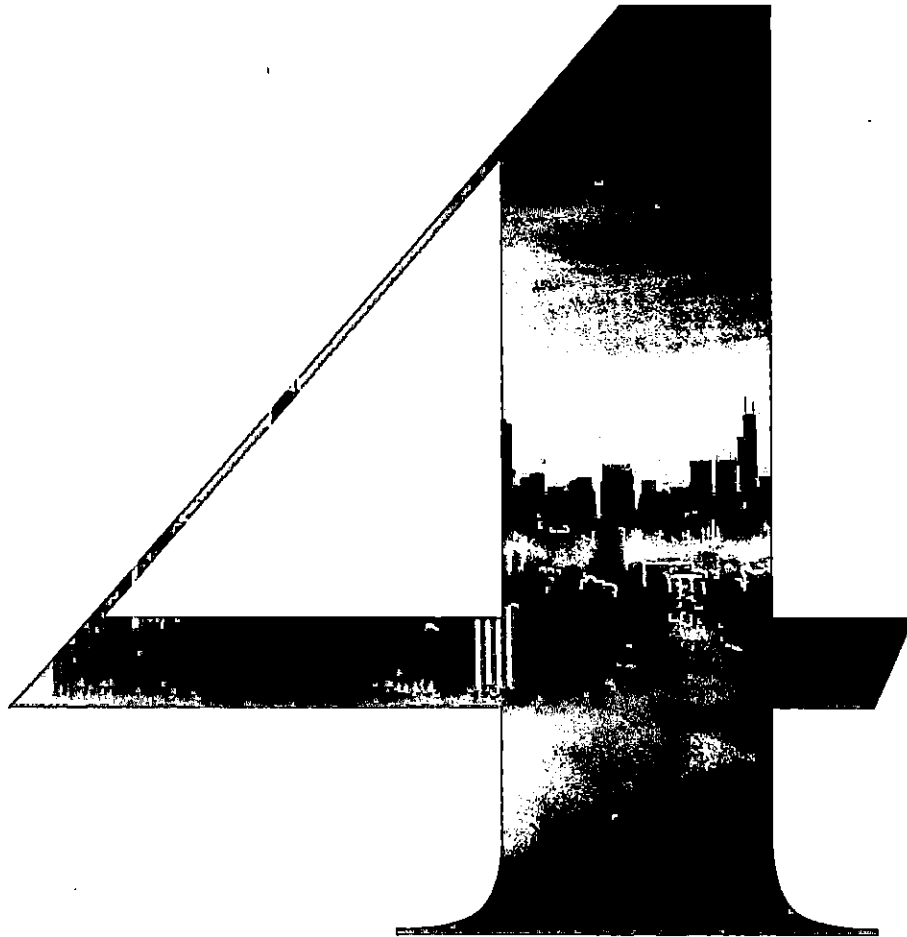
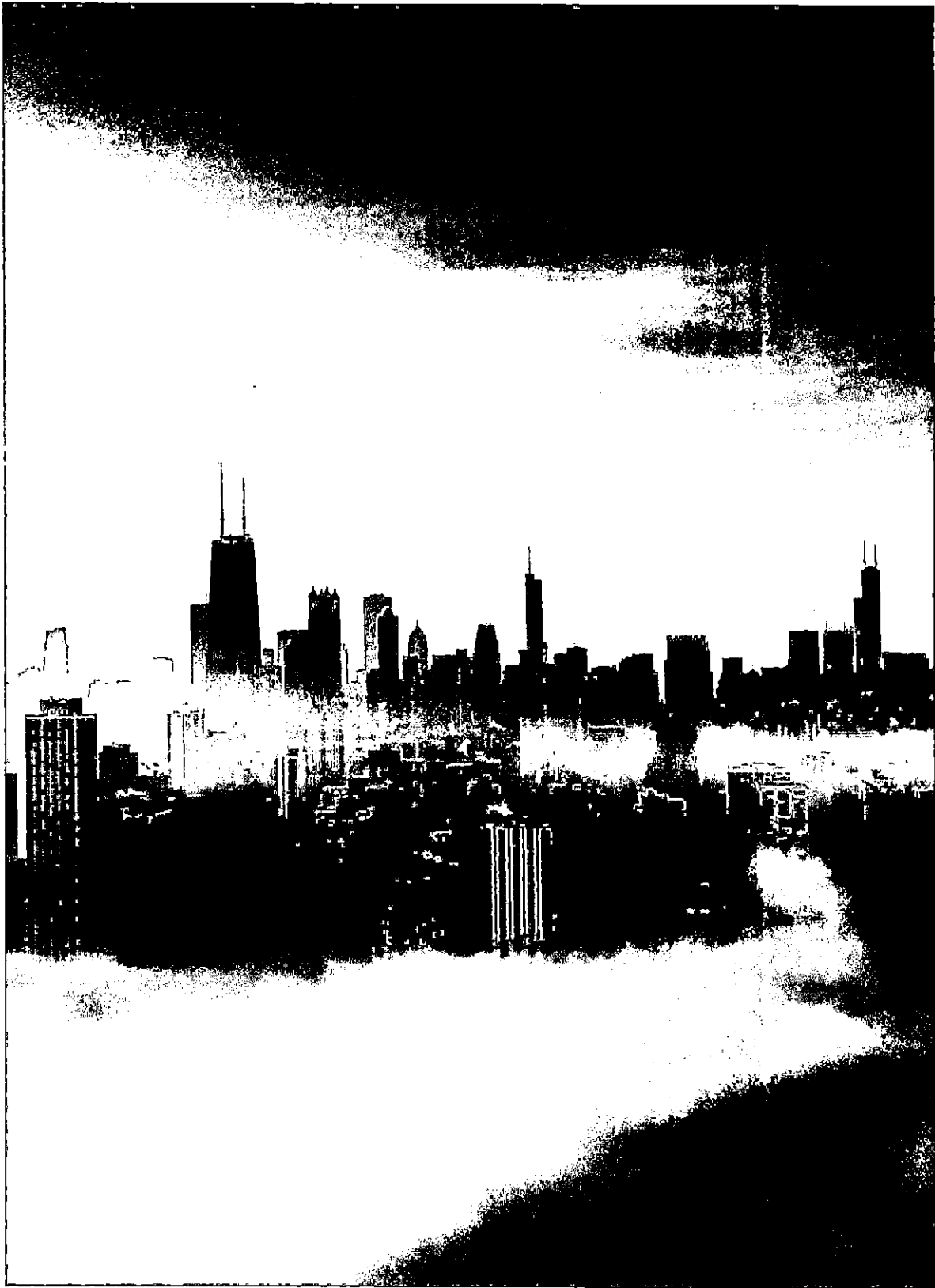


EXHIBIT 3
DEVELOPMENT PLAN



*concession's
development plan*

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Proposal Form B Concept Plan

Instructions: Provide respondent's proposed concept plan showing the following information for each proposed Concession Location. Use additional copies of this table as necessary. Submit additional information as set forth in the Proposal Requirements following this proposal form. If not proposing indicate with "n/a".

Respondent: HFF HPH SK ORD T5, LLC

Concession Location	Area in Square Feet	Concession Category	Proposed Concept/Brand	Brand Type (International, National, Regional, Local, Proprietary)	Proposed Operator	Anticipated Opening Date
Terminal 5	1,815	Multi-line Beverage & Bar w/ Small Plates	Bronzeville Bar + Bites	Local	HFF HPH SK ORD T5, LLC	180 days from taking possession of the space

Chicago Department of Aviation
Proposal Form B

November 22, 2022
1 of 1

what is bronzeville?

Bronzeville is a **proudly Black-owned business** celebrating the ancestral tradition of creating community through the language of food and beverage.

We serve as an incubator for Black and local business by **buying local**.

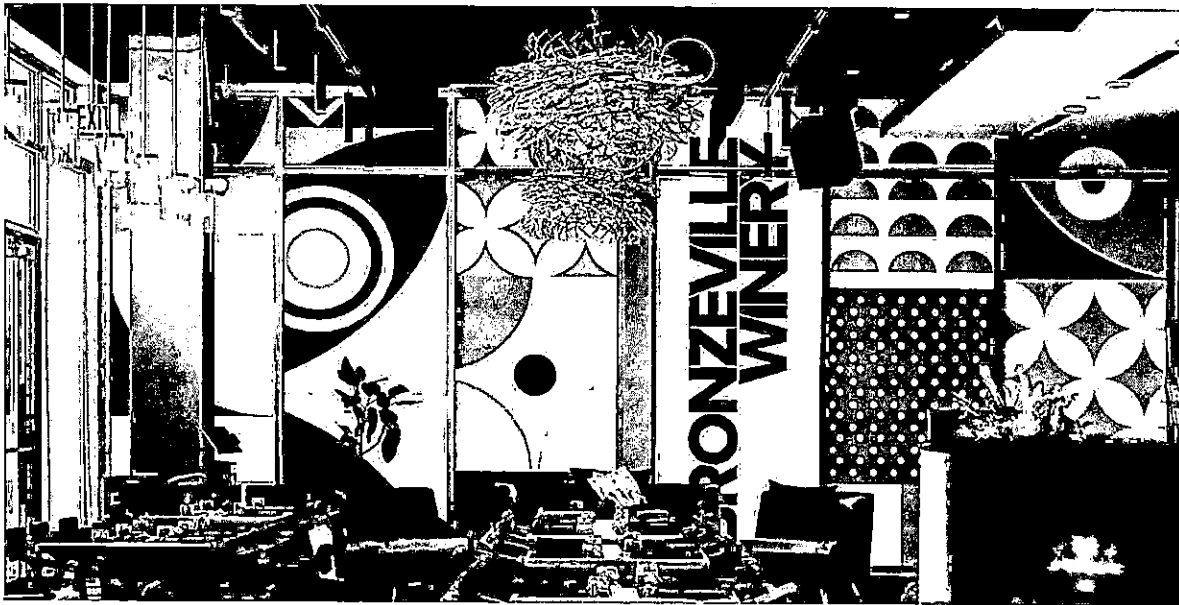
We act as a springboard through **mentorship to novice minority hospitality hopefuls** entering their careers in the world of food, beverage, and entrepreneurship.

