

John P. Loza

**3500 Oak Lawn Ave.
Suite 500
Dallas, Texas 75219**

June 16, 2010

Mayor Tom Leppert
Dallas City Council
1500 Marilla St.
Dallas, Texas 75201

Dear Mayor Leppert:

I am writing this letter in strong support of the extension and renewal of the food and beverage concession contract between the City of Dallas and Mr. Gilbert Aranza at Love Field Airport and its new terminal. As a former member of both the Dallas City Council and the Dallas/Fort Worth International Airport Board of Directors, I am very familiar with Mr. Aranza's operations at both Dallas-area airports. I know Mr. Aranza personally, and I have the highest regard for his business acumen, his integrity and his commitment to minority and women-owned business enterprises. I cannot fathom why Mr. Aranza has been demonized when he is one of the most responsible and conscientious operators at our city's airports.

Mr. Aranza has consistently been one of the highest ranked concessionaires at DFW, and his operations at Love Field also receive very favorable ratings. I could possibly understand the alleged concern with regard to awarding Mr. Aranza the renewal at Love Field if his concessions had ever been deemed unsatisfactory, but this is simply not the case. The idea that Mr. Aranza has acquired his status through political favoritism is, quite frankly, ludicrous. Mr. Aranza and his company have worked very hard to achieve their level of success and that is reflected in the rankings that his concessions have received throughout the years.


Also spurious is the idea that awarding this contract without going out for bid is somehow unprecedented. I know that DFW Airport routinely grants extensions and renewals at the end of concession leases, sometimes resulting in lease terms greater than 20 years. DFW also has increasingly relied on what are called "sole source" contracts, which are new contracts, also not put out for bids. To expect Mr. Aranza to continue to invest in Love Field, especially when major construction is about to begin, without any reasonable expectation of being able to recoup that investment, is extremely unfair and patently unreasonable.

I urge you to follow the recommendations of your staff, who, along with respected outside consultants, have exhaustively studied this issue and arrived at a proper conclusion. I cannot speculate on why there are those who seek to lead you down a

rabbit trail with regard to this issue, but I can tell you that Mr. Aranza has done nothing to deserve being treated in such a manner. His record of performance is admirable and he should be considered a role model for minority entrepreneurship. To change this process at the last minute for what amount to political considerations, at best, is unfair and not good for the citizens of Dallas.

Please feel free to contact me if you would need any further information, and thank you for your service to the City and its people.

Respectfully yours,

A handwritten signature in black ink, appearing to read "J.P. Loza", with a long horizontal flourish extending to the right.

John P. Loza

c: file