

ATTACHMENT #4



December 1, 2017

Juneau International Airport
Mrs. Patty Wahto – Airport Manager
1873 Shell Simmons Drive
Juneau, AK 99801

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DEC - 7 2017
Juneau International
Airport

Dear Mrs. Wahto,

I would like to thank you, your staff and the JNU board for the business opportunity extended to my firm to serve as the food & beverage concessionaire at the Juneau International Airport. Taking the helm of the operation and steering it to what you see today was made possible by the support of your team and the determination and teamwork of many in my organization.

Since May 2014, our operation has contributed approximately \$1.3M in salaries and benefits to our local staff of full-time and part-time employees over the past 3.5 years, more than \$2M to local suppliers and vendors, and nearly \$300,000 in rent and concession fees to the airport and CBJ. I believe the success of our operation has been a benefit to the airport and the Juneau community. I hope you also share our satisfaction regarding this economic impact.

While I believe we were just hitting our stride in developing more fulfilling brands, we understand your desire to move in another direction. Of course we are disappointed you didn't select our team, but we remain appreciative of the opportunity to serve and the support we were given throughout the challenge of reshaping the airport's concessions program.

It has been our pleasure getting to know and serve the Juneau community and we wish you continued success with your newly selected food & beverage concessionaire. I've instructed my team to do everything within our abilities to ensure a smooth and seamless transition. Should there ever be an opportunity for JD to partner with the airport in the future, we stand ready for that call.

Sincerest regards,



Darryl H. Daniels
CEO – Managing Partner
Jacobsen | Daniels Associates, LLC

cc:

Bradley T. Jacobsen
JNU Airport Board
John Coleman, JNU Airport Business Manager