We provide **access to opportunity and wealth-building** fueled only by their ambition and paired with training by creating opportunity and growth for those in our neighborhood.

We become the **new standard of business**.

Our menu is a take on **modern American cuisine shaped by the blending of cultures** that make Chicago one of the most exciting cities in the world.

We hope you enjoy.



culture led by food, wine and spirits.

Star-Studded Reviews

Bronzeville Winery has received multiple stars and thrilling reviews from online followers and lauded in the *Chicago Tribune*, *Chicago Sun Times*, *Crain's Chicago Business*, *The New York Times*, *Block Club Chicago*, *Hyde Park Herald* and is the recent recipient of the 2023 *Chicago Tribune* Critics' Choice Food Award for "Best Restaurant Making Waves."

Now, Bronzeville Bar + Bites brings the unique dining experience immersed in Chicago culture that has made the original Bronzeville Winery a hot new concept in Chicago to ORD. Dedicated to engaging the community, Bronzeville features an exquisite modern American menu shaped by the diversity in Chicago and programming that is representative of the voices of

Chicago, including wine talks, art openings, and curated cultural events.

Avant-Garde

Located at 4420 S. Cottage Grove Avenue in Chicago, Bronzeville Winery is an experience. The **atmosphere is steeped in modern culture**—food, art, music, dance, and literature. The ambiance resembles the Harlem Renaissance in New York and the cultural revolution of the early 1900s in Paris. That was a time of pushing boundaries to create change with bold, innovative ideas, cultural exploration, and growth. Bronzeville Winery is following that lead, and it is all at once inspirational, exhilarating, charming, and makes the proposed Bronzeville Bar + Bites perfect Chicago bar and small plate restaurant for ORD.

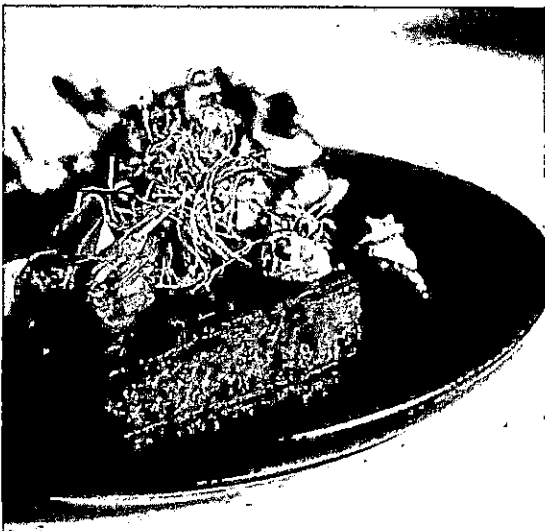


Creating Community Through Art and Culture

Since 1997, Bronzeville owner, Eric Williams has worked to create a global community through art and culture. His intention is to curate spaces where authenticity and creativity can thrive encouraging the growth of the community, personal expression, and resources. His efforts at The Silver Room are the intersection of art, community, and culture, and his latest endeavor is to bring **an exceptionally unique experience to ORD with Bronzeville Bar + Bites.**

*“Small plates but
delicious food.
The cocktails are so
exquisite that I didn’t
get to the wine.”*

- Google review



Eric Williams

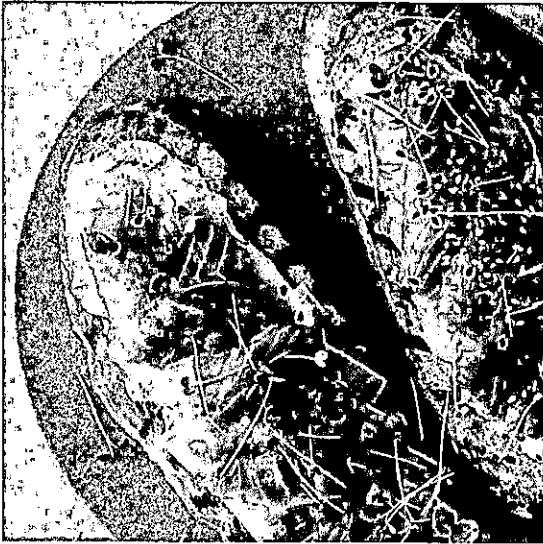
*Owner & Founder Bronzeville Winery
and Owner of The Silver Room*

Eric Williams is the founder and owner of The Silver Room, one of the most influential independent retail and community art spaces in Chicago. An award-winning entrepreneur, Eric is committed to fueling positive economic impact and strengthening communities by producing events such as The Silver Room Sound System Block Party and CONNECT Hyde Park Arts Festival.

Cecilia Cuff

Owner, Bronzeville Winery

Cecilia Cuff is a 20-year veteran of the hospitality design industry and established pacemaker in the world of hotel and restaurant development. With a global and diverse portfolio of over \$20 billion in completed new builds, renovations and overhauls, Cuff's common thread in all projects has consistently been strategic business and city planning focused on community reciprocity and inclusive programming. Her passion lies in creating projects and businesses that strengthen and inspire minority and underrepresented communities.



Bronzeville Winery evolved from the Silver Room, an established Chicago mecca for the arts. The unique experience offers a gathering place for ideas and inspiration. As an ode to the history in the area of activists, politicians, movers and shakers, artists, musicians, and writers combining Bronzeville's past with the present neighborhood.

The BW Philosophy

Hospitality and entertainment are pillars in any neighborhood. They are what draws people together, gives them something to talk about and aspire to. The waitstaff at Bronzeville is from historically under-represented communities. The people that gather at Bronzeville give them access to new possibilities by creating life opportunities.

Bronzeville Winery Airwaves (BWA)

One example of **Bronzeville Winery's contribution to the community is music.** It is home to a top-tier audiophile space, recognized and highly sought out by lovers of culture and tastemakers throughout the world. Visitors to the Bronzeville Winery are invited to participate in an elevated dining

and listening experience that is rare not only within the neighborhood of Bronzeville, but also within the U.S. Just as a connoisseur's palate delicately welcomes the subtleties of a fine wine, patrons are similarly welcomed into the restaurant with music.

Bronzeville's Ron Trent, A Chicago Personality

Chicago DJ and producer, Ron Trent, is well known for producing and playing an eclectic range of music. Raised in the atmosphere of Chicago's early underground music scene of the 1980s, he is considered to be one of the architects of the Chicago music scene.

As a respected DJ in his early teens, he achieved the confidence to embark on his own productions in the mid-80s, culminating in his first release, the highly recognized and internationally acclaimed classic, "*Altered States*," in 1990.



concept + theme

"It's a Vibe in Here."

- Bronzeville Winery

Unique Concept, Community Theme

For ORD, Bronzeville Bar + Bites offers travelers something special in an airport dining experience. The **concept was created in Chicago by Chicagoans**. The culturally themed experience offers a chef-driven menu featuring locally sourced ingredients and a sommelier-curated wine list, and beautiful decor showcasing locally crafted elements, and places Chicago's Bronzeville neighborhood on center stage. Each of these components is best for ORD as they provide tourists and locals alike with **a sense of the City and a sense of pride.**

Proven Record of Success

Bronzeville Bar + Bites is best for ORD because it is a celebration of Bronzeville, a storied history refined by modern revitalization that has put this Chicago neighborhood in the spotlight. The team that developed the original Bronzeville Winery concept was led by Eric Williams, the founder and owner of The Silver Room and by partner Cecilia Cuff of The Nascent Group. The Silver Room is a very successful, independent retail and community art space in Chicago. **Bronzeville reflects what is happening on the streets of Chicago, it is true Sense of Place.**

Experience with Revitalization

Over the course of 20 years, The Silver Room has served two prominent Chicago neighborhoods, bridging community, culture, and commerce to support independent artists. It continues to generate opportunities for creatives to connect. **Chicagoans Eric Williams and Cecilia Cuff have created a dining, art, and community experience that the community is proud to call its own.**

Design Aspects Create a Space that Invites in Every Way

The space within Bronzeville Bar + Bites offers a multisensory experience encompassing sight, smell, taste, touch, and sound. Specially designed custom light fixtures shine on locally made furniture that is globally inspired. Even the dishes reflect the design and help to tie everything together. This larger than life collage makes people feel comfortable and at home. **Bronzeville Bar + Bites is a place where travelers can find enjoyment and relaxation in the midst of travel stresses.**



Bronzeville Winery is a Beacon on a Hill in the Community

Bronzeville is carefully curating a showroom experience that introduces you to a unique arrangement of goods, sound, and events. A neighbor to both Chicago and the world, Bronzeville Bar + Bites will invite travelers to enjoy delicious food, new sounds, new art, and a warm welcome into the Chicago community.

Bronzeville—A Neighborhood Rich in History

According to a 2010 study by Brookings, the Chicago neighborhood of Bronzeville has more than \$175 million worth of concentrated buying power per square mile, exceeding the City of Chicago's average of \$168 million and suggesting an untapped potential for growth. Once renowned as Chicago's Great Black Metropolis, Bronzeville is a dynamic and culturally rich neighborhood, both an easy retreat and sought-after destination. Thanks to its location near one of the nation's busiest convention centers and aided by municipal and institutional investment, Bronzeville is enjoying a renaissance and seeking businesses to accommodate an increase in visitors.

