

File No. 200207

Committee Item No. 40

Board Item No. 32

COMMITTEE/BOARD OF SUPERVISORS

AGENDA PACKET CONTENTS LIST

Committee: Budget and Finance Committee Date: September 30, 2020

Board of Supervisors Meeting Date: October 6, 2020

Cmte Board

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| <input type="checkbox"/> | <input type="checkbox"/> | Motion |
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| <input type="checkbox"/> | <input type="checkbox"/> | Ordinance |
| <input type="checkbox"/> | <input type="checkbox"/> | Legislative Digest |
| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Budget and Legislative Analyst Report |
| <input type="checkbox"/> | <input type="checkbox"/> | Youth Commission Report |
| <input type="checkbox"/> | <input type="checkbox"/> | Introduction Form |
| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Department/Agency Cover Letter and/or Report |
| <input type="checkbox"/> | <input type="checkbox"/> | MOU |
| <input type="checkbox"/> | <input type="checkbox"/> | Grant Information Form |
| <input type="checkbox"/> | <input type="checkbox"/> | Grant Budget |
| <input type="checkbox"/> | <input type="checkbox"/> | Subcontract Budget |
| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Contract/Agreement |
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| <input type="checkbox"/> | <input type="checkbox"/> | Award Letter |
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OTHER (Use back side if additional space is needed)

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| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <u>Airport Resolution No. 19-0197 - September 10, 2019</u> |
| <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <u>Airport Resolution No. 18-0214 - July 10, 2018</u> |
| <input type="checkbox"/> | <input type="checkbox"/> | _____ |
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Prepared by: Linda Wong

Date: September 25, 2020

Prepared by: Linda Wong

Date: October 1, 2020

1 [Concession Lease Amendment - Soaring Food Group, LLC dba Illy's Cafe - Extension of
2 Base Operating Term - \$385,000 Minimum Annual Guarantee]

3 **Resolution approving Amendment No. 1 to the Terminal 1 Food and Beverage**

4 **Concession Lease 6, Lease No. 18-0214, between Soaring Food Group, LLC, dba Illy's**
5 **Café, and the City and County of San Francisco, acting by and through its Airport**
6 **Commission, to extend the base operating term of the Lease by two years, for a total**
7 **term of February 1, 2019, through July 31, 2031, with no change to the minimum annual**
8 **guarantee of \$385,000 with one two-year option to extend.**

9
10 WHEREAS, On July 10, 2018, by Resolution No. 18-0214, the Airport Commission
11 (Commission) awarded the Terminal 1 Food and Beverage Concession Lease 6 (Lease) to
12 Soaring Food Group, LLC dba Illy's Caffè (Tenant); and

13 WHEREAS, On January 15, 2019, by Resolution No. 027-19, the Board of Supervisors
14 approved the Lease; and

15 WHEREAS, On September 10, 2019, by Resolution No. 19-0197, the Commission
16 approved Amendment No. 1 to the Lease with Tenant to extend the term of the Lease by two
17 years for a new expiration date of July 31, 2031, intended to improve the financial health of
18 the Lease by allowing for a longer development cost amortization period; now, therefore, be it

19 RESOLVED, That the Board of Supervisors hereby approves Amendment No. 1 to the
20 Terminal 1 Food and Beverage Concession Lease 6 No. 18-0214 with Soaring Food Group,
21 LLC, copies of which are contained in Board of Supervisors' File No. 200207; and, be it

22 FURTHER RESOLVED, That within thirty (30) days of the Amendment No. 1 being
23 fully executed by all parties, the Airport Commission shall provide a copy of the final
24 Amendment No. 1 to the Clerk of the Board for inclusion into the official file.

| | |
|--|---|
| Items 11 - 40 Files 20-0178 through 20-0207 | Department: San Francisco International Airport (Airport) |
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EXECUTIVE SUMMARY

Legislative Objectives

- The proposed resolutions would approve 30 concession lease amendments between San Francisco International Airport (Airport) as landlord and various food and beverage and retail tenants, extending each lease term by two years, with no changes to the Minimum Annual Guaranteed (MAG) rents.

Key Points

- The Airport requires its concession tenants to make a minimum investment into improving their premises, ranging from \$450-\$1,000 per square foot for food and beverage leases and \$450-700 per square foot for retail leases. Due to higher than expected construction costs, actual development costs have significantly exceeded the minimum investment amounts, ranging from \$776 to \$3,363 per square foot for food and beverage tenants and \$593 to \$1,441 per square foot for retail tenants. To assist retail tenants to amortize their development costs, Airport staff has recommended extending concession lease base terms by two years for tenants that incurred substantial costs.
- The Airport identified 22 food and beverage tenants with development costs over \$1,300 per square foot and eight retail tenants with development costs over \$900 per square foot. In September 2019, the Airport Commission approved two-year lease extensions to these 30 tenants.
- The proposed resolutions would approve two-year lease extensions with 30 Airport concession tenants. The resolutions would not make other amendments to the leases, such as amending the MAG rents.

Fiscal Impact

- Under Airport concession leases, tenants pay the greater of the MAG rent or percentage rent based on gross revenues. The total combined MAG rent for the 30 leases is \$12,279,905 per year.
- However, due to the impact of COVID-19 on air travel, as of this writing most MAG rents are suspended and tenants are only paying percentage rent on eligible revenue. When Airport activity exceeds 80 percent of baseline for two months, MAG rents will be reinstated.

Recommendations

1. Amend File 20-0203 to correct the term end-date for the lease from July 31, 2031 to January 31, 2031.
2. Approve the proposed resolutions, as amended.

MANDATE STATEMENT

City Charter Section 9.118(c) states that any modification, amendment or termination of a lease that had an initial term of ten years or more, including options to extend, or that had anticipated revenues of \$1 million or more is subject to Board of Supervisors approval.

BACKGROUND

The San Francisco International Airport (Airport) requires its concession tenants to make a minimum investment into improving their premises. Since 2017, 41 concession leases at the Airport have commenced. The minimum investment amounts for these leases range from \$450-\$1,000 per square foot for food and beverage concession tenants and \$450-\$700 per square foot for retail tenants. According to Ms. Cheryl Nashir, Airport Director of Revenue Development and Management, the certified construction costs of tenant improvements have significantly exceeded the minimum investment amounts. Actual costs have ranged from \$776-\$3,363 per square foot for food and beverage tenants and \$593-\$1,441 per square foot for retail tenants.¹ According to Ms. Nashir, tenant improvement costs are higher than expected because of unexpectedly high construction costs.

According to the Airport, the business deals created for the concession agreements which are the subject of this memorandum were developed by the Airport with the assumption that development costs would not exceed \$1,300 per square foot for food and beverage tenants and \$900 for retail tenants. According to Ms. Nashir, in establishing rent and lease terms, the Airport also forecasts sales and makes assumptions about capital investment needs. According to the Airport, if construction costs for concessions were more than \$1,300 per square foot for food and beverage and \$900 per square foot for retail, the tenant could be financially vulnerable and could lead to reducing staffing, maintaining less product, or an early termination of the concession lease.

To assist retail tenants to amortize their development costs, Airport staff has recommended extending concession lease base terms by two years for tenants that incurred substantial costs. The Airport identified 22 food and beverage tenants with development costs over \$1,300 per square foot and eight retail tenants with development costs over \$900 per square foot, as shown in Table 1 below.

¹ According to Ms. Nashir, leases commenced before 2017 were not considered for term extensions because the development costs were not excessive. Construction costs in 2015-2016 were approximately \$1,078-\$1,164 per square foot for food and beverage tenants and approximately \$587-712 for retail tenants.

