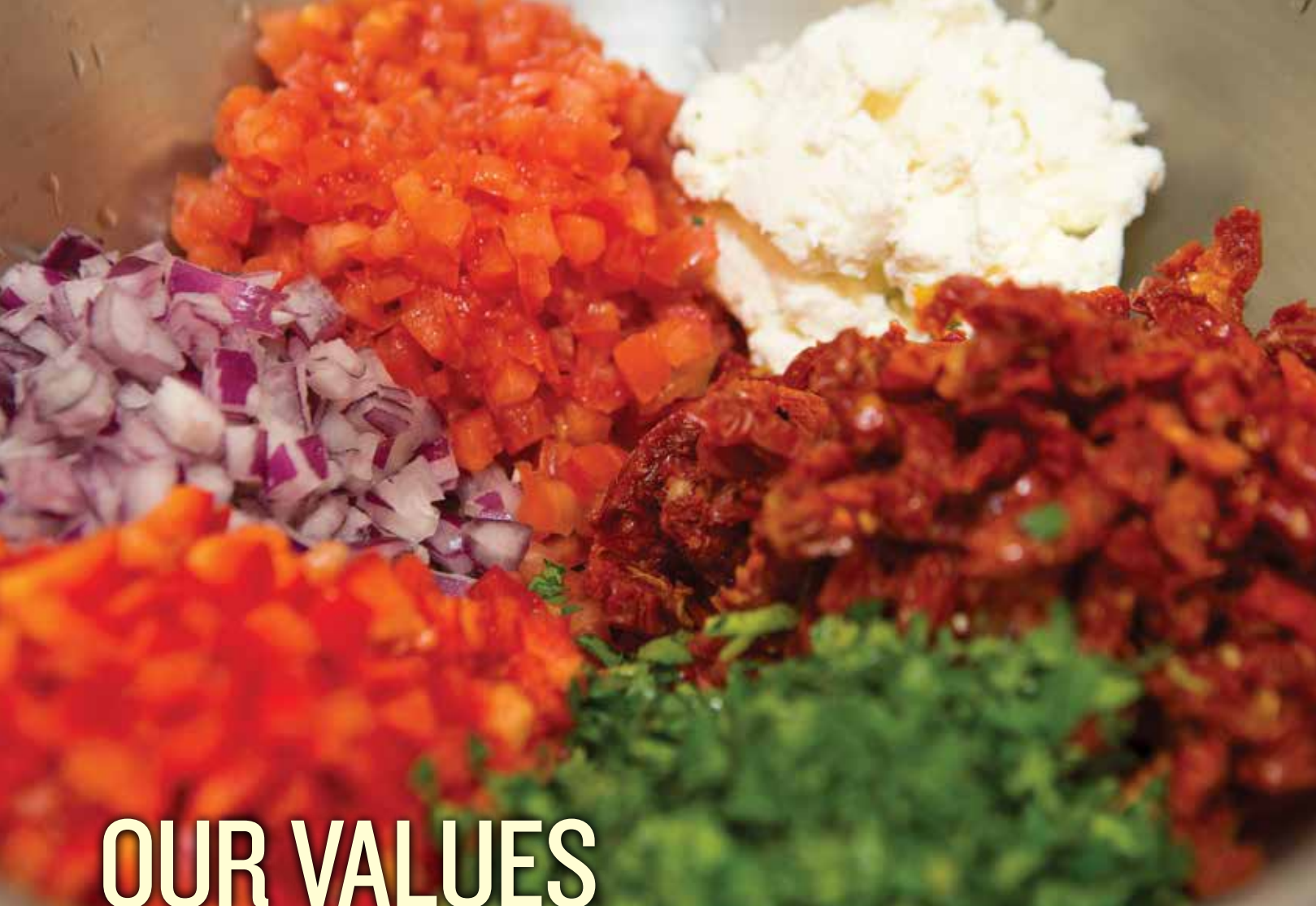
The team is proudly led by Donata Russell Ross, one of Herman J. Russell's three children.

As CEO Donata has a strong commitment to maintaining an entrepreneurial culture and emphasizing attentive service, collaboration and responsibility.



## CI'S LOCATIONS





## OUR VALUES

Integrity and respect are the foundational values on which we build trust, grow partnerships and create opportunity.



## PARTNERSHIP-BASED BUSINESS MODEL

What we offer our clients, brands and partners is unrivaled. At every level in our company, we strive to be accessible, nimble and represent brands as if they are our own. What's more, you won't find any cookie cutters at CI. We work closely with partners to bring our collective vision to life.

Simply put, our partners report greater results and a better overall experience partnering with us than with any other company in the food service management industry.





# PARTNER

## YOUR GENUINE PARTNER IN FOOD SERVICE MANAGEMENT

An innovative food service management company, Concessions International has a proven track record of delivering unparalleled service, unique local and regional concepts and superior results. We offer our partners the accessibility, service and innovation that is increasingly hard to find in the ever-consolidating field of specialty food service management.