A spot with Bronzeville's name on it can bring this neighborhood's renaissance into ORD.

menu

The chef driven Bronzeville Bar + Bites menu includes morning selections that excite and delight whether guests are stopping by for something quick or lingering between flights or a delay.

Breakfast

Avocado Toast with Arugula, Roasted Peppers and Vinaigrette on Ciabatta is a popular morning favorite. Breakfast Wraps, Acai Bowls, and Yogurt Parfaits are some of the other options available for travelers to start their day.

Starters and Small Plates

Whether guests opt for the Rosemary Potato Flatbread Pizzette or a Charcuterie Plate, **they will celebrate finding this gem of a restaurant at ORD.** Perfect with a cocktail or glass of wine, the Chef's Hand-Crafted Cheese Plate features combinations of Aged Spanish Manchego, Triple Cream Brie, Drunken Goat, and Burrata and is served with fresh Fruits + Jams and Baked Bread + Crisps. Other possibilities under these headings



include House Made Guacamole & Chips, Za'atar Roasted Vegetables, and Hummus with Warm Pita.

Salads and Sandwiches

The true talent of the chef at Bronzeville comes out on the menu with fare like his ever popular Seared Watermelon Steak Salad—accompanied by vegan feta, honeydew vinaigrette, pickled serrano, romesco, and local greens. Spinach, Caesar, and Turkey Cobb are also offered, with the option for protein add-ons at an additional charge.



“While food and wine are the focal points of the project, reinvestment in the community is what’s really driving the Bronzeville Winery.”

- Travel Noire

The hearty Turkey BLT, with Applewood Smoked Bacon, Lettuce, Tomato, Avocado and Swiss on a buttery croissant makes a perfect lunch or dinner choice. There is also a Chicken Wrap and the classic Grilled Cheese on locally baked Sourdough accompanied with Tomato Soup. Finally, kids will find a selection of menu items just for them.

Curated Wines from An Award-Winning Sommelier

Sommelier, wine culture creator, entrepreneur, and 2018 *Wine Enthusiast* 40 under 40 magazine cover, Derrick Westbrook (top right) is experienced with wine. He is the former Cellar Manager at Michelin star restaurant, Next and Beverage Director of Elizabeth restaurant. “What excites me most

about building a wine menu for Bronzeville Bar + Bites is that I can take all of my fine dining wine experiences and bring that appreciation to my neighborhood.”

A Creative Genius in the Kitchen: Meet the Executive Chef

Inviting, empathetic and lighthearted, with an unmistakable streak of creative genius, Bronzeville Bar + Bites’ Chef Dondee Robinson is bringing a whole new level of delectable, accessible sophistication, to Chicago’s bustling food scene. His impressive and extensive repertoire of restaurant positions includes Junior Sous Chef at The Drake in Chicago cooking in high volume and fine dining experiences.

sources of products

Local, Minority & Unique Vendors Set the Brand Apart

Bronzeville sources locally from minority vendors and makers and consequently creates an economic force in the neighborhood and the greater Southside. Sixty percent of beer and spirits is female, and minority owned.

Bronzeville is connected to the Chicago community through dozens of relationships with local, minority and women owned makers, artisans and suppliers.

- Herban Produce
- Turano bread
- Rare Tea
- Vietfive Coffee
- Hopewell Beer
- 18th St. Vodka, Gin Bourbon
- Cheurlin Champagne
- Funkytown Brewing
- Moor's Beer
- Aslina Wines
- Brown Estate Wines
- Uncle Nearest Whiskey
- Asrai Garden—Floral
- Norman Teague Design Studios—Furniture
- Lucy Slivinski—Lighting

*75% Percent of Initial
Costs Go Back into
Minority Vendors.*

Vendor Spotlight

Omni Ecosystems®

Community partner, Omni Ecosystems® an indoor and outdoor edible garden concept, integrates science and design into working landscapes to improve resiliency within the built environment to empower healthier, happier humans. Omni provides a whole list of greens including mint, micro cucumber, thyme, rosemary, lavender, and much more.

Funkytown Brewery

A Black-owned start-up brewery in Chicago, Funkytown brew is on the menu at Bronzeville. The owners went from taste tests at barbecues to being stocked in 200 shops around the City.

Cheurlin Champagne

Owned by NBA Hall of Famer Isiah Thomas, Cheurlin Champagne is the first African American-owned champagne. Established in 2016, 100 proof Tennessee Cheurlin Champagne is the best of brut and rose, and it is on the menu at Bronzeville.

Uncle Nearest

Uncle Yams Old Fashioned is an iconic cocktail inspired by the story of Jack Daniel's. The whiskey recipe was originally created by a slave and relaunched under the Uncle Nearest brand, which now pays homage to the great grandfather of the founders to whom all credit is due. Created in true southern style, the libation contains house-made sweet potato syrup and toasted marshmallow.

BRONZEVILLE BAR + BITES

BREAKFAST

AVOCADO TOAST | 13 ^(ve)

Toasted ciabatta, fresh avocado, arugula salad, roasted sweet peppers, vinaigrette
Add prosciutto +5

SUNSHINE SCRAMBLE | 18 ^(gf)

Two eggs scrambled, Tillamook cheddar cheese, breakfast potatoes. Choice of Tender Belly smoked bacon or chicken sausage and locally baked whole wheat or sourdough toast

BREAKFAST WRAP | 13

Soft scrambled eggs, sausage, cheddar, potatoes, spicy ketchup or aioli sauce
Add avocado +3

ACAI BOWL | 14 ^(ve)

Açaí, blueberries, banana, seeded coconut granola, cherries
Add almond butter +1.5 or fresh berries +2.5

YOGURT PARFAIT | 12 ^(v)

Greek yogurt, organic granola, seasonal berries

FLATBREADS

CAPRESE PESTO | 14 ^(v)

Pesto, roasted tomatoes, mozzarella cheese, pepper flakes, sea salt & black pepper

ROSEMARY POTATO | 16 ^(v)

Mozzarella, goat cheese, rosemary potato, mushrooms, truffle oil

PEPPERONI ARUGULA | 18

Pepperoni, crushed tomatoes, mozzarella, sliced porcini, peppers, fresh arugula

STARTERS

DANIEL'S CHARCUTERIE | 22

Assorted meats, cheeses, fresh fruit, raw vegetables, nuts, olives, spreads, baked bread + crisps

HOUSE MADE GUACAMOLE & CHIPS | 12 ^(ve)

SKINNY GUACAMOLE & FRESH VEGGIES | 9 ^(ve)

NACHOS | 14 ^(v)

Tortilla chips, cheddar cheese, pepper jack cheese, pico de gallo, green onions, jalapeno, guac, crema, cilantro
Add grilled chicken +5

CHEF'S HAND CRAFTED CHEESE PLATE | 19 ^(v)

Aged Spanish Manchego, triple cream brie, drunken goat, burrata, fresh fruits + jams, baked bread + crisps
Add smoked salmon or prosciutto +10

SMALL PLATES

ZA'ATAR ROASTED VEGETABLES | 11 ^(ve)

HUMMUS & WARM PITA | 12 ^(ve)

TOASTED MARCONA ALMONDS | 7 ^(ve)

MARINATED SPANISH OLIVES | 8 ^(ve)

TRAVEL MIX | 6 ^(ve)



^(ve) vegan

^(gf) gluten free

^(v) vegetarian

^(b) black owned

^(h) hecho en chicago

^(s) sommelier's suggestion

SALADS

WATERMELON STEAK | 16 (V) (gf)

Seared watermelon, Feta, honey vinaigrette, pickled serrano, romesco, local greens

SPINACH SALAD | 17 (V)

Tender baby spinach, dried cherries, Feta cheese, candied walnuts, red onions, vinaigrette
Add grilled chicken +6.50

TURKEY COBB SALAD | 18 (gf)

Smoked turkey breast, mixed greens, shredded carrots, Bleu cheese crumbles, tomatoes, hard-boiled egg, red onions, applewood smoked bacon, avocado, bleu cheese dressing, heirloom cherry tomatoes

CAESAR SALAD | 16 (V)

Romaine lettuce, heirloom cherry tomatoes, garlic-herb, croutons, aged Parmesan



SANDWICHES

TURKEY BLT | 15

Roast turkey, applewood smoked bacon, lettuce, tomatoes, avocado, Swiss cheese on toasted croissant

CHICKEN WRAP | 15

Roast chicken, avocado, pepper jack cheese, heirloom tomatoes, pickled onions, little gems, chili aioli, spinach flour tortilla

TOMATO SOUP & CLASSIC

GRILLED CHEESE | 14 (V) (gf)

Tillamook cheddar cheese, mozzarella cheese, local sourdough with cup of tomato soup



KIDS' MENU

GRILLED CHICKEN

SANDWICH | 10 (gf)

Roast chicken, Tillamook cheddar cheese, locally baked bun, chips

CHEESE QUESADILLA | 10

Cheddar & Monterey Jack cheeses on grilled flour tortilla

GRILLED CHEESE | 10 (V) (gf)

