



REQUEST FOR PROPOSALS FOR THE TERMINAL 1 RETAIL CONCESSION LEASES AT SAN FRANCISCO INTERNATIONAL AIRPORT

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 1 Retail Concession Leases. The Request for Proposals includes 2 Newsstand Leases, 1 Newsstand and Convenience Store Lease bundle, 1 Electronics Lease, 1 Regional Gift Store Lease, 1 Bath & Beauty Store Lease and 1 Sunglass Store Lease.

The proposed minimum financial offers range from \$124,000.00 to \$480,000.00 with terms of seven or ten years. Rent for the Electronics Store shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved from licensed electronic products and hardware products; plus 12% of Gross Revenues achieved up to and including \$500,000.00 (excluding licensed electronic products and hardware products); plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00 (excluding licensed electronic products and hardware products); plus 16% of Gross Revenues achieved over \$1,000,000.00 (excluding licensed electronic products and hardware products). Rent for all other leases shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 12% of Gross Revenues achieved up to and including \$500,000.00; plus 14% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00; plus 16% of Gross Revenues achieved over \$1,000,000.00. Small, local and disadvantaged businesses are encouraged to participate.

The Informational Conferences will be held on Wednesday, January 24 at 10:00 a.m. and 1:30 p.m. at the Aviation Museum at San Francisco International Airport. The same information will be presented at each conference, attendance at both is not encouraged.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Clarissa Mamaril, Principal Property Manager, Revenue Development and Management Department, (650) 821-4500.