



REQUEST FOR PROPOSALS FOR THE INTERNATIONAL TERMINAL “A” FOOD HALL & CAFÉ, HISTORIC RESTAURANT, AND COFFEE KIOSK CONCESSION LEASES AT SAN FRANCISCO INTERNATIONAL AIRPORT

San Francisco International Airport is accepting proposals for the following opportunities:

- International Terminal “A” Food Hall and Café Concession Lease
The Minimum Annual Guarantee (“MAG”) for the first year of the lease shall be \$495,000.00. The term of the lease is ten (10) years with two (2) one-year options. The base rent shall be the higher of the MAG or the sum of the percentage rent structured as follows: 6% of Gross Revenues achieved up to and including \$2,500,000.00; plus 8% of Gross Revenues achieved from \$2,500,000.01 up to and including \$3,000,000.00; plus 10% of Gross Revenues achieved over \$3,000,000.00.
- International Terminal “A” Historic Restaurant Concession Lease
The Lease is for a restaurant brand which has been in operation in the City of San Francisco for 30 years or more, with no break in San Francisco operations exceeding two years. The Minimum Annual Guarantee (“MAG”) for the first year of the lease shall be \$330,000.00. The term of the lease is ten (10) years with two (2) one-year options. The base rent shall be the higher of the MAG or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved up to and including \$1,000,000.00; plus 10% of Gross Revenues achieved from \$1,000,000.01 up to and including \$1,500,000.00; plus 12% of Gross Revenues achieved over \$1,500,000.00.
- International Terminal “A” Coffee Kiosk Concession Lease
The Minimum Annual Guarantee (“MAG”) for the first year of the lease shall be \$165,000.00. The term of the lease is eight (8) years with two (2) one-year options. The base rent shall be the higher of the MAG or the sum of the percentage rent structured as follows: 6% of Gross Revenues achieved up to and including \$1,000,000.00; plus 8% of Gross Revenues achieved from \$1,000,000.01 up to and including \$1,500,000.00; plus 10% of Gross Revenues achieved over \$1,500,000.00.

Small, local and disadvantaged businesses are encouraged to participate.

Proposals will be received through the Airport’s RFP Web Portal from 2:00 p.m. on Monday, July 3, 2017 until 2:00 p.m. on Friday, July 7, 2017.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information about these concession opportunities, please contact:

- IT-A Food Hall and Café Concession Lease, call Mr. Tomasi Toki, Principal Property Manager, RDM at (650) 821-4500 or via e-mail at tomasi.toki@flysfo.com.
- IT-A Historic Restaurant Concession Leases, and
- IT-A Coffee Kiosk Concession Leases, call Mr. Trevor Brumm, Principal Property Manager, RDM at (650) 821-4500 or via e-mail at trevor.brumm@flysfo.com