American cheese, local sourdough, chips

SWEETS

Praline Cheesecake | 8

Dragonfruit or Mango Sorbet | 7

Vanilla Bean or Chocolate Gelato | 7

LOW PROOF

less alcohol

BROVO ROSE SPRITZ | 12

Brovo Pink Rose Vermouth, Soda Water

ZERO PROOF

alcohol free

13:40 | 10

Green Tea + Lemonade

HAJI HEART HEALER (HOT) | 14

Blend of Fresh Juice + Calming Kava Root Chamomile, Spearmint, Hibiscus Flower, Rose

PHONY NEGRONI | 16

St Agrestis | Brooklyn

BRONZEVILLE
BAR + BITES

(ve) vegan

(gf) gluten free

(V) vegetarian

(BO) black owned

(HC) hecho en chicago

(S) sommelier's suggestion

WINE SELECTIONS

WINE LIST CURATED BY BRONZEVILLE SOMMELIER
DERRICK C. WESTBROOK

SPARKLING

	Glass
J. Charpentier, Champagne Tradition Brut 2, France	8
Field Recordings, 'Pet. Nat' Arroyo Grande Valley, California	14 ^{ve} (b)

WHITE

Clos Des Rocs, Monopole Chardonnay, Burgundy, France	17
Three Brooms, Sauvignon Blanc, Marlborough, New Zealand	15

RED

Ring Bolt, Cabernet Sauvignon, Margaret River, Australia	14 (b)
Casa Lapostolle, 'Cuvee Alexandre' Merlot, Apalta, Chile	15
Alberto Orte, 'La Antigua' Clasico Reserva, Rioja, Spain	22

BEER

DRAFT BEER

Goose Island 13 ^{he}
IPA, Chicago
Revolution Anti-Hero 13 ^{he}
IPA, Chicago
Half Acre 13 ^{he}
Daisy Cutter Pale Ale, Chicago
Metropolitan Flywheel 13 ^{he}
Pilsner, Chicago
Fat Tire Ale 13
Colorado
Guinness Stout 13
Dry Stout, Ireland

BOTTLED BEER

Funkytown 11 ^{bl} ^{he}
Cuffin' Season Irish Red Ale, Chicago
Funkytown 11 ^{bl} ^{he}
Hip-Hops and R&Brew Pale Ale, Chicago
Lagunitas 11
Little Sumpin' Sumpin' Ale, California
Budweiser 10
Pale Lager, Missouri
Stella Artois 10
Lager, Belgium
Corona 10
Pale Lager, Mexico
Modelo 10
Pilsner, Mexico
Heineken 10
Lager, Netherlands

^{ve} vegan ^w woman owned ^(b) biodynamic ^{bl} black owned ^{he} hecho en chicago

COCKTAILS & SPIRITS

HAND CRAFTED COCKTAILS

BRONZEVILLE BOULEVARDIER | 15

Uncle Nearest, Sorrel, Italian Apertivo

THINGS TO DO | 15

Cognac, Reposado Tequila, Apple, Cardamom, Vanilla, Lemon

"THAT'S DIFFERENT" | 15

Gin, Cocchi Americano, Pear, Lemon, Cacao

UNCLE YAM'S OLD FASHIONED | 15

Uncle Nearest, Housemade Sweet Potato Simple Syrup, Bitters, Roasted Marshmallow

BRAND NEW | 15

Vodka, Elderflower, Green Tea, Fresh Lemonade

13:40 | 15





House Vermouth, Sparkling Wine, Seltzer, Grapefruit

FOOL'S GOLD | 15



Light & Dark Rums, Pineapple, Honey, Ginger, Lemon

SPIRITS

VODKA

Playpen | 12  
18th Street | 12  
Belvedere | 13
Absolut | 12
Grey Goose | 13

RUM

Ten To One Caribbean
Dark Rum | 13  
Bacardi Silver | 13
El Dorado 8 year | 13
Ron Zacapa | 17



COGNAC | BRANDY

Remy Martin X.O. | 46
D'ussé X.O. | 36
Hennessy V.S | 11

GIN

18th St | 12  
New Amsterdam | 12
Applewood | 12
Bombay Sapphire | 13
Hendrick's | 12
Tanqueray | 12
The Botanist | 13











WHISKEY | BOURBON

Brough Brothers | 12 
Old Forester Rye | 15
Uncle Nearest | 12
Fuyu Japanese Small
Batch | 17 

SCOTCH


Balvenie Caribbean
Cask 14 yr | 31
Glenfiddich 12yr | 16
Dewars White Label | 14

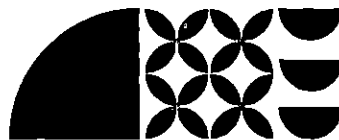
TEQUILA | AGAVE

123 Organic Blanco | 15 
123 Organic Reposado | 18 
123 Organic Anejo | 22 
Bahnez Mezcal | 12
Casamigos | 13
Disbelief Blanco | 16  
Disbelief Reposado | 16  
Don Julio Blanco | 14
Gran Coramino Reposado | 13
Gran Coramino Anejo | 15
Nosotros Blanco | 16 
Libelula Reposado
Blanco Blend | 13
Paquera Espadin Mezcal | 15 
Pluma Negra Mezcal | 18 

 vegan  woman owned

 biodynamic  black owned

 hecho en chicao



capital improvements

Bronzeville Winery Aesthetic

Exploring and complementing the important history of the Bronzeville Chicago Neighborhood as well as the vital 4400 Cottage Grove Development Project were the initial desires when approaching the Bronzeville Winery Space. Eric Williams and Cecilia Cuff selected innovative Chicago architectural leader, **Future Firm**, to bring to fruition ideas that married the warmth and acceptance of unforgettable Chicago evenings with the rawness and allure of the natural concrete structures and architectural movement characterized by minimal addition to the new space.

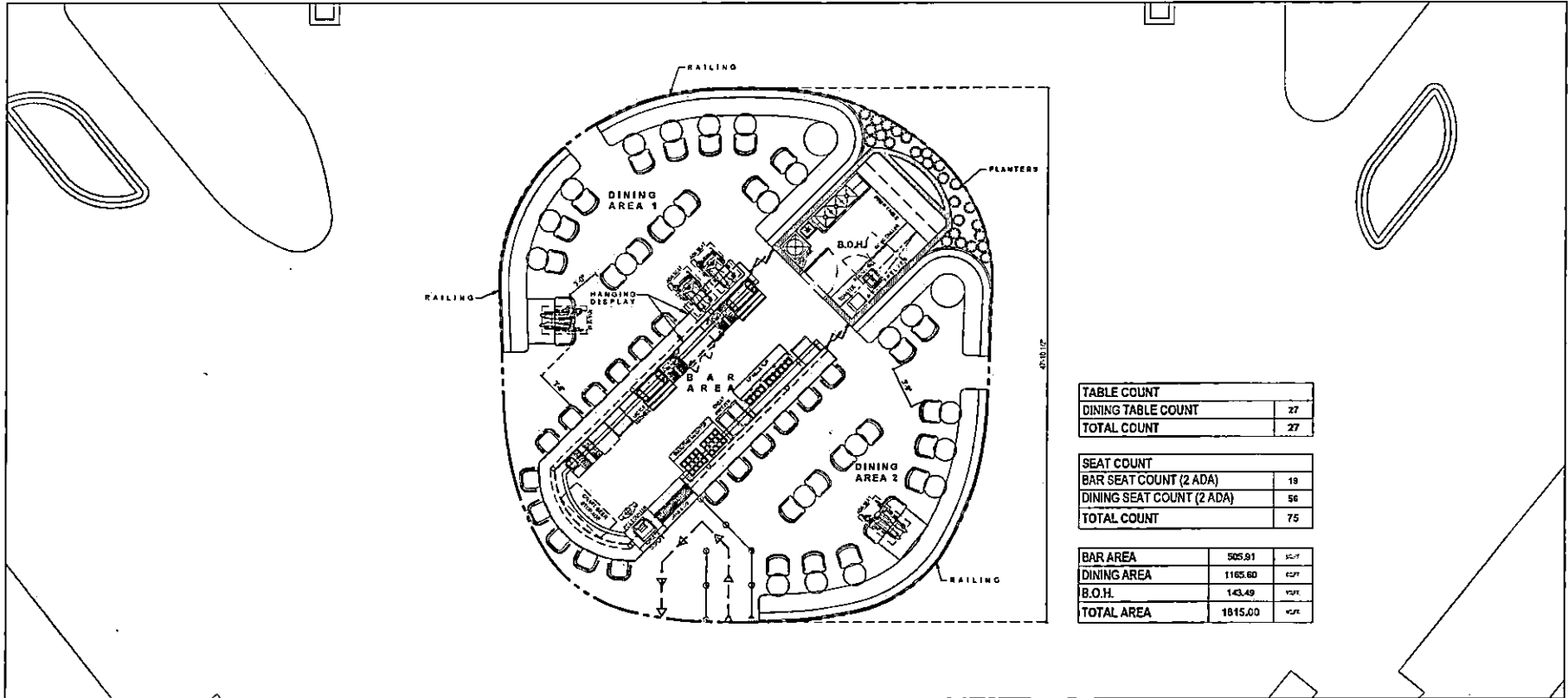
Pairing **impressive statement focal points** such as wine walls and artists showcase spaces with important curated moments such as an interactive Chef's Table and a Wine Emotion tasting station, the group used a **minimalistic approach to create a space characterized more by the people who filled it than décor or additions**. By playing with angular geometric shapes, carefully selected lighting, bare building materials, and monochrome colors, visitors are presented with a feeling of approachability and inspiration as they move about the dining space.