Table 1: Concession Tenant Development Costs

| File | Tenant | Business Name | Construction Cost per Square Foot |
|---------------------------------|---|---|-----------------------------------|
| <i>Food and Beverage Leases</i> | | | |
| 20-0194 | SSP America, Inc. | The Manufactory Food Hall & Marina Café | \$3,363 |
| 20-0195 | Andre-Boudin Bakery & Café | Boudin Bakery & Café | 2,503 |
| 20-0196 | Black Point Coffee SFO, LLC | Black Point Coffee | 2,457 |
| 20-0205 | Paradies Lagardere @ SFO 2018 (F&B), LLC | Bourbon Pub | 2,245 |
| 20-0182 | Midfield Concession Enterprises, Inc. | Roasting Plant | 2,190 |
| 20-0188 | Tastes on the Fly San Francisco, LLC | SF Giants Club House | 2,058 |
| 20-0203 | SSP America, Inc. | The Little Chihuahua | 1,913 |
| 20-0198 | SSP America, Inc. | Sweet Maple | 1,879 |
| 20-0187 | Amoura International, Inc. | Amoura Café | 1,830 |
| 20-0181 | Joe & the Juice New York, LLC | Joe & the Juice | 1,766 |
| 20-0184 | San Francisco Soup Company | Ladle and Leaf | 1,754 |
| 20-0179 | Elevated Tastes SFO Inc. | Tomokazu | 1,711 |
| 20-0202 | Bun Mee, LLC | Bun Mee | 1,691 |
| 20-0189 | HFF-BRH-SFO, LLC | Farmerbrown | 1,570 |
| 20-0178 | Tastes on the Fly SFO International, LLC | Napa Farms, Mustards Bar & Grill, and Samovar Tea | 1,488 |
| 20-0186 | Paradies Lagardere @ SFO, LLC | Limon Rotisserie | 1,477 |
| 20-0206 | Tastes on the Fly San Francisco, LLC | Starbird | 1,475 |
| 20-0207 | Soaring Food Group, LLC | Illy's Café | 1,423 |
| 20-0204 | Amy's Kitchen Restaurant Operating Company, LLC | Amy's Drive Thru | 1,375 |
| 20-0185 | Host International, Inc. | Super Duper Burger | 1,372 |
| 20-0183 | Bayport Concessions, LLC | Koi Palace | 1,346 |
| 20-0180 | SSP America, Inc. | 1300 on Fillmore | 1,334 |
| <i>Retail Leases</i> | | | |
| 20-0191 | DFS Group, LP | DFS Watches | \$1,441 |
| 20-0201 | Skyline Concessions, Inc. | Skyline News | 1,311 |
| 20-0193 | Stellar Partners, Inc. | The New Stand | 1,114 |
| 20-0197 | Canonica New York, LLC | The Chocolate Market | 1,033 |
| 20-0190 | Stellar Partners, Inc. | The New Stand | 989 |
| 20-0200 | Paradies Lagardere @ SFO 2018, LLC | Mills Cargo | 960 |
| 20-0199 | InMotion Entertainment Group, LLC | iStore | 936 |
| 20-0192 | Canonica New York, LLC | The Chocolate Market | 905 |

Source: Airport

In September 2019, the Airport Commission approved two-year lease extensions for these 30 leases. As noted in Table 2 below, the 30 concession leases have yet reached their original expiration date.

DETAILS OF PROPOSED LEGISLATION

The proposed resolutions would approve two-year lease extensions for 30 Airport concession leases, as shown in Table 2 below. The proposed resolutions would not make other amendments to the leases, such as amending the Minimum Annual Guaranteed (MAG)² rents.

Table 2: Proposed Concession Lease Extensions

| File | Tenant (Business Name) | Expiration Date | | Options to Extend | MAG Rent |
|---------|---|--------------------------------------|-------------------------|---|-----------|
| | | Original | Proposed | | |
| 20-0178 | Napa Farms, Mustards Bar & Grill, and Samovar Tea | 6/30/2024; 7/31/2028 ³ | 6/30/2026; 7/31/2030 | Three 1-year options; Two 1-year options | \$910,000 |
| 20-0179 | Tomokazu | 5/31/2027 | 5/31/2029 | Two 1-year options | 165,000 |
| 20-0180 | 1300 on Fillmore | 5/31/2027 | 5/31/2029 | Two 1-year options | 279,000 |
| 20-0181 | Joe & the Juice | 12/31/2026 | 12/31/2028 | Two 1-year options | 150,000 |
| 20-0182 | Roasting Plant | 8/31/2024 | 8/31/2026 | Three 1-year options | 125,000 |
| 20-0183 | Koi Palace | 4/30/2024 | 4/30/2026 | Three 1-year options | 155,000 |
| 20-0184 | Ladle and Leaf | 9/30/2024 | 9/30/2026 | Two 1-year options | 250,000 |
| 20-0185 | Super Duper Burger | 8/31/2024 | 8/31/2026 | Two 1-year options | 250,000 |
| 20-0186 | Limon Rotisserie | 2/29/2024 | 2/28/2026 | Two 1-year options | 250,000 |
| 20-0187 | Amoura Café | 3/31/2026 | 3/31/2028 | Two 1-year options | 250,000 |
| 20-0188 | SF Giants Club House | 3/31/2025 | 3/31/2027 | Two 1-year options | 650,000 |
| 20-0189 | Farmerbrown | 10/31/2025 | 10/31/2027 | Two 1-year options | 1,000,000 |
| 20-0190 | The New Stand | 7/31/2025 | 7/31/2027 | Two 1-year options | 814,144 |
| 20-0191 | DFS Watches | 1/31/2026 | 1/31/2028 | Two 1-year options | 380,000 |
| 20-0192 | The Chocolate Market | 6/30/2025 | 6/30/2027 | Two 1-year options | 280,000 |
| 20-0193 | The New Stand | 7/31/2025 | 7/31/2027 | Two 1-year options | 1,531,761 |
| 20-0194 | The Manufactory Food Hall & Marina Café | 12/31/2028 | 12/31/2030 | Two 1-year options | 495,000 |
| 20-0195 | Boudin Bakery & Café | 9/30/2028 | 9/30/2030 | Two 1-year options | 330,000 |
| 20-0196 | Black Point Coffee | 12/31/2026 | 12/31/2028 | Two 1-year options | 165,000 |
| 20-0197 | The Chocolate Market | 4/5/2026 | 4/5/2028 | None | 225,000 |
| 20-0198 | Sweet Maple | 4/30/2029 | 4/30/2031 | None | 250,000 |
| 20-0199 | iStore | 7/31/2029 | 7/31/2031 | None | 405,000 |
| 20-0200 | Mills Cargo | 7/31/2026 | 7/31/2028 | None | 700,000 |
| 20-0201 | Skyline News | 7/31/2026 | 7/31/2028 | None | 220,000 |
| 20-0202 | Bun Mee | 7/31/2029 | 7/31/2031 | One 2-year option | 365,000 |
| 20-0203 | The Little Chihuahua | 1/31/2029 | 1/31/2031 | One 2-year option | 365,000 |
| 20-0204 | Amy's Drive Thru | 8/8/2029 | 7/31/2031 | One 2-year option | 475,000 |
| 20-0205 | Bourbon Pub | 7/31/2029 | 7/31/2031 | None | 600,000 |
| 20-0206 | Starbird | 7/31/2029 | 7/31/2031 | One 2-year option | 310,000 |
| 20-0207 | Illy's Café | 7/31/2029 | 7/31/2031 | One 2-year option | 385,000 |

² Under Airport concession leases, tenants pay the greater of the Minimum Annual Guaranteed (MAG) rent or percentage rent based on gross revenues. The Airport typically sets MAG rents for food and beverage leases at 65 percent of projected percentage rent and MAG rents for retail leases at 75 percent of projected percentage rent.

³ The lease for Tastes on the Fly SFO International, LLC is comprised of three locations in the International Terminal: Samovar Tea (pre-security), Napa Farms (post-security), and Mustards Bar and Grill (post-security). The lease for Samovar Tea will expire June 30, 2024, with three one-year options to extend, and the leases for Napa Farms and Mustards Bar and Grill will expire July 31, 2028, with two one-year options to extend.

Source: Existing Concession Leases and Proposed Amendments

FISCAL IMPACT

Under Airport concession leases, tenants pay the greater of the MAG rent or percentage rent based on gross revenues. The total combined MAG rent for the 30 leases is \$12,279,905 per year, before accounting for inflation escalations allowed under the concession leases.

However, the Airport concession leases contain a provision that suspends the MAG rent when enplanements drop below 80 percent from a reference year⁴ for three consecutive months. The MAG is then reinstated when enplanements recover to at least 80 percent of the reference year for two consecutive months. Due to the impact of the COVID-19 pandemic on air travel, MAG rents have been suspended for the foreseeable future.

RECOMMENDATIONS

3. Amend File 20-0203 to correct the term end-date for the lease from July 31, 2031 to January 31, 2031.
4. Approve the proposed resolutions, as amended.

⁴ Reference years in Airport concession leases are the year prior to the year when the lease was awarded.

**AMENDMENT NO. 1 TO
TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASE 6 NO. 18-0214
AT SAN FRANCISCO INTERNATIONAL AIRPORT**

THIS AMENDMENT NO. 1 TO TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASE 6 NO. 18-0214 AT THE SAN FRANCISCO INTERNATIONAL AIRPORT (this "Amendment"), dated as of _____ (the "Effective Date"), is entered by and between the CITY AND COUNTY OF SAN FRANCISCO, a municipal corporation, acting by and through its AIRPORT COMMISSION, as landlord ("City"), and Soaring Food Group, LLC ("Tenant").

