



January 3, 2014

The Honorable Ashton J. Hayward, Mayor  
Members of City Council  
City of Pensacola  
P. O. Box 12910  
Pensacola, FL 32521

Dear Mayor Hayward and Members of Council:

As you are already aware, the award of the food and beverage concession contract at the Pensacola International Airport (PNS) is still unresolved. According to correspondence from Michael Laven, Airport Administration and Contracts Manager for the Airport that issue will not come before Council until January or February.

However, the current contract with Varona Enterprises for concessions services expires on March 31, 2014.

Based on Mr. Laven's timeline, this leaves very little time for the winning proposer to design, purchase, construct, install, hire and train for the new operation to be open and functioning by April 1, 2014, regardless of who is awarded the lease.

The decision about the next concessionaire at the Airport is not one I can expedite - you as Mayor and Council have sole discretion over when that issue will be resolved. I understand that the current situation and decision you are facing is a difficult one. However, I am writing to ensure that the difficulties of the political process do not spill over to a difficulty in service delivery at the Airport, which would negatively impact all of us.

Regardless of the decision you make, I am strongly recommending that a transition plan of some kind be instituted to protect passengers, employees, constituents and citizens from any disruption in service. As in the past, I am willing to work with you for a smooth transition regardless of the final decision of the City.

Thank you for your attention and consideration of this matter.

Sincerely,

Robert de Varona  
President

cc: Greg Donovan, Director, Pensacola International Airport