Sustainability in Design and Construction

We use green materials throughout our build-outs, including low-VOC paint, energy efficient lighting, and locally sourced and manufactured materials and furniture. We will ensure that the design and construction of Bronzeville Bar + Bites will comply with the CDA's SAM. See pages 2-19 through 2-20 to read about our architect partner, Zebra Design, and their LEED-certified architect, Zachary Shirk.



layout plan



circulation plan

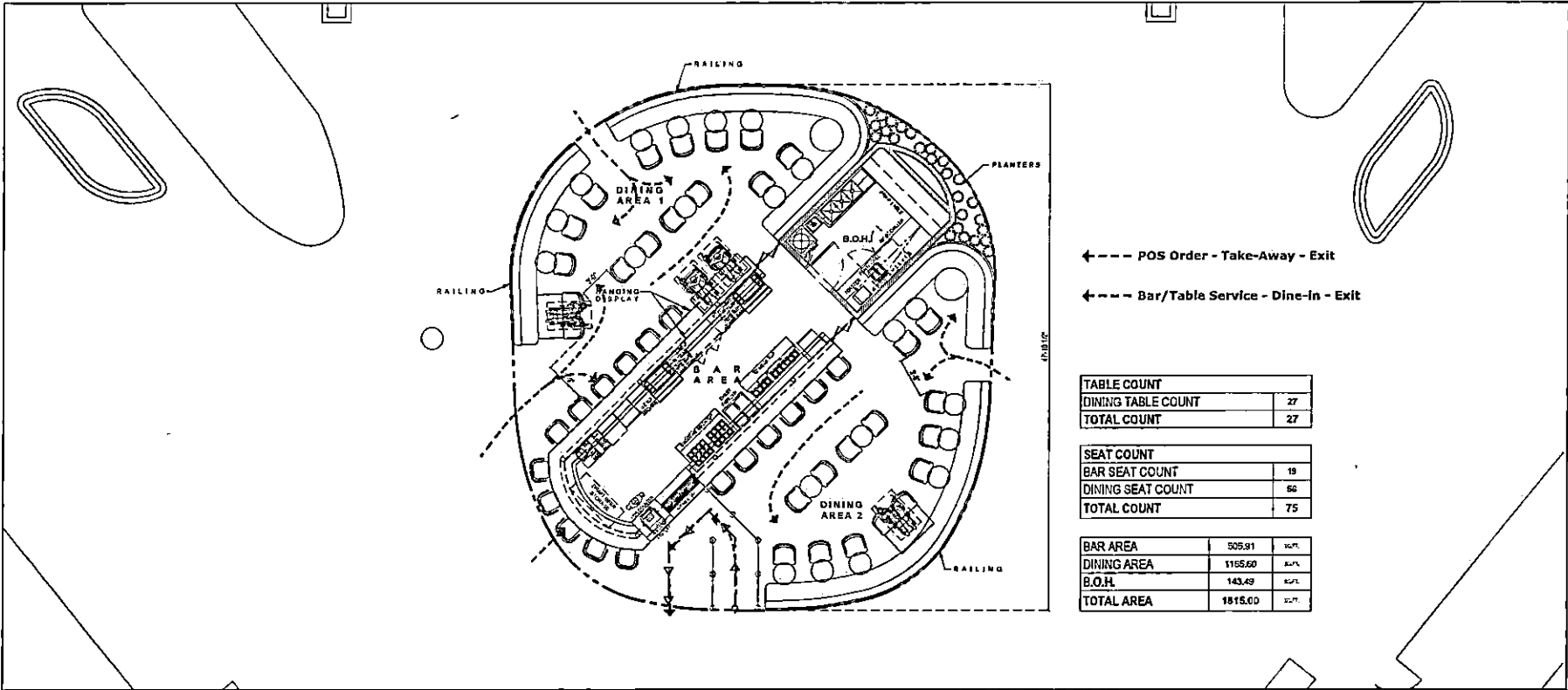


TABLE COUNT	
DINING TABLE COUNT	27
TOTAL COUNT	27

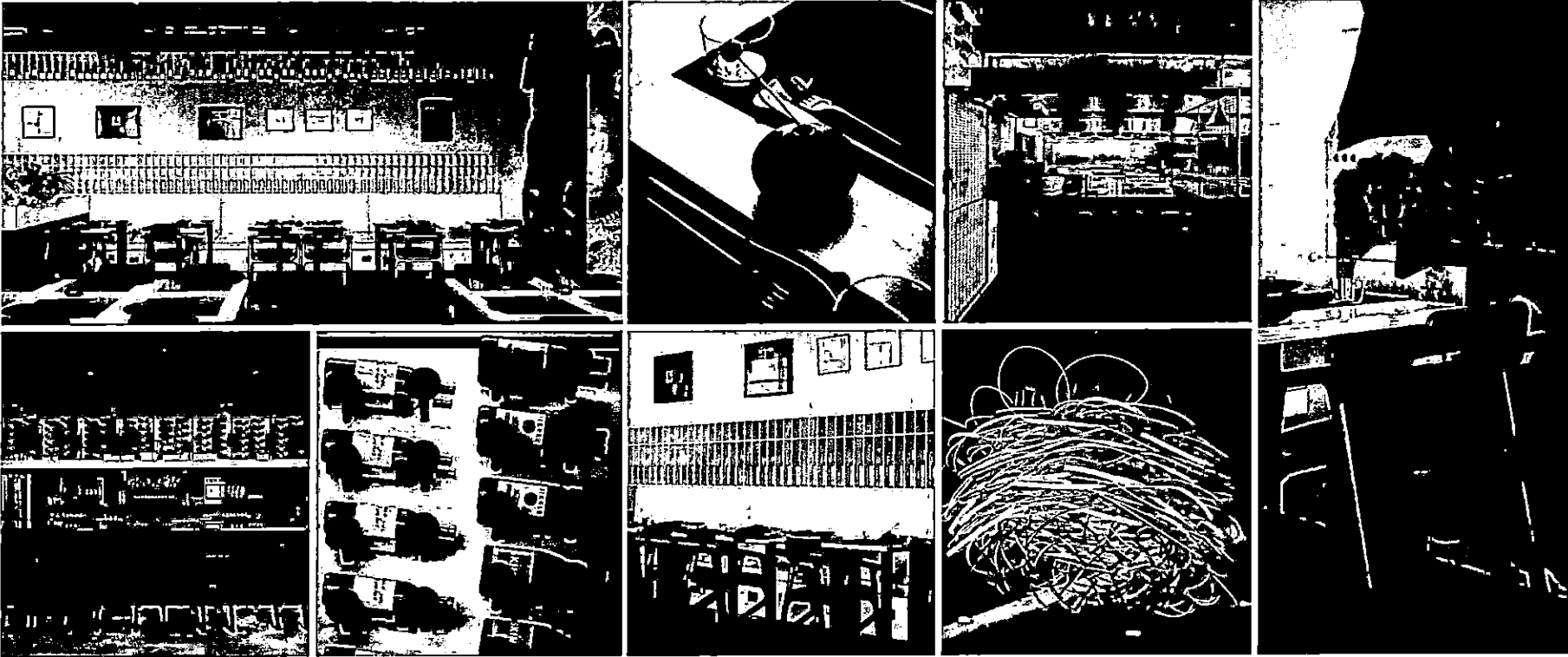
SEAT COUNT	
BAR SEAT COUNT	19
DINING SEAT COUNT	56
TOTAL COUNT	75

BAR AREA	505.91	sq.ft.
DINING AREA	1155.60	sq.ft.
B.O.H.	143.49	sq.ft.
TOTAL AREA	1815.00	sq.ft.