## NATIONAL BRANDS

We understand that sometimes a traveler is looking for something familiar. National brands provide a consumer with a comfort level that their experience will be the same as in their neighborhood. CI has brought that signature franchise brand experience to customers in airports for over 20 years. Our team works closely with our franchisors to ensure that we

follow brand standards and maintain the brand's individuality. We attend the full measure of brand training and orientation at startup. Local management continues close contact with our franchisors throughout the term of the lease. Your brand integrity, food quality, excellence and speed in service are always our priority.

## INSPIRED CONCEPTS

Our bread-and-butter is serving airport passengers with exceptional local, regional and national concepts. We work with our brand partners to create fast, efficient menu concepts designed for success in each unique environment. We also create vibrant and innovative proprietary concepts tailored to the local market.





# UNIQUE REGIONAL & LOCAL CONCEPTS

Increasingly travelers are seeking authentic local or regional tastes at the airport. We have been creating “sense of place” in our programs for decades. Local flavor can not only create a memorable experience, but can be the difference in how a traveler chooses a connecting flight. New Belgium Hub brings the authentic Colorado culture to Denver

International. LottaFrutta captures the spirit of a local favorite Latin street food shop in Hartsfield-Jackson Atlanta International. And Taylor Gourmet brings the best hoagies, made with the freshest ingredients, to Reagan Washington National. Let us create a genuine experience for your program.







*Shown here are three concepts operated by CI at Hartsfield-Jackson Atlanta International Airport, Concourse B.*





## CHEF-INSPIRED CONCEPTS

### BAR SYMON

Bar Symon is the brainchild of road warrior, Food Network personality and Iron Chef Michael Symon. With fresh high-quality food sourced locally to bring “farm to table” cuisine to the airport, Bar Symon seamlessly integrates various time-tested menu choices from the Iron Chef’s multiple restaurants. From fine dining to casual burgers, Bar Symon adjusts its recipes for local airports without sacrificing freshness, quality and taste. Our Bar Symon is located in the Washington Dulles International Airport.



### FLY BURGER

Atlanta-based Certified Master Chef Tom Catherall’s Here to Serve Restaurants group has been creating innovative cuisine for more than 20 years. With 11 unique local concepts in 14 sites, many in the Atlanta region have visited one of his restaurants. CI worked collaboratively with Catherall to create FLY Burger, a contemporary burger bar that offers fresh gourmet burgers in an energetic and approachable setting that is traveler friendly. Our Fly Burger is in Concourse B of the Hartsfield-Jackson Atlanta International Airport.



### CHEF GEOFF’S

Great Food. Libation. Merriment. This theme runs through all of Chef Geoff’s restaurants. With five locations in the Washington DC metro area, Geoff Tracy is everyone’s favorite neighborhood chef. His restaurants offer the high quality you will find in a fine dining restaurant in an unpretentious neighborhood setting. Geoff is also known for his highly detailed training programs and mentorship to fellow entrepreneurs. Our Chef Geoff’s restaurant will be a familiar stop at Washington Dulles International Airport.





# INFUSING TECHNOLOGY INTO CONCEPTS

We utilize industry-leading technology that benefits our clients, brands and guests without losing our signature personal touch. Ordering and paying via iPad in our full service restaurants improves the customer experience, drives efficiency in the ordering process, and engages and entertains the customer.



*Digital menu boards and iPad menus create seamless ordering and allow us to easily change our menu by daypart. Our "swipe to pay" feature speeds up table turns leading to increased revenue and the ability to serve more customers in a shorter time frame.*



# OUR COMMITMENT

## SUSTAINABILITY

Our in-house facility design and construction team focuses on creating fresh new looks, greater functionality and innovative solutions that reduce energy and water consumption. With every new restaurant we are improving upon our commitment to sustainability through the use of materials that are or can be recycled, are energy efficient, and locally sourced.

## COMMUNITY ENGAGEMENT

We demonstrate corporate citizenship by giving back to the communities in which we work and live. Our local managers choose community programs to support such as affordable housing, education, youth activities, food drives and much more.







# COMPANY LEADERSHIP

## QUALITY PEOPLE WITH STRONG RELATIONSHIPS

Through our consistent outstanding performance, we've become a well-respected concessions operator and a major player in the industry. We've earned a reputation of a company that's willing to do what it takes to continually improve our operations and move the needle in a positive direction.

*CI's Leadership Team (left to right): Basil Banko, Robelyn McNair, Jeff Call, Charles Johnson, Tanya Hairston-Whitner, Donata Russell Ross, LeMonica Hakeem and Dougal Myers.*

Our devoted, hard-working leadership team is molded in the image of the late Herman J. Russell, a man whose vision permeates our entire company with central values that include integrity and professionalism. These values have made us an emerging industry leader. Our CEO, Donata Russell Ross, continues to keep those values at the forefront of our organization.





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