



Los Angeles
World Airports

July 6, 2020

Honorable Paul Koretz
Councilmember, Fifth District
Los Angeles City Council
200 North Spring Street, Room 440
Los Angeles, California 90012

LAX

Van Nuys

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Karim Webb

Justin Erbacci
Interim Chief Executive Officer

SUBJECT: Council File 11-1678-S3 Vegan Protein Options at LAX

Dear Councilmember Koretz,

In response to Council motion 11-1678-S3 (Koretz, Bonin, O'Farrell, Ryu), Los Angeles World Airports (LAWA) thanks you for your leadership as a steadfast supporter of healthy food options for all Angelenos and the millions of travelers who come from all over the world to Los Angeles each year. LAWA strives to provide a variety of offerings, including vegan menu items, at most of our food concessions throughout our terminals, with an understanding that we are serving a diverse community of guests and employees.

As we continue to modernize our airport, we are committed to ensuring that concession operators give full consideration to a strong variety of menu offerings, including vegan menu items, during future procurement opportunities. When new concept opportunities arise, our concessionaires are made aware that LAWA prefers that they support and provide local brands with broad appeal, including vegan options. We will encourage to the greatest extent possible our concessionaires to install concepts that have at least one or more vegan protein options. We understand the importance of balanced options and are fully invested in providing an array of options in all of our terminals.

As part of LAWA's concession program goals, all dining locations will need to identify all of their vegan, vegetarian and gluten-free options on their menu and digital menus by end-of-year 2020. We want to ensure that not only do we have balanced offerings at our terminals but that all of our guests are informed of all the available food options.



As food trends grow toward more healthy offerings, dining concepts at Los Angeles International Airport (LAX) have increased the vegan/vegan protein and vegetarian options to accommodate this preference, thus creating many more options than in the past. As of late 2019, vegan protein options were available in all LAX terminals. Concessionaires at LAX offered 55 vegan protein options at 43 sites. This is a good start, but we understand that we can do better. LAWA staff will ensure that current and potential concessionaires understand that food concessions at LAX should, to the greatest extent possible, provide at least one vegan protein option at each establishment, and that multiple and varied vegan protein options ultimately need to be provided in each terminal.

The one concessionaire to pursue a fully vegan brand/concept at LAX reported to LAWA that, despite their efforts to assist the brand in improving its performance, the brand failed to meet annual sales goals and manage a sustainable business operation. Furthermore, federal regulations require that we obtain "fair market value" for concession tenants at the airport, which precludes us from giving financial preference to a vegan concept as a "public benefit." Nevertheless, we are confident that all the above policies and trends will continue to result in robust vegan options at LAX. You have our commitment that, as new concession opportunities arise, we will continue to ensure numerous offerings in every terminal for our vegan guests.

Thank you for your continued partnership. If you have any questions or concerns, please contact me or Michelle D. Schwartz, Chief External Affairs Officer, at mschwartz@lawa.org.

Sincerely,

A handwritten signature in blue ink, appearing to read "Justin Erbacci", is written over the word "Sincerely,".

Justin Erbacci
Chief Executive Officer

cc: Hon. David Ryu, Chair, Health, Education, Neighborhood Council, Parks,
Arts, and River Committee
Hon. Mike Bonin, Councilmember Eleventh District
Hon. Mitch O'Farrell, Councilmember Thirteenth District

JPE:MDS:MSA