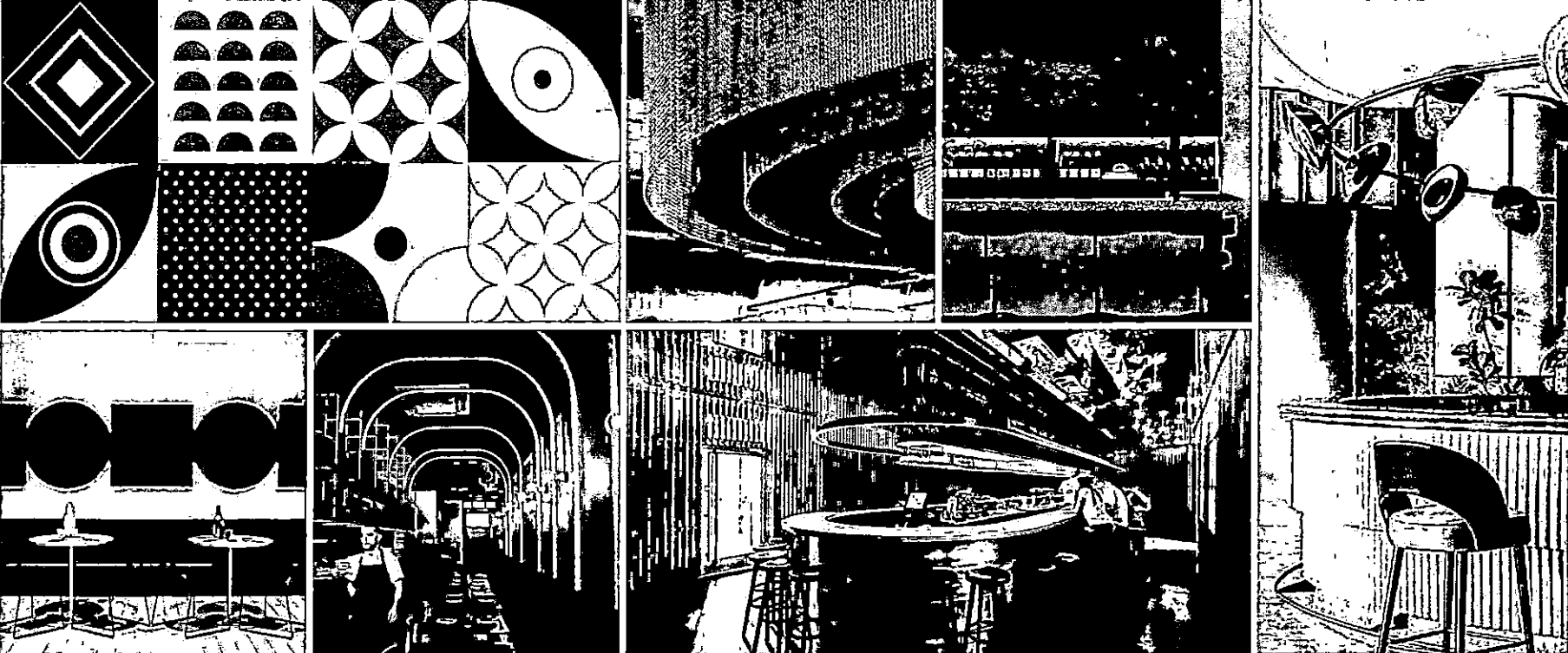
brand mood board



existing restaurant design elements



design mood board



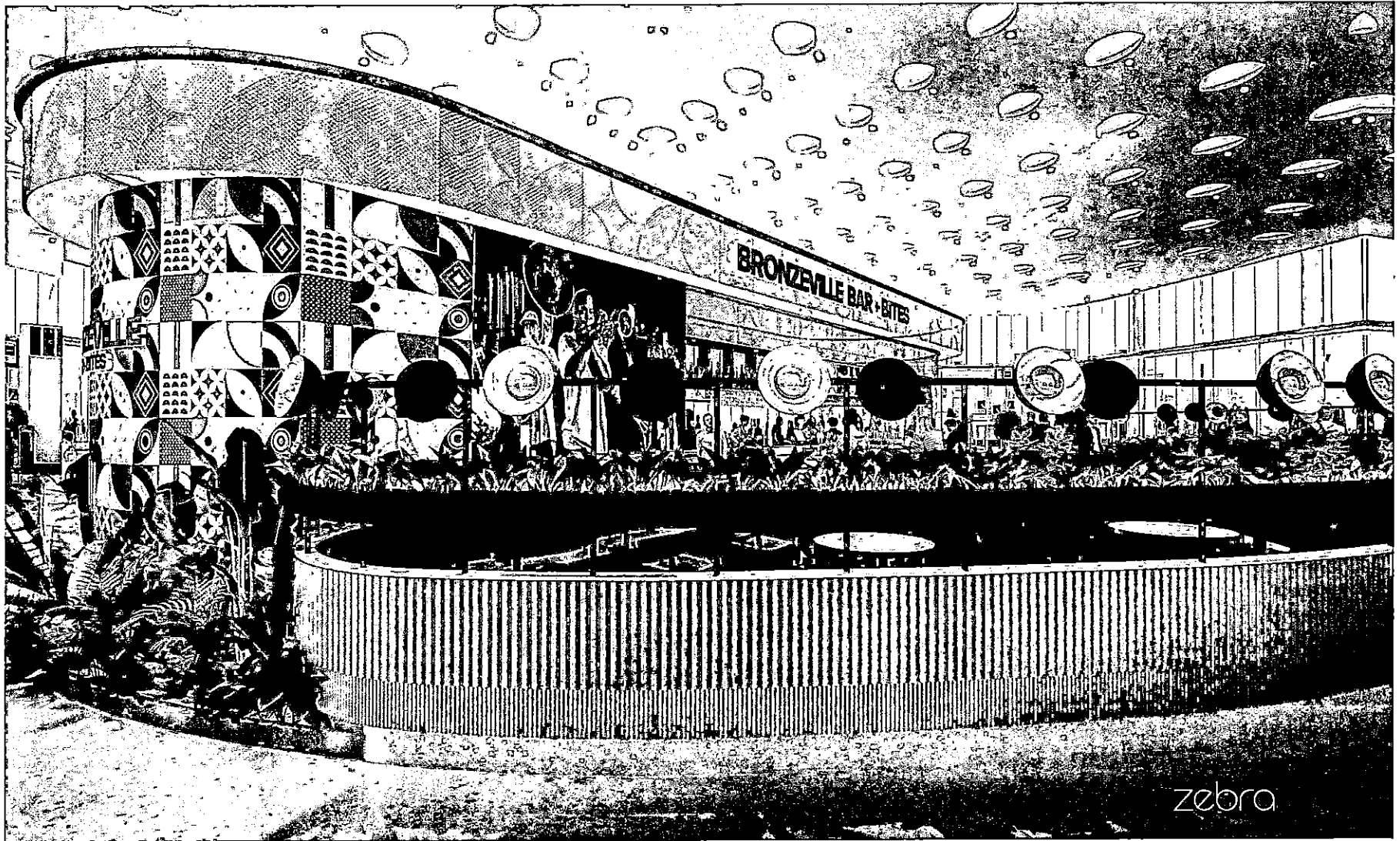
design mood board

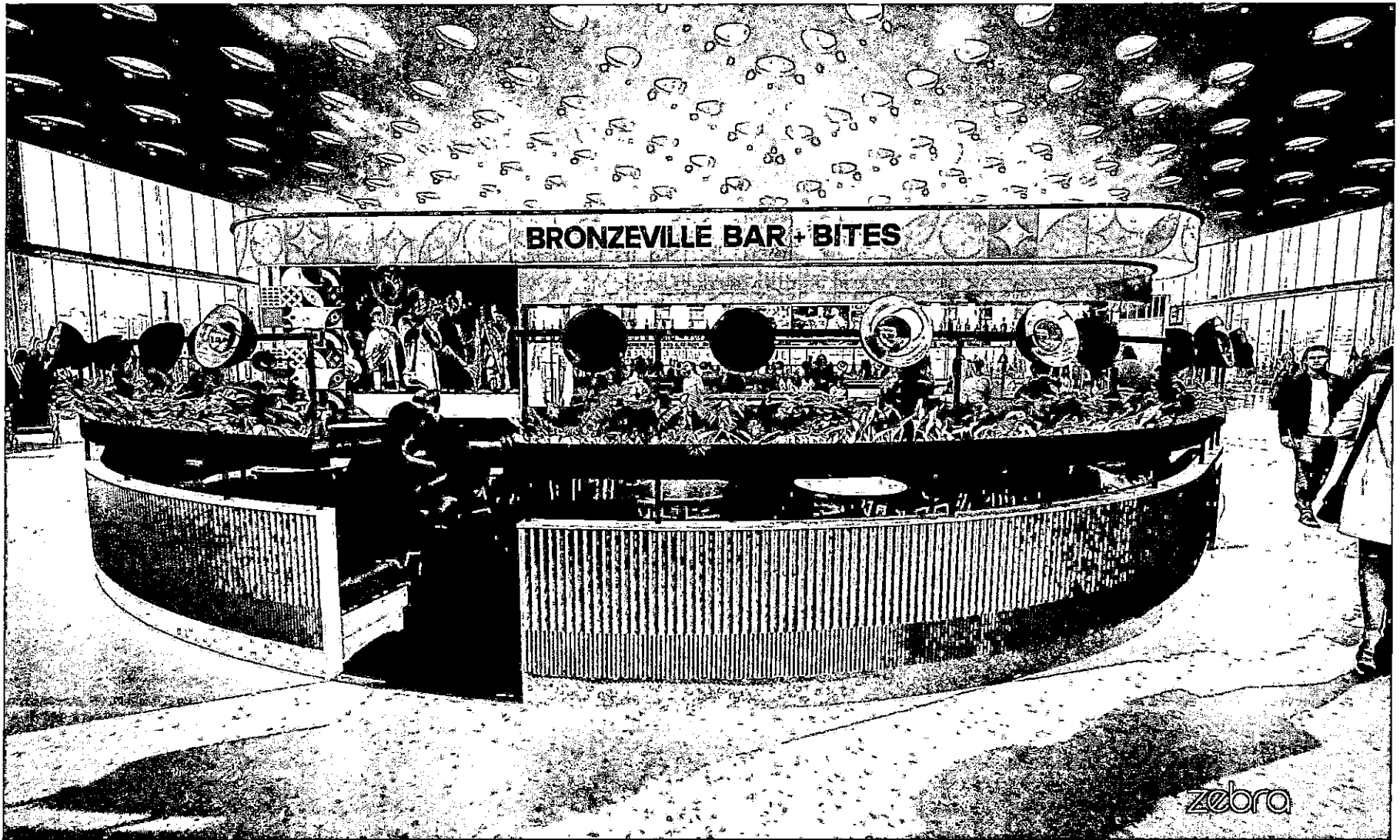


BRONZEVILLE

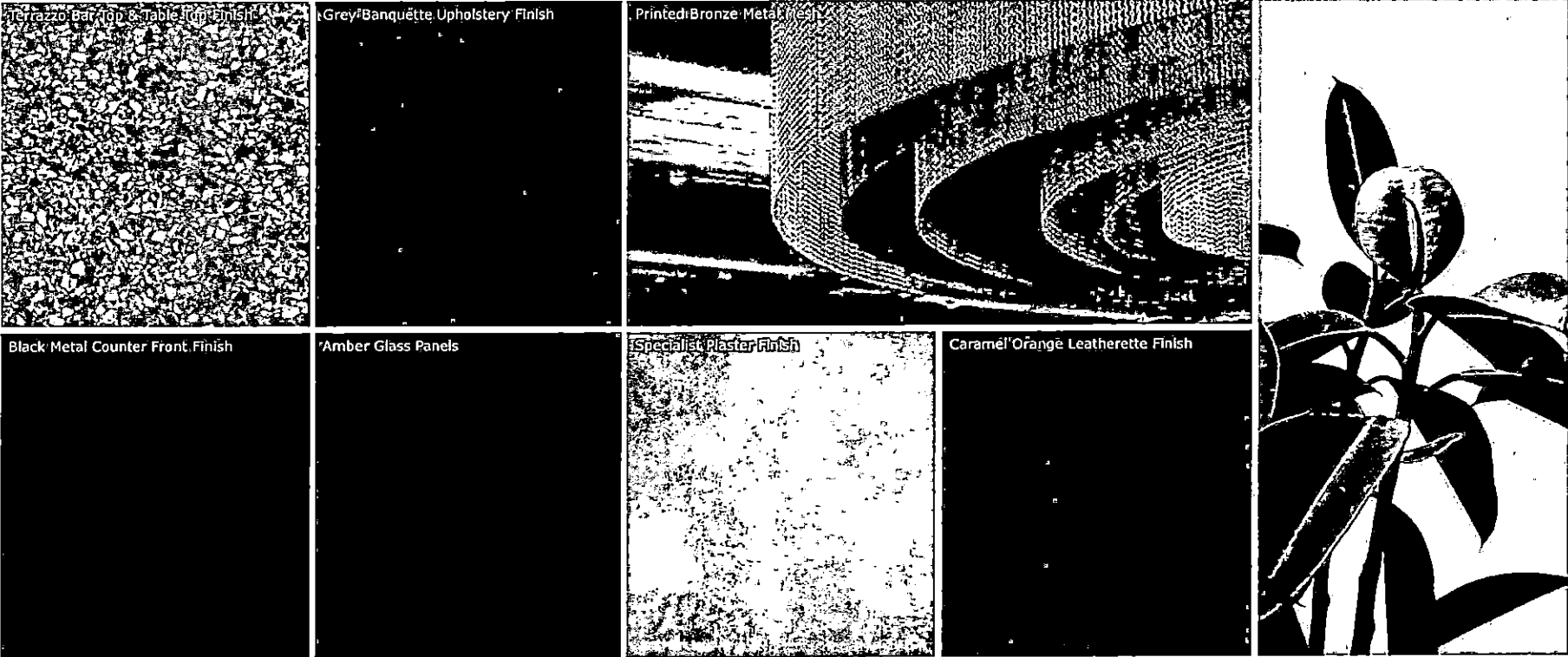








materials palette



marketing plans/designs

High Flying Foods, Hyde Park Hospitality, and Santa Klorina all bring a wealth of knowledge on the creative front. We love to tell stories, showcase and create. Marketing is the first impression we can make on guests and so it is an opportunity that we take seriously.

HFF collaborates **closely with brand partners, like the Bronzeville Winery team**, to maximize the reach of local and national marketing efforts and drive traveler interest in the experience.

We use **traditional and modern marketing** techniques to speak to the broadest variety of guests.

We participate in **airport marketing initiatives** and view our approach to guest service as one of our most powerful marketing tools.

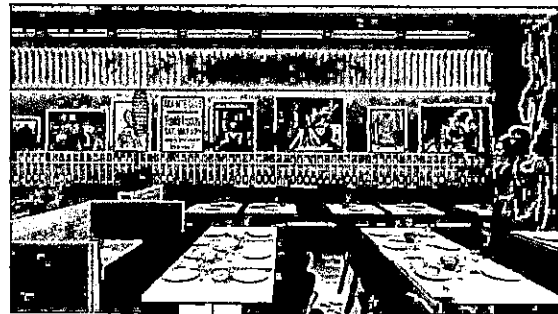
Fluent in Social Media

Facebook? Check. Instagram? Double check. Twitter? Of, course. And Snapchat? You bet! Our highly social team will continue to **use social media tools** as new tools and trends

emerge. We use social media to connect to travelers and respond to guest feedback in real time.

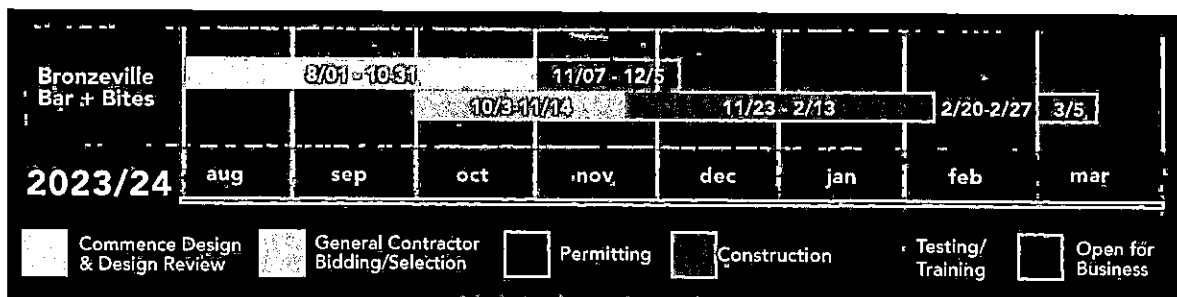
High Impact Signage & Incredible Design

We believe marketing begins with the proposal, runs through design and construction of a stunning space that paves a way forward, providing rich sense of place and attracting travelers. Strategic and highly designed signage complements the bar location and the open and inviting plan welcomes travelers in.