RECITALS

A. City and Tenant entered into Lease No. 18-0214, effective February 6, 2019 (the "Lease"), for that certain retail facility located at the San Francisco International Airport (the "Airport") in Harvey Milk Terminal 1 (as further described in the Lease, the "Premises"). On July 10, 2018, by Resolution No. 18-0214, Airport Commission (the "Commission") awarded the Lease.

B. Staff has determined that the development costs exceeded supportable standards related to sales projections, rent structure and the term of the Lease.

C. To improve the financial health of the Lease by allowing for a longer development cost amortization period, City and Tenant have agreed to extend the Operating Term of the Lease by two years for a new expiration date of July 31, 2031.

D. All capitalized terms not otherwise defined herein shall have the same meaning given to them in the Lease.

NOW, THEREFORE, in consideration of the foregoing and for valuable consideration the sufficiency of which is hereby acknowledged, City and Tenant hereby agree to amend the Lease as follows:

AGREEMENT

1. **Recitals.** The foregoing recitals are true and correct and are incorporated herein by this reference as if fully set forth herein.
2. **Term.** The Expiration Date of the Lease, as defined and as set forth in the Major Lease Term Summary, is modified from July 31, 2029 to July 31, 2031. Nothing in this Amendment shall modify or otherwise affect the option of the Airport Commission to further extend the term of the Lease, as set forth in Section 2.5 of the Lease, which such option remains in full force and effect.

3. **Entire Agreement.** This Amendment contains all of the representations and the entire agreement between the parties with respect to the subject matter of this Amendment. Any prior correspondence, memoranda, agreements, warranties, or written or oral representations relating to the subject matter of this Amendment are superseded in their entirety by this Amendment. No prior drafts of this Amendment or changes between those drafts and the executed version of this Amendment shall be introduced as evidence in any litigation or other dispute resolution proceeding by any party or other person, and no court or other body should consider such drafts in interpreting this Amendment.

4. **Miscellaneous.** This Amendment shall bind, and shall inure to the benefit of, the successors and assigns of the parties hereto. This Amendment is made for the purpose of setting forth certain rights and obligations of Tenant and City, and no other person shall have any rights hereunder or by reason hereof as a third party beneficiary of otherwise. Each party hereto shall execute, acknowledge and deliver to each other party all documents, and shall take all actions, reasonably requested by such other party from time to time to confirm or effect the matters set forth herein, or otherwise to carry out the purposes of this Amendment. This Amendment may be executed in counterparts with the same force and effect as if the parties had executed one instrument, and each such counterpart shall constitute an original hereof. No provision of this Amendment that is held to be inoperative, unenforceable or invalid shall affect the remaining provisions, and to this end all provisions hereof are hereby declared to be severable. Time is of the essence of this Amendment. This Amendment shall be governed by the laws of the State of California. Neither this Amendment nor any of the terms hereof may be amended or modified except by a written instrument signed by all the parties hereto.

5. **Full Force and Effect.** Except as specifically amended herein, the terms and conditions of the Lease shall remain in full force and effect.

///

///

IN WITNESS WHEREOF, the parties have executed this Amendment as of the Effective Date.

TENANT: Soaring Food Group, LLC
By: _____

Name: Joseph Cook

Title: Managing Member

CITY: CITY AND COUNTY OF SAN FRANCISCO,
a municipal corporation,
acting by and through its Airport Commission

Ivar C. Satero
Airport Director

AUTHORIZED BY AIRPORT
COMMISSION

Resolution: 19-0197

Adopted: September 10, 2019

Attest: _____
Secretary
Airport Commission

APPROVED AS TO FORM:
DENNIS J. HERRERA,
City Attorney

By: _____
Deputy City Attorney

**LEASE AGREEMENT
FOR THE
TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASE 6
AT SAN FRANCISCO INTERNATIONAL AIRPORT**

by and between

SOARING FOOD GROUP, LLC,
as tenant

and

CITY AND COUNTY OF SAN FRANCISCO
ACTING BY AND THROUGH ITS AIRPORT COMMISSION,
as landlord

London Breed
Mayor

AIRPORT COMMISSION

Hon. Larry Mazzola, President
Hon. Linda S. Crayton, Vice President
Hon. Eleanor Johns
Hon. Richard J. Guggenlime
Hon. Peter A. Stern

Ivar C. Satero
Airport Director

July 10, 2018

Lease No.18-0214

TABLE OF CONTENTS

MAJOR LEASE TERM SUMMARY i

1. PREMISES

1.1 Extent of Leasehold 1

1.2 Relocation, Expansion, Contraction..... 2

1.3 Remeasurement of Premises 3

1.4 Changes to Airport..... 3

1.5 Common Areas 4

2. TERM

2.1 Commencement and Expiration..... 4

2.2 Phased Delivery and Required Opening 4

2.3 Late Opening Charge 4

2.4 Delivery Delay by City 5

2.5 City’s Right to Extend 5

2.6 Holding Over 5

2.7 Early Lease Termination..... 5

3. USE AND OPERATION

3.1 Permitted Use..... 6

3.2 No Exclusivity 6

3.3 Operation of Business 6

3.4 *Left blank by agreement of the parties*..... 6

3.5 Hours of Operation 6

3.6 Prices 6

3.7 References to Airport..... 7

3.8 Other Operational Requirements 7

3.9 Prohibited Activities 7

3.10 Audit of Operations..... 8

3.11 Representative of Tenant 8

3.12 Investigation Reports 8

3.13 Compliance with Laws 8

4. RENT

4.1 Definitions..... 9

4.2 Monthly Rent Payments..... 10

4.3 Adjustments to Minimum Annual Guarantee 11

4.4 Construction Period Operations 11

4.5 Rent Prior to Rent Commencement Date 11

4.6 Sales Reports..... 12

4.7 Annual Certification of Sales and Adjustment..... 12

4.8 Point of Sale Requirements..... 12

4.9 Books and Records; Audit Rights 13

4.10 Other Reports and Submissions 14

4.11 Additional Rent..... 14

4.12 Food and Beverage Cleaning Fee 14

| | | |
|------------|---|----|
| 4.13 | Food and Beverage Infrastructure Fee | 14 |
| 4.14 | Prepay Rent..... | 14 |
| 4.15 | Nature of Lease..... | 14 |
| 4.16 | Severe Decline in Enplanements..... | 15 |
| 5. | ASSIGNMENT OR SUBLETTING | |
| 5.1 | No Assignment..... | 17 |
| 5.2 | Changes in Tenant | 17 |
| 5.3 | No Release | 18 |
| 5.4 | Subleasing | 18 |
| 5.5 | Excess Rent..... | 18 |
| 5.6 | Acceptance of Rent..... | 19 |
| 5.7 | Waiver..... | 19 |
| 6. | TAXES, ASSESSMENTS AND LIENS | |
| 6.1 | Taxes..... | 19 |
| 6.2 | Other Liens..... | 19 |
| 7. | INVESTMENTS; ALTERATIONS | |
| 7.1 | Minimum Investment..... | 19 |
| 7.2 | City's Approval Rights | 20 |
| 7.3 | Structures and Fixtures | 21 |
| 7.4 | Notice and Permits..... | 21 |
| 7.5 | Title to Alterations | 21 |
| 7.6 | Effect of Alterations on Airport..... | 21 |
| 7.7 | Mid-Term Refurbishment | 22 |
| 7.8 | Labor Harmony..... | 22 |
| 8. | UTILITIES | |
| 8.1 | Services Provided..... | 23 |
| 8.2 | Utility Costs | 23 |
| 8.3 | Shared Telecommunications Services | 23 |
| 8.4 | Waiver of Damages..... | 23 |
| 9. | MAINTENANCE AND REPAIR | |
| 9.1 | "As-Is" Condition | 23 |
| 9.2 | Accessibility Disclosure..... | 24 |
| 9.3 | Tenant's Maintenance Obligations | 24 |
| 9.4 | Tenant's Pest Management Obligations | 25 |
| 10. | SIGNS AND ADVERTISING | |
| 10.1 | Signs and Advertising..... | 25 |
| 10.2 | Prohibition of Tobacco Advertising..... | 25 |
| 10.3 | <i>Left blank by agreement of the parties</i> | 25 |
| 11. | PROMOTIONAL PROGRAM | 26 |
| 12. | WAIVER; INDEMNITY; INSURANCE | |
| 12.1 | Waiver..... | 26 |