construction schedule

The construction schedule for the proposed locations is based on award in the third quarter of 2023, and a location delivery date between the first and second quarter 2024 (estimated March 5). High Flying Foods will not exceed 180 days between taking possession of the space and opening.



BRONZEVILLE WINERY

January 6, 2023

Mr. Glenn Meyers
Managing Member
HFF HPH SK ORD T5, LLC
123 Second Street
Sausalito, CA 94965

Re: Bronzeville Winery Letter of Authorization for ORD-T5

Dear Glenn,

Please accept this letter confirming authorization provided by Bronzeville Winery to HFF HPH SK ORD T5, LLC ("HFF") to propose "Bronzeville Bar + Bites" in response to the City of Chicago RFP to Lease, Develop, and Operate Food and Beverage Concession in Terminal 5 issued November 22, 2022 for Chicago O'Hare International Airport ("ORD").

HFF is authorized to include Bronzeville Winery's trademarks, logos, menus, and systems in the above-mentioned proposal submission and has permission to prepare this proposal with our full support. We share the goal of seeing an incredible, revered Chicago neighborhood Signature Multi-line Beverage Bar and Small Plate brand operated by HFF and/or its partners at ORD.

This letter will remain in effect for two years following the date written above and may be extended by mutual written agreement of the parties.

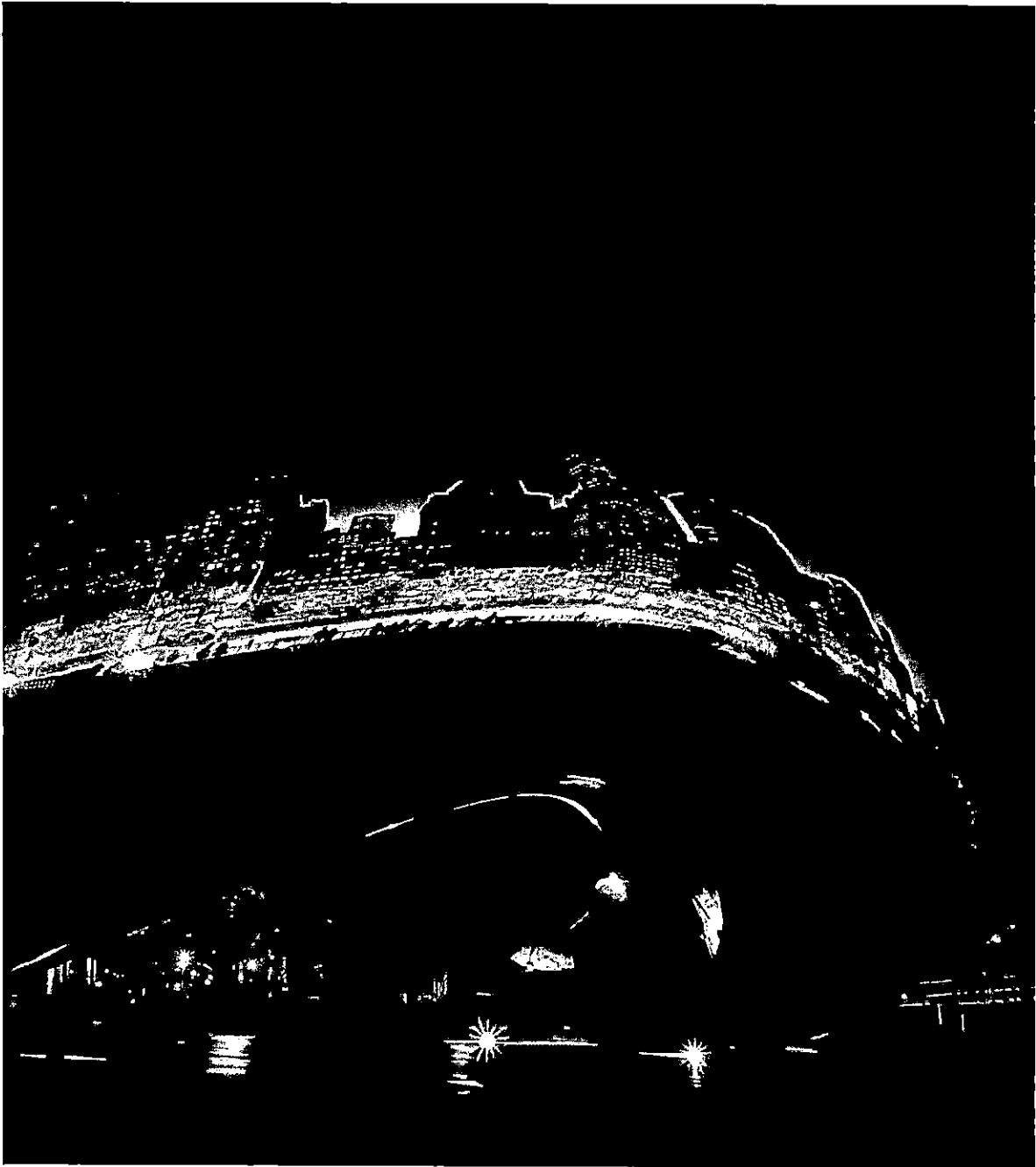
We are grateful for your consideration of the Bronzeville Winery brand to be included in the HFF HPH SK ORD T5, LLC proposal.

Kind regards,



Cecilia Cuff

Cecilia Cuff
Co-Owner
Bronzeville Winery
4420 S. Cottage Grove Avenue
Chicago, IL 60653
(312) 593-3948



compensation to the city

page does not count toward page limit per the RFP (required divider page)



Proposal Form G

Proposed Concession Fee Rates

Compensation to the City consists of the Minimum Annual Guarantee Fee ("MAG") and Percentage Fee as described in Section D.2. of the RFP. The City has established the MAG to be paid the City during the Lease Years of the Term. This amount is not "biddable." Any respondent who states a different amount in its proposal will be deemed non-responsive and eliminated from further consideration for award of the offered concession. The City has not established a range of Percentage Fee Rate (s) for each concession category. Respondents must propose a Percentage fee rate(s) for each Package. Any respondent who fails to propose a Percentage Fee Rate(s) will be deemed non-responsive and eliminated from further consideration for award of the offered concession.

Respondent: HFF HPH SK ORD T5, LLC

1) Proposed Percentage Fee Rate:

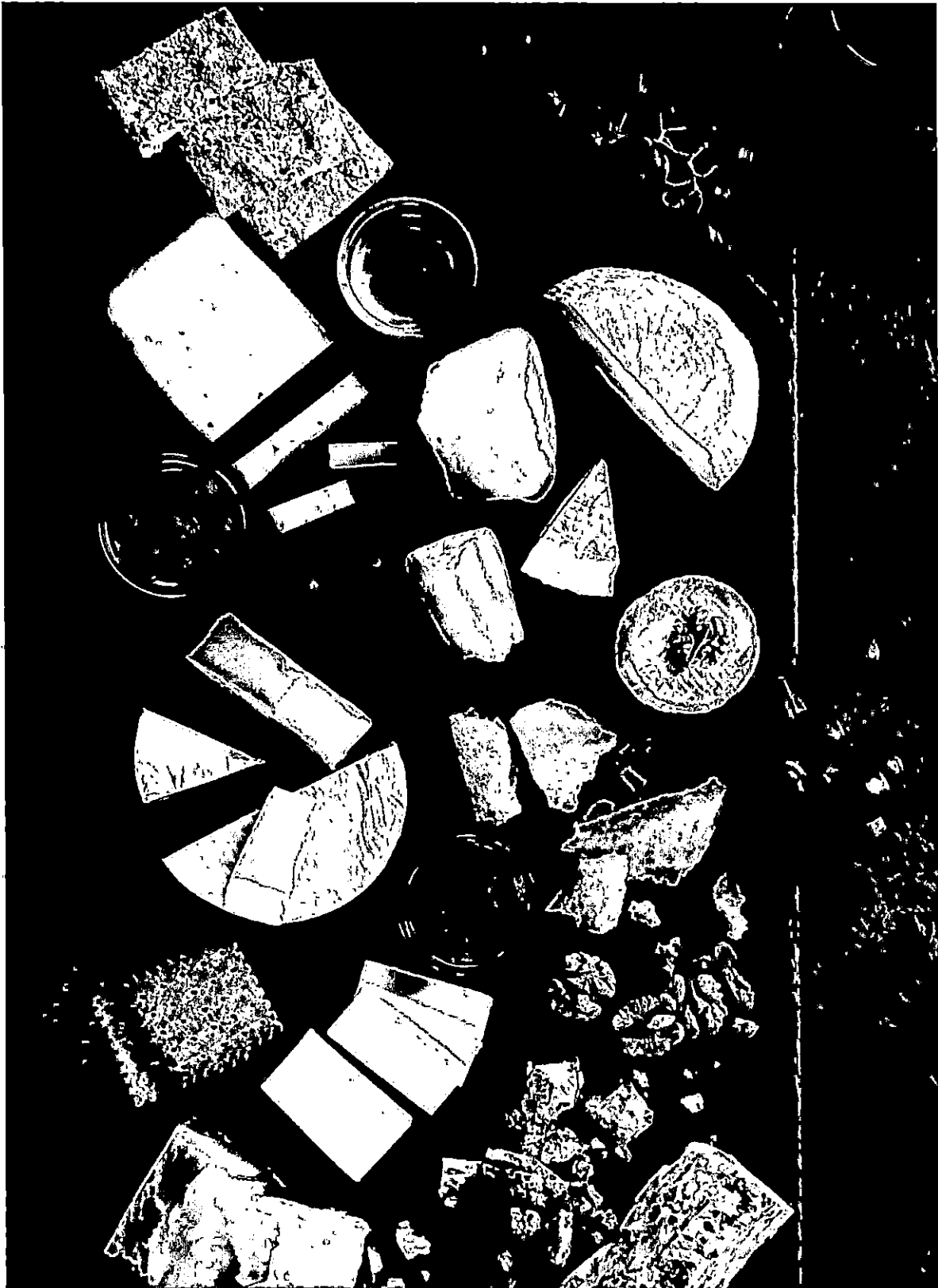
Terminal 5	Percentage Fee Rate Ranges (for product categories)	Proposed Sales Tiers	Proposed Percentage Fee Rate
Food & Nonalcoholic Beverage	11.0 to 13.0%	None	12.0%
Bar and Alcoholic Beverage Sales	14.0 to 16.0%	None	15.0%

Note: if not proposing on one or more concession categories (packages) indicate with an "n/a" in the corresponding boxes.



*projected sales, net
income, & cash flow*

page does not count toward page limit per the RFP (required divider page)



**Proposal Form C
Projected Gross Receipts by Concession Type**

Instructions: Provide a good faith estimate of Gross Receipts for each proposed Concession for the 2023 through 2033 Lease Years. The listing of Proposed Concession on this form should correspond with respondent's proposed concept plan. Use additional copies of this table as necessary. On a separate sheet, provide major assumptions in narrative format. Locations not included in Respondent's proposal should be indicated with an "n/a".

Respondent: **HFF HPH SK ORD T5, LLC** Proposed Concept: **Bronzeville Bar + Bites**

Location	Concession Type	Proposed Concept/Brand	Anticipated Opening Date	Projected Gross Receipts											
				10 Months 2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2 Months 2034	Total 2024-2034
Terminal 5	Multi-line Beverage & Bar w/ Small Plates	Bronzeville Bar + Bites	2/28/2024	\$3,375,000	\$4,601,250	\$4,739,288	\$4,881,466	\$5,027,910	\$5,178,747	\$5,334,110	\$5,494,133	\$5,658,957	\$5,828,726	\$1,467,870	\$51,587,457

Chicago Department of Aviation
Proposal Form C

November 22, 2022
1 of 1

Please see the following page for assumptions used for Proposal Form C.

Assumptions for Form C

Total Gross Receipts. Estimated sales are first derived from spend forecasts using ORD historical enplanements sales. Consideration is then given to boarding areas and the location of Terminal 5's security checkpoints, the concept type, our proposed brand, the location within the terminal (including adjacent proposed concessions), the proposed concept's seat count, and the number of locations open.

Gross Receipts Growth Rate. Gross Receipts are assumed to grow at 3.0% year-over-year throughout the lease period to account for inflation and enplanement growth.

Timeline. The lease is assumed to commence on March 1, 2024 and expire on February 28, 2034 to account for a 10-year lease.



capital investment & financing plan

page does not count toward page limit per the RFP (required divider page)



Proposal Form D Capital Investment and Financing Sources Plan

Instructions: Provide proposed capital investment and financing sources for each proposed Concession Package. Investment includes leasehold improvements; furniture, fixtures, and equipment; franchise fees. Investment does not include other start-up costs. The listing of Proposed Concessions on this form should correspond with respondent's proposed concept plan. Use additional copies of this table as necessary.

Respondent: HFF HPH SK ORD T5, LLC

Packages Proposed: Signature Multi-line Beverage Bar and Small Plate

Concession Location ID	Proposed Capital Investment	Financing Sources (Investor and Debt or Equity) and Amount					
		Source 1	Amount 1	Source 2	Amount 2	Source 3	Amount 3
Terminal 5	\$2,541,000	Equity	\$1,270,500	Bank Loan	\$1,270,500		

Chicago Department of Aviation
Proposal Form D

November 22, 2022
1 of 1

Detailed Cost Estimate

Bronzeville Bar + Bites:

Development Cost	\$71,000
Construction	\$1,900,000
Architect & MEP	\$90,000
Equipment	\$320,000
Signage	\$55,000
Training	\$50,000
Completion Bond:	\$55,000
Total	\$2,541,000