| | | |
|------------|---|-----------|
| 12.2 | Indemnity..... | 26 |
| 12.3 | Losses..... | 26 |
| 12.4 | Immediate Obligation to Defend..... | 26 |
| 12.5 | Notice..... | 27 |
| 12.6 | Insurance..... | 27 |
| 12.7 | Form of Policies..... | 27 |
| 12.8 | Subrogation..... | 28 |
| 13. | DEPOSIT | |
| 13.1 | Form of Deposit..... | 28 |
| 13.2 | Maintenance of Deposit..... | 28 |
| 13.3 | Use of Deposit..... | 28 |
| 13.4 | Other Agreements..... | 29 |
| 14. | DAMAGE OR DESTRUCTION | |
| 14.1 | Partial Destruction of Premises..... | 29 |
| 14.2 | Total Destruction of Premises..... | 30 |
| 14.3 | Partial Destruction of Terminal Building..... | 30 |
| 14.4 | Damage Near End of Term..... | 30 |
| 14.5 | No Abatement of Rent; Tenant's Remedies..... | 30 |
| 15. | DEFAULT; REMEDIES | |
| 15.1 | Events of Default..... | 30 |
| 15.2 | Statutory Notices..... | 32 |
| 15.3 | Remedies..... | 32 |
| 15.4 | City's Right to Perform..... | 33 |
| 15.5 | Rights Related to Termination..... | 34 |
| 15.6 | Cumulative Rights..... | 34 |
| 15.7 | Prepayment..... | 34 |
| 15.8 | Fines..... | 34 |
| 15.9 | City Lien..... | 35 |
| 15.10 | Commencement of Legal Actions..... | 35 |
| 15.11 | Waiver of Notice..... | 35 |
| 16. | SURRENDER..... | 35 |
| 17. | HAZARDOUS MATERIALS | |
| 17.1 | Definitions..... | 36 |
| 17.2 | Tenant's Covenants..... | 36 |
| 17.3 | Environmental Indemnity..... | 37 |
| 17.4 | Environmental Audit..... | 37 |
| 17.5 | Closure Permit..... | 37 |
| 18. | EMINENT DOMAIN | |
| 18.1 | Definitions..... | 37 |
| 18.2 | General..... | 38 |
| 18.3 | Total Taking; Automatic Termination..... | 38 |
| 18.4 | Partial Taking; Election to Terminate..... | 38 |
| 18.5 | Tenant's Monetary Obligations; Award..... | 38 |

| | | |
|---|---|----|
| 18.6 | Partial Taking; Continuation of Lease | 38 |
| 18.7 | Temporary Takings | 39 |
| 19. CITY AND OTHER GOVERNMENTAL PROVISIONS | | |
| 19.1 | MacBride Principles – Northern Ireland | 39 |
| 19.2 | Charter | 39 |
| 19.3 | Tropical Hardwood and Virgin Redwood Ban | 39 |
| 19.4 | No Representations | 39 |
| 19.5 | Effect of City Approvals | 39 |
| 19.6 | Limitation on Damages | 40 |
| 19.7 | Sponsor’s Assurance Agreement | 40 |
| 19.8 | Federal Nondiscrimination Regulations | 40 |
| 19.9 | Federal Affirmative Action Regulations | 41 |
| 19.10 | City’s Nondiscrimination Ordinance | 41 |
| 19.11 | Conflict of Interest | 42 |
| 19.12 | Prevailing Rates of Wage | 42 |
| 19.13 | Declaration Regarding Airport Private Roads | 42 |
| 19.14 | No Relocation Assistance; Waiver of Claims | 42 |
| 19.15 | Drug-Free Workplace | 42 |
| 19.16 | Compliance with Americans With Disabilities Act | 42 |
| 19.17 | Sunshine Ordinance | 43 |
| 19.18 | Pesticide Prohibition | 43 |
| 19.19 | First Source Hiring Ordinance | 43 |
| 19.20 | Labor Peace/Card Check Rule | 43 |
| 19.21 | Requiring Minimum Compensation | 43 |
| 19.22 | Airport Intellectual Property | 45 |
| 19.23 | Requiring Health Benefits for Covered Employees | 45 |
| 19.24 | Notification of Limitations on Contributions | 46 |
| 19.25 | Food Service Waste Reduction Ordinance | 47 |
| 19.26 | Multi-Employer Bargaining Group Participation | 47 |
| 19.27 | Worker Retention Policy | 47 |
| 19.28 | Local Hire Policy | 47 |
| 19.29 | Green Building Requirements | 48 |
| 20. GENERAL PROVISIONS | | |
| 20.1 | Notices | 48 |
| 20.2 | No Implied Waiver | 48 |
| 20.3 | Entire Agreement | 48 |
| 20.4 | Amendments | 48 |
| 20.5 | Interpretation of Lease | 48 |
| 20.6 | Successors and Assigns | 49 |
| 20.7 | No Third-Party Beneficiaries | 49 |
| 20.8 | No Joint Venture | 49 |
| 20.9 | Brokers | 49 |
| 20.10 | Severability | 49 |
| 20.11 | Governing Law | 49 |
| 20.12 | Attorneys’ Fees | 49 |
| 20.13 | Cumulative Remedies | 50 |

| | | |
|-------|--|----|
| 20.14 | Time of Essence..... | 50 |
| 20.15 | Reservations by City..... | 50 |
| 20.16 | Survival of Indemnities..... | 50 |
| 20.17 | Quiet Enjoyment and Title..... | 50 |
| 20.18 | No Right of Redemption..... | 50 |
| 20.19 | Accord and Satisfaction..... | 50 |
| 20.20 | Joint and Several Liability..... | 51 |
| 20.21 | Estoppel Statements..... | 51 |
| 20.22 | Authority..... | 51 |
| 20.23 | Consents..... | 51 |
| 20.24 | Options Personal..... | 51 |
| 20.25 | Counterparts..... | 51 |
| | Signature Page..... | 52 |
| | List of Exhibits | |
| | Exhibit A – Description of Premises | |
| | Exhibit B – Use and Operational Requirements | |
| | Exhibit C-1 – Form of Performance Bond | |
| | Exhibit C-2 – Form of Letter of Credit | |
| | Exhibit D – Tenant Work Letter | |

**LEASE AGREEMENT
FOR THE
TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASE 6
AT SAN FRANCISCO INTERNATIONAL AIRPORT**

MAJOR LEASE TERM SUMMARY

For the convenience of Tenant and City (as such terms are defined below), this Major Lease Term Summary (this "Summary") summarizes certain terms of this Lease (as defined below). This Summary is not intended to be a detailed or complete description of this Lease, and reference must be made to the other Sections below for the particulars of this Lease. In the event of any inconsistency between the terms of this Summary and any other provision of this Lease, such other provision shall prevail. Capitalized terms used elsewhere in this Lease and not defined elsewhere shall have the meanings given them in this Summary.

Effective Date: FEB 06 2019, 20 .

Tenant: Soaring Food Group, LLC,
a California limited liability company.

**Tenant's Notice
Address:** 833 Oxford Street
Berkeley, CA 94707

Attn: Joseph G. Cook, Owner
Fax No. N/A
Tel. No. (510) 710-1914

City: The City and County of San Francisco, a municipal corporation,
acting by and through its Airport Commission.

**City's Notice
Address:** San Francisco International Airport
International Terminal, North Shoulder Bldg., 5th Floor
Attn: Airport Director
P. O. Box 8097
San Francisco, CA 94128
Fax No. (650) 821-5005
Tel. No. (650) 821-5000

City's Rent Payment Address: San Francisco Airport Commission
Attn: Accounting
P.O. Box 59753
Los Angeles, CA 90074-9753

Overnight Delivery via Courier:
Lockbox LAC-059753
2706 Media Center Drive
Los Angeles, CA 90065

Federal Wire System or ACH:
Bank of America
555 Capitol Mall, Suite 765
Sacramento, CA 95814
Branch Locator #148
Bank Account No: 14997-21907
FedWire Bank ABA: 026-009-593
ACH Bank ABA: 121-000-358
SWIFT code: BOFAUS3N

City's Sales Report Address: SFOConcessReport@flysfso.com

City's Deposit/Annual Report Notice Address: San Francisco International Airport
Attn: Revenue Development and Management
575 N. McDonnell Road, Suite 3-329
P. O. Box 8097
San Francisco, CA 94128
Fax No. (650) 821-4519
Tel. No. (650) 821-4500

Premises: (§ 1) The Premises (the "Premises") is approximately 781 sq. ft. (Space B.2.238), located in Terminal 1, at the San Francisco International Airport, as described below and on the attached Exhibit A.

Relevant Boarding Area: Boarding Area B
(§ 4.14)

Term: The Development Term, plus a Ten (10) year Operating Term, collectively.
(§ 2)

Development Term is the period commencing on the Commencement Date and ending at 11:59 p.m. on the day prior to the Rent Commencement Date. If the Premises are comprised of a single Facility, the Rent Commencement Date shall also be the "**Full Rent Commencement Date**" under this Lease.

Operating Term is the period commencing on the earlier to occur of: (a) the Full Rent Commencement Date and (b) the first day of the calendar month following the date that is one hundred and fifty days after the Commencement Date, and ending on the Expiration Date.

The Airport Commission shall have one option to extend the term by two (2) years, exercisable at the sole and absolute discretion of the Airport Commission.

Commencement Date: The date on which the Airport Director gives notice to Tenant that the Premises is ready for Tenant to take possession.
(§ 2.1) February 1, 2019

(actual date to be inserted upon determination)

Rent for Interim Operations During Construction Period: In the event Tenant desires to operate a temporary Facility during the construction of its Initial Improvements for such Facility, Tenant shall pay Twelve Percent (12%) of Gross Revenues as Base Rent during such period (the "**Construction Period Percentage Rent**").
(§ 4.4)

Rent Prior to Rent Commencement Date: In the event Tenant completes its improvements and opens for business prior to the Rent Commencement Date, Base Rent will be greater of the Percentage Rent or a pro-rated MAG based on a thirty (30) day month.
(§ 4.5)

Rent Commencement Date: The earlier of: (a) the first day of the first calendar month following the date on which the Initial Improvements (as defined below) are substantially complete and Tenant opens for business therein, and (b) the first day of the first calendar month following the date that is one hundred fifty (150) days after the Commencement Date.
(§ 4)

Actual Dates (to be inserted upon determination):

Rent Commencement Date August 1, 2019

Expiration Date: 11:59 p.m. on the day before the Tenth (10th) anniversary of the commencement of the Operating Term.
(§ 2)

July 31, 2029 (based on 10-year Operating Term)

(actual date to be inserted upon determination)

Reference Year: The calendar year immediately prior to the year in which this Lease is awarded: 2017.
(§ 4.14)

Permitted Use: The operation of a Café ("Facility") on a non-exclusive basis, as described on the attached Exhibit B.
(§ 3)

Base Rent: Per Lease Year (as defined below), the greater of the MAG (as defined below) or the following sum (such sum being referred to herein as the "Percentage Rent"):

(§ 4)

- 8% of Gross Revenues achieved up to and including \$500,000.00, plus,
- 10% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00, plus,
- 12% of Gross Revenues achieved over \$1,000,000.00.

Lease Year: The period commencing on the first Rent Commencement Date and terminating on December 31 of the year in which the first Rent Commencement Date occurs, and each subsequent 12-month period except that the final Lease Year be less than 12 months.
(§ 4)

Minimum Annual Guarantee ("MAG"): Per annum, the Minimum Annual Guarantee is Three Hundred Eighty Five Thousand Dollars (\$385,000.00); (a) subject to adjustments upward as described below and (b) suspension and reinstatement under certain circumstances as described herein.
(§ 4)

Due to the phased opening of Terminal 1, the MAG shall be reduced by 50% between the earlier of Phase 1 opening and July 23, 2019, and the earlier of Phase 3 opening and May 1, 2021.

Tenant shall begin paying full MAG at the earlier of May 1, 2021 and the opening of Phase 3.

MAG Adjustment Date: The first MAG adjustment shall occur on January 1st following the first full Lease Year and every January 1st thereafter.
(§ 4.3)

January 1, 2021 (initial)

(to be inserted upon determination)

Rent: Base Rent, together with all other amounts owing by Tenant to City hereunder.
(§ 4)

Deposit Amount: Equal to one-half (1/2) of the initial MAG (subject to mid-term adjustment).
(§ 13)

Minimum Investment Amount: One Thousand Dollars (\$1,000.00) per square foot of the Premises. Tenant may spend less than said amount provided it complies with the Airport's Concessions Design Guidelines and receives Design Review Committee approval.
(§ 7.1)

Food and Beverage Cleaning Fee: Fifty Nine Dollars (\$59.00) per square foot of the Premises per annum (subject to adjustment).
(§ 4.12)

Food and Beverage Infrastructure Fee: Five Dollars (\$5.00) per square foot of the Premises per annum.
(§ 4.13)

Promotional Charge: One Dollar (\$1.00) per square foot per annum of the Premises.
(§ 11)

Pest Control Services Fee: Seventy Five Dollars (\$75.00) per month, subject to adjustment as described herein.
(§ 9.4)

Resolution: Number 18-0214 approved by the Airport Commission on July 10, 2018.

Initial Tenant Representative: Joseph G. Cook, Owner
Tel. No. (510) 710-1914
(§ 3.11)

Other Agreements: N/A
(§ 13.5)

Exhibits: A – Premises
B – Use and Operational Requirements
C-1 – Form of Performance Bond
C-2 – Form of Letter of Credit
D – Tenant Work Letter

All such exhibits are incorporated into this Lease and made a part hereof.

Initial of Authorized Representative of City _____

Initial of Authorized Representative of Tenant _____

Summary, Page v

**LEASE AGREEMENT
FOR THE
TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASE 6
AT SAN FRANCISCO INTERNATIONAL AIRPORT**

THIS LEASE AGREEMENT (this "Lease"), dated as of the Effective Date, is entered into by and between Tenant, and the City and County of San Francisco, a municipal corporation, acting by and through its Airport Commission ("City"). This Lease is made with reference to the following facts:

A. City owns the San Francisco International Airport (the "Airport") located in the County of San Mateo, State of California, which Airport is operated by and through the Airport Commission (the "Commission"), the chief executive officer of which is the Airport Director ("Director"). The Airport's "Terminal Building Complex" is currently comprised of Terminal 1, Terminal 2, Terminal 3, and an International Terminal, together with connecting concourses, piers, boarding areas and extensions thereof, and satellite buildings now or hereafter constructed. Tenant acknowledges that, from time to time, the Airport undergoes certain construction and renovation projects. Unless otherwise specified, the term "Airport" or "Terminal Building Complex" as used herein shall mean the Airport or the Terminal Building Complex, respectively, as the same may be expanded, contracted, improved, modified, renovated, or changed in any way. Unless otherwise specified below, references to the "City" shall mean the City, acting by and through its Airport Commission.

B. Tenant desires to provide and operate the service described in the Permitted Use at the Airport, and City has determined that such service would be an accommodation and convenience for airline passengers and the public using the Terminal Building Complex or the Airport.

C. Following a competitive process, pursuant to Section 2A.173 of the San Francisco Administrative Code, the Commission has determined that Tenant is the highest or best responsible bidder or proposer. Pursuant to the Resolution, Commission has awarded this Lease to Tenant.

Accordingly, Tenant and City agree as follows:

1. PREMISES

1.1 Extent of Leasehold. On the terms, conditions, and covenants in this Lease, City hereby leases to Tenant and Tenant hereby leases from City, the Premises. In addition, Tenant shall possess the non-exclusive right of ingress and egress to and from the Premises as may be necessary on areas designated by Director, subject to Airport Rules and Regulations, as amended from time to time (as amended, the "Airport Rules"), provided that Tenant's exercise of such right shall not impede or interfere unduly with the operation of the Airport by City, its tenants, customers, and other authorized occupants. Tenant shall not place or install any racks, stands or other display of merchandise or trade fixtures in any Airport property outside the Premises, without the express prior consent of Director. In no event will Tenant engage in any activity on the Airport outside the Premises for the recruitment or solicitation of business. For purposes of this Lease relating to Tenant's responsibilities, the "Premises" shall mean the area(s) shown on Exhibit A, where (a) the exact boundaries are deemed to be three inches (3") inside each wall separating the Premises from the adjacent premises or the external Terminal wall, and (b) with respect to the facade and/or wall on the front of the Premises, separating the Premises from the Terminal common areas, the exact boundary is deemed to be the external face of the facade and/or wall.

1.2 Relocation, Expansion, Contraction.

(a) At any time during the Term, City may require that (i) Tenant relocate and surrender all or part of the Premises (such change to the Premises referred to as a “**Required Relocation**”), and/or (ii) the Premises be contracted or expanded (such change to the Premises referred to as a “**Premises Change**”) on the terms set forth in this Section 1.2. City shall give notice (the “**Change Notice**”) setting forth a description of the Required Relocation or the Premises Change, as applicable, the approximate effective date thereof (the “**Target Effective Date**”), and with respect to a Required Relocation, the location of comparable on-Airport replacement premises. The Change Notice shall be given no less than six (6) months prior to the Target Effective Date.

(b) With respect to a Required Relocation, if the replacement premises are deemed unsatisfactory to Tenant, then Tenant may terminate this Lease by giving notice thereof to City within thirty (30) days after the Change Notice is given. In the event Tenant gives such notice of termination, then this Lease shall terminate on the Target Effective Date, and on such date, Tenant shall surrender the Premises in the condition required by this Lease. Provided Tenant does not terminate this Lease pursuant to the foregoing, Tenant shall surrender the Premises and relocate to the replacement premises on a date (the “**Surrender Date**”) determined by City (which shall be no earlier than the Target Effective Date). On the Surrender Date, Tenant shall surrender the Premises in the condition required below. In the event of a relocation pursuant to this Section 1.2(b), Tenant shall refurbish, redecorate, and modernize the interiors and exteriors of the replacement premises, such that the replacement premises are of at least the same quality as the original premises. As part of City’s approval of Tenant’s plans and specifications and Tenant’s budget for its remodeling, City may specify a maximum dollar amount to be reimbursed (the “**Maximum Reimbursement Amount**”). Once the remodeling of the replacement premises is completed, and City has approved the work, Tenant must submit to City (i) a certificate from Tenant’s architect certifying that the remodeling was completed in strict compliance with the plans and specifications approved by City, (ii) copies of paid invoices showing the costs actually paid by Tenant for the remodeling of the replacement premises and Tenant’s out-of-pocket moving costs, and (iii) lien releases from all contractors, subcontractors, and material suppliers entitled to payment in connection with the remodeling of the replacement premises. Following its review and approval of those submissions, City will reimburse Tenant for all reasonable costs of remodeling the replacement premises and moving its merchandise and other personal property to the replacement premises from the original Premises; provided that in no event will City be required to reimburse Tenant for more than the Maximum Reimbursement Amount and further provided that City may, in City’s sole discretion, make such reimbursement by issuing Tenant a rent credit. In no event will City be obligated to pay or reimburse Tenant for any other costs or expenses, including business interruption costs.

(c) With respect to a Premises Change where the aggregate square footage of the original Premises will be expanded or contracted by more than ten percent (10%), Tenant may terminate this Lease by giving notice thereof to City within thirty (30) days after the Change Notice is given. In the event Tenant gives such notice of termination, then this Lease shall terminate on the Target Effective Date and on such date, Tenant shall surrender the Premises in the condition required below. Provided Tenant does not terminate this Lease pursuant to the foregoing, Tenant shall cause the Premises to be expanded or contracted as described in the Change Notice on or before the date described therein. As part of City’s approval of Tenant’s plans and specifications and Tenant’s budget for its expansion/contraction work, City may specify a Maximum Reimbursement Amount. Once the expansion/contraction work is completed, and City has approved the work, Tenant must submit to City (i) a certificate from Tenant’s architect certifying that the expansion/contraction work was completed in strict compliance with the plans and specifications approved by City, (ii) copies of paid invoices

showing the costs actually paid by Tenant for the remodeling and Tenant's out-of-pocket moving costs, and (iii) lien releases from all contractors, subcontractors, and material suppliers entitled to payment in connection with the expansion/contraction work. Following its review and approval of those submissions, City will reimburse Tenant for all reasonable costs of the expansion/contraction work; provided that in no event will City be required to reimburse Tenant for more than the Maximum Reimbursement Amount and further provided that City may, in City's sole discretion, make such reimbursement by issuing Tenant a rent credit. In no event will City be obligated to pay or reimburse Tenant for any other costs or expenses, including business interruption costs.

(d) With respect to a Required Relocation, the Minimum Annual Guarantee shall be increased, or decreased, as the case may be, pro rata, to reflect the increase or decrease, as the case may be, in the size of the replacement premises compared to the original premises.

(e) With respect to a Premises Change where the aggregate square footage of the original premises will be expanded or contracted by more than ten percent (10%), the Minimum Annual Guarantee shall be increased, or decreased, as the case may be, pro rata to reflect the increase or decrease, as the case may be, in the size of the expanded or contracted premises compared to the original premises.

(f) Any Required Relocation or Premises Change described herein can be effected on the terms and conditions set forth above without need for a formal amendment of this Lease.

(g) Notwithstanding anything to the contrary herein, City shall not require a Required Relocation or a Premises Change unless City shall have considered other reasonable alternatives and rejected them.

1.3 Remeasurement of Premises. At any time and from time to time, Director may cause City to conduct a space audit pursuant to which City remeasures the Premises using the Airport's then-current measurement specifications, and in such event, the Lease terms based on square footage shall be deemed automatically adjusted to reflect such remeasurement. Only if such remeasurement results in a change in the total square footage of the Premises of more than ten percent (10%) will the Minimum Annual Guarantee be adjusted to reflect such remeasurement.

1.4 Changes to Airport. Tenant acknowledges and agrees that City shall have the right at all times to change, alter, expand, and contract the Airport, including the Terminal Building Complex, and that City has made no representations, warranties, or covenants to Tenant regarding the design, construction, pedestrian traffic, enplanements, airline locations, or views of the Airport or the Premises. Without limiting the generality of the foregoing, Tenant acknowledges and agrees that the Airport is currently undergoing, and may from time to time hereafter undergo, renovation, construction, and other Airport modifications, and may from time to time adopt rules and regulations relating to security and other operational concerns that may affect Tenant's business. Although City will use reasonable efforts to minimize the effect of such changes on Tenant's business, Tenant acknowledges that such activity may have some effect on its operations located at the Airport. Such construction and renovation programs might involve barricading, materials storage, noise, the presence of workers and equipment, rearrangement, utility interruptions, and other inconveniences normally associated with construction and renovation. Although City will use reasonable efforts to minimize the effect of such changes on Tenant's business, Tenant acknowledges that such activity may have some effect on its operations located at the Airport, and Tenant shall not be entitled to any rent credit or other compensation therefor. At any time and from time to time, City may, without the consent of Tenant, and without affecting Tenant's obligations under this Lease, at City's sole discretion, (a) change the shape, size, location, number and

extent of the improvements in any portion of the Airport, including without limitation the concourses, piers, boarding areas, concession areas and security areas located within the Terminal Building, (b) build additional stories above or below the Airport buildings, including of the Terminal Building, (c) eliminate or relocate public entrances to the Premises so long as there is at all times one public entrance to the Premises, (d) construct multi-level, elevated or subterranean parking facilities, and (e) expand or contract the Airport, including redefining the Airport boundaries so as to include additional lands within the Airport or exclude lands from the Airport or both. Without limiting waivers set forth elsewhere in this Lease, Tenant hereby waives all claims against City and releases City from all Losses (as defined below) that Tenant suffers or incurs arising out of or in connection with any changes to the Airport or any portion of the Airport and Tenant further agrees that Tenant will not be entitled to any rent abatement or any other rent relief in connection with any changes to the Airport or any portion of the Airport.

1.5 Common Areas. The term “**common areas**” means all areas and facilities located within the Airport that are designated by City from time to time for the general use and convenience of the tenants of the Airport and other occupants of the airport, and airline passengers and other visitors to the Airport such as concourses, sidewalks, elevators, escalators, moving walkways, parking areas and facilities, restrooms, pedestrian entrances, driveways, loading zones and roadways. City may, in its sole discretion, and without any liability to Tenant (a) change the common areas, (b) increase or decrease the common areas (including the conversion of common areas to leaseable areas and the conversion of leaseable areas to common areas), and (c) impose parking charges. City will, in its sole discretion, maintain the common areas, establish and enforce Airport Rules concerning the common areas, close temporarily portions of the common areas for maintenance purposes, and make changes to the common areas including changes in the location of security check points, driveways, entrances, exits, parking spaces, parking areas, and the direction of the flow of traffic. City reserves the right to make additional Airport Rules affecting the Airport throughout the Term, including the requirement that Tenant participate in a parking validation program.

2. **TERM**

2.1 Commencement and Expiration. The Term shall commence on the Commencement Date and expire on the Expiration Date, unless terminated prior thereto as provided herein. If for any reason (including, without limitation, the existing tenant's failure to vacate timely the Premises) City cannot deliver possession of the Premises to Tenant on the Commencement Date, this Lease shall remain in effect, City shall not be subject to any liability, and such failure shall not extend the Term hereof. In such event, and provided such delay is not caused by the act or omission of Tenant, or Tenant's principal, affiliate, contractor, employee, agent, licensee or invitee (a “**Tenant Entity**”), the Rent Commencement Date shall be extended day for day to reflect such delay. After the Rent Commencement Date has occurred, upon Director's request, Tenant will execute a written acknowledgment of the Commencement Date and the Rent Commencement Date. In the event Tenant fails to execute and return promptly such acknowledgment to City, the dates described therein shall be deemed conclusive.

2.2 Phased Delivery and Required Opening. City may deliver each Facility to Tenant in phases, with one or more Facilities delivered to Tenant at different times. Tenant shall have no right to use or occupy any Facility until the Facility is so delivered. As to each Facility, upon City's notice that such Facility is ready for Tenant to take possession, Tenant shall (a) take possession of such Facility, (b) cause the Initial Improvements to be substantially completed, and (c) cause the Facility to be open for business within ninety (150) days.

2.3 Late Opening Charge. In the event Tenant fails to open a Facility for business on or before the Rent Commencement Date applicable to such Facility, City will incur substantial damages, the

exact amount of which are extremely difficult to fix. Accordingly, for each day after the Rent Commencement Date until the day on which Tenant opens the Facility for business, Tenant shall pay to City Five Hundred Dollars (\$500.00) (in addition to Rent as provided below), as liquidated damages. The parties have agreed that this amount represents a reasonable approximation of the damages likely to be suffered by City in the event Tenant shall fail to open on or before the Rent Commencement Date. In the event the Facility is not open for business on the date that is sixty (60) days after the Rent Commencement Date, City shall have the option to terminate this Lease, or to remove the applicable Facility from the Lease, exercisable by notice to Tenant. In the event the applicable Facility is removed from the Lease, any Rent components based on square footage shall be reduced accordingly. Tenant shall be liable for all damages associated with such termination or removal, including City's releasing costs.

2.4 Delivery Delay by City. If for any reason City cannot deliver possession of a Facility to Tenant on the Commencement Date, this Lease shall remain in effect, City shall not be subject to any liability, and such failure shall not extend the Term hereof. In such event, and provided such delay is not caused by the act or omission of a Tenant Entity, the Rent Commencement Date applicable to such Facility shall be extended day for day to reflect such delay.

2.5 City's Right to Extend Term. City shall have one (1) option to extend the Term by two (2) years, on the terms and conditions of this Section 2.5 (the "**Extension Option**"). To exercise an Extension Option, City must give notice (an "**Exercise Notice**") to Tenant on or before the date that is one hundred and eighty (180) days prior to the Expiration Date. In no event will City be required to exercise the Extension Option.

2.6 Holding Over. If, without objection by City, Tenant holds possession of the Premises after the Expiration Date, Tenant shall become a tenant from month to month, upon the terms of this Lease except that, the MAG shall not be applicable, and Base Rent shall be the Percentage Rent specified in the Summary during any such holdover period. No such holdover shall be deemed to operate as a renewal or extension of the Term. Such month-to-month tenancy may be terminated by City or Tenant by giving thirty (30) days' notice of termination to the other at any time. Tenant shall have no rights to renew or extend the Term of this Lease.

2.7 Early Lease Termination.

(a) Notwithstanding the Lease provisions herein, the Director, in his sole and absolute discretion, has the authority to terminate the Lease during the Operating Term if the use of the space is required in support of the Airport's Five-Year or Ten-Year Capital Plan, as published annually (the "**Early Lease Termination**"). In the event the Director exercises this Early Lease Termination, the Airport shall provide Tenant with six (6) months' written notice of the termination date of the Lease, upon which the Lease shall terminate and Tenant shall vacate the Premises in accordance with applicable Lease provisions contained herein.

(b) Under this provision only, Tenant is entitled to a Lease buy-out and no other monetary payment under this Lease, at law or at equity. The buy-out is computed as the unamortized investment in "hard construction costs" as defined further in Lease Section 7.1 [Minimum Investment]. In the absence of "hard construction costs," the required Minimum Investment Amount will be used. The amortization is based on a straight-line method as applied to the Operating Term. An example of the buy-out computation is as follows: Tenant invests \$500,000 in hard construction costs and has a five year Operating Term, and one two-year Extension Option. During the Operating Term and with two lease years remaining of the Operating Term, the Director exercises the Early Lease

Termination provision. Using the straight line method for amortization, the buy-out to Tenant shall be \$200,000 (\$500,000 divided by 5 years multiplied by two lease years remaining of the term).

3. USE AND OPERATION

3.1 Permitted Use. Tenant shall use the Premises for the Permitted Use and for no other purpose. Tenant shall, at all times, operate the Premises in strict conformance with the Permitted Use attached as Exhibit B herein. In the event Tenant desires to use the Premises for any purpose other than the Permitted Use (including selling an item or service outside the scope of the Permitted Use), Tenant must submit a request to Director. Director may, in his/her sole and absolute discretion approve or deny such request. Any such decision shall be binding on Tenant. Without limiting the generality of this Section 3.1 or any of the requirements set forth on Exhibit B, Tenant shall not operate any Facility under any name or brand other than a name or brand specifically permitted or required herein, or as otherwise approved by Director. Without limiting Section 5 [Assignment or Subletting], Tenant shall not, without the prior consent of Director, engage a third-party operator to conduct the Permitted Use or otherwise operate on the Premises.

3.2 No Exclusivity. Tenant acknowledges and agrees that Tenant has no exclusive rights to conduct the business of the Permitted Use and that City may arrange with others for similar activities at the Airport.

3.3 Operation of Business. Subject to the terms of this Lease, Tenant will operate Tenant's business in the Premises so as to maximize Gross Revenues (as defined below) and in accordance with the requirements set forth on Exhibit B relating to, among other things, merchandise requirements and price requirements. Without limiting the generality of the foregoing, Tenant shall (a) conduct the business in a first-class, businesslike, safe, efficient, courteous and accommodating manner; (b) carry a wide-range stock of merchandise of top character, quantity, and quality; and (c) employ sufficient and experienced staff. In the event Director shall give notice to Tenant that any of the foregoing covenants (a) - (c) are not being satisfied, Tenant shall immediately discontinue or remedy the objectionable practice. In addition, Tenant shall make reasonable change when requested, give directions, and assist the public generally. Tenant shall take all reasonable measures in every proper manner to maintain, develop, and increase the business conducted by it. Tenant will not divert or cause to be diverted any business from the Airport.

3.4 *Left blank by agreement of the parties.*

3.5 Hours of Operation. Tenant will carry on its business diligently and continuously in the Premises and will keep the Premises open for business not less than sixteen (16) consecutive hours each day seven (7) days per week, including holidays. Director or his/her representative may, from time to time, modify, expand, or reduce such required hours of operation, in which event, Tenant will remain open during such revised hours. Similarly, Tenant may, from time to time, request to revise its hours of operation. Such change must be approved by Director or his/her representative, in writing, prior to its occurrence. Tenant may not, at any time, vacate or abandon the Premises.

3.6 Prices. Tenant's prices for the food and beverage comprising the Permitted Use shall be the same or comparable to prices found in Tenant's menu, if any, at Tenant's other food and beverage facilities, or as determined by Director to be comparable, and shall otherwise comply with the Airport's "street pricing program." As used herein, the price shall be deemed "comparable" if it is no more than ten percent (10%) higher than the price for the comparable item at Tenant's other off-Airport locations or other locations as determined by the Director. For purposes of this paragraph, if Tenant is a licensee of a

restaurant concept, then the street pricing comparison shall be to the other restaurants with the same concept operated by the licensor or other licensees. Stadiums, entertainment venues, resorts, hotels and any venue which has a captive audience may not be used for comparison.

3.7 References to Airport. Tenant shall not, without the prior written consent of Director, reference City or the Airport for any purpose other than the address of the business to be conducted by Tenant in the Premises, nor will Tenant do or permit anything in connection with Tenant's business or advertising which in the judgment of City may reflect unfavorably on City or the Airport, or confuse or mislead the public as to the relationship between City and Tenant.

3.8 Other Operational Requirements.

(a) Tenant must keep the display cases and windows within the Premises presentable, clean, and suitably illuminated at all times.

(b) Tenant must dispose of all trash and debris in areas and in containers designated by Director. If City provides common trash areas, Tenant may request a permit to use the same for a charge determined by Director from time to time. Tenant may not place or leave or permit to be placed or left in or upon any part of the common areas or corridors adjacent to the Premises any garbage, debris or refuse.

(c) City shall have the right to implement a consolidated distribution center for delivery of merchandise to Tenant. If City elects to implement such a consolidated distribution center, Tenant must use the service and pay any associated fees.

(d) Tenant acknowledges that the operational requirements of the Airport as an airport facility, including without limitation security requirements, are of paramount importance. Tenant acknowledges and agrees that it must conduct its business in a manner that does not conflict with the operational requirements of the Airport as an airport facility and that fully accommodates those requirements. Without limiting other waivers herein, Tenant waives all claims for any Losses arising out of or connected to the operation of the Airport as an airport facility. Without limitation on the foregoing, Tenant must:

- (i) comply with the Airport Rules;
- (ii) cause all deliveries and dispatches of merchandise, supplies, fixtures, equipment and furniture to be made and conveyed to or from the Premises by means and during hours established by Director in Director's sole discretion. City has no responsibility regarding the delivery or dispatch of Tenant's merchandise, supplies, fixtures, equipment and furniture. Tenant may not at any time park its trucks or other delivery vehicles in common areas; and
- (iii) not park within the parking areas of the Airport except in those areas, if any, designated by City pursuant to permits obtained from the Airport's Permit Bureau. Nothing herein shall imply that Tenant shall be able to secure any on-Airport parking privileges.

3.9 Prohibited Activities. Without limiting any other provision herein, Tenant shall not, without the prior written consent of Director: (a) use or permit the use of the Premises for the conduct of

an outlet store or a second-hand store; (b) advertise any distress, fire, bankruptcy, liquidation, relocation, closing, or going-out-of-business sales; (c) use or permit the use on the Premises of any pinball machines, videogames, or other devices or equipment for amusement or recreation, or any vending machines, newspaper racks, pay telephones, or other coin, token, or credit card-operated devices; (d) allow the ordering of goods or services to take place from locations outside of the Premises or physically deliver goods or services to customers outside of the Premises; (e) cause or permit anything to be done in or about the Premises, or bring or keep anything thereon, which might (i) increase in any way the rate of fire insurance on the Terminal Building Complex or any of its contents; (ii) create a nuisance; (iii) in any way obstruct or interfere with the rights of others in the Terminal Building Complex or injure or annoy them; (f) commit or suffer to be committed any waste upon the Premises; (g) use or allow the Premises to be used for any improper, immoral, unlawful or objectionable purpose; (h) place any loads upon the floor, walls or ceiling which endanger the structure or obstruct the sidewalk, passageways, stairways or escalators, in front of, within, or adjacent to the Terminal Building Complex; (i) use any advertising or promotional medium that may be seen, heard, or otherwise experienced outside the Premises (such as searchlights, barkers or loudspeakers); (j) distribute handbills or circulars to Airport patrons or to cars in the parking lots, or engage in any other advertising in the Airport; (k) engage in any activity on the Airport outside the Premises for the recruitment or solicitation of business; or (l) do or permit to be done anything in any way tending to injure the reputation of City or appearance of the Airport.

3.10 Audit of Operations. At any time and from time to time, City may conduct an audit of Tenant's operations at the Airport (in addition to City's right to audit pursuant to Section 4.9 [Books and Records; Audit Rights]) to confirm that such operations comply with the requirements set forth in this Lease. Tenant shall cooperate with such audit. In the event such audit shows that Tenant is not complying with such requirements, without limiting City's ability to call a default hereunder, City may require that Tenant reimburse City for the costs of such audit. Tenant shall promptly remedy any noncompliance shown in any such audit.

3.11 Representative of Tenant. Tenant shall at all reasonable times retain in the Terminal Building Complex at least one qualified representative authorized to represent and act for it in matters pertaining to its operation, and shall keep Director informed in writing of the identity of each such person. The initial person so designated is the Initial Tenant Representative.

3.12 Investigation Reports. Tenant shall, if required by Director, employ, at its own cost and expense, an investigative organization approved by Director for the purpose of making investigations and observations and preparing a written report of the carrying out of any pricing policies, revenue control, and operational techniques being used on the Premises. Tenant shall cause such investigation and observation to be made at such reasonable times and in the manner directed by Director, and the investigator shall deliver forthwith to Director a true and complete written copy of any such reports made to Tenant.

3.13 Compliance with Laws. Tenant shall promptly, at its sole expense, cause the Premises (including any permitted Alterations (as defined below)), and Tenant's and any Tenant Entity's use of the Premises and operations at the Airport under the Lease, to comply at all times with all Laws (as defined below). Notwithstanding the foregoing, this Section 3.13 shall not impose on Tenant any liability to make any structural alterations to the Terminal's roof, foundation, bearing and exterior walls and subflooring; or heating, ventilating, air conditioning, plumbing, electrical, fire protection, life safety, security and other mechanical, electrical and communications systems of the Terminal (collectively "**Building Systems**"), except to the extent the same is (i) installed by Tenant or Tenant Entity, or (ii) necessitated by Tenant's Alterations or by any act or omission of Tenant or any Tenant Entity. As used herein, the term "**Laws**" shall mean all applicable present and future laws, ordinances, rules, judgments, decrees, injunctions,

regulations, permits, authorizations, orders and requirements, to the extent applicable to Tenant or the Premises or any portion of any of them whether or not in the contemplation of the parties, including, without limitation, all consents or approvals required to be obtained from, and all rules and regulations of, and all building and zoning laws of, all federal, state, county and municipal governments, the departments, bureaus, agencies or commissions thereof, authorities, board of officers, any national or local board of fire underwriters, or any other body or bodies exercising similar functions, including the Occupational Safety and Health Act and all other applicable laws relating to workplace safety or toxic materials, substances or wastes, Title XV (commencing with Section 3082) of the California Civil Code relating to works of improvement and all other applicable laws relating to construction projects, the provisions of the American with Disabilities Act, 42 U.S.C. Section 12101 et seq. and any governmental regulations with respect thereto (the "ADA") (including, without limitation, the requirements under the ADA for the purposes of "public accommodations", as that term is used in the ADA), the provisions of Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. Section 794 et seq.) and any governmental regulations with respect thereto, Title 24 of the California Administrative Code, all Environmental Laws, the Airport Rules, the Tenant Improvement Guide (including any design criteria) as the same may be amended from time to time (the "TI Guide"), and the requirements referenced in Section 19 [City and Other Governmental Provisions] hereof.

4. RENT

4.1 Definitions. For purposes of this Lease, the following capitalized terms shall have the following meanings:

(a) "Gross Revenues" means:

- (i) The retail price of all merchandise sold and services rendered in, on, about or from the Premises or from such other locations on the Airport where Tenant operates, whether through a subtenant, concessionaire, or by any other person or entity herein permitted, regardless of where or by whom any such merchandise is prepared, whether such sales be for cash or on credit, and in case of sales on credit, whether or not payment is actually made; provided, however, that in the event merchandise is returned by a customer and the sale is canceled, the selling price shall be excluded; plus,
- (ii) The full amount of all deposits forfeited by customers in connection with any business of Tenant in, on, about or from the Premises; plus,
- (iii) The full amount of all orders for goods or services accepted by Tenant in, on, about or from the Premises, whether or not to be filled or performed at any other place, and the full amount of all orders accepted by Tenant elsewhere, but to be filled or performed in, on, about or from the Premises or from such other locations on the Airport where Tenant operates. In determining Gross Revenues, retail sales taxes shall not be included; plus,
- (iv) The retail price of all merchandise orders placed on the Premises from Tenant's catalog.

The following shall not be included in Gross Revenues:

- (i) Any exchange of merchandise between facilities of Tenant where such exchange is made solely for the convenient operation of Tenant's business and not for the purpose of consummating a sale made in, at or from the demised premises, or for the purpose of depriving City of the benefit of sales which would otherwise be made in or at the Premises;
 - (ii) Returns to the shippers or manufacturers;
 - (iii) Cash or credit refunds to customers on transactions (not to exceed the actual selling price of the item returned) otherwise included in Gross Revenues;
 - (iv) Discount sales to employees, to the extent of the discount.
- (b) "**MAG Adjustment Date**" has the meaning given it in the Summary.
- (c) "**Enplanements**" means the total number of passengers boarding airline carriers.
- (d) "**First Month**" means the month in which the first Rent Commencement date occurs.
- (e) "**Lease Year**" means the period commencing on the first Rent Commencement Date and terminating on December 31st of the year in which the first Rent Commencement Date occurs, and each subsequent 12 month period except that the final Lease Year may be less than 12 months.
- (f) "**Consumer Price Index**" means that index published by the United States Department of Labor, Bureau of Labor Statistics known as "*Food Away from Home Metropolitan San Francisco-Oakland-San Jose Area, California*". In the event such index is discontinued, then "**Consumer Price Index**" shall mean an index chosen by Director which is, in Director's reasonable judgment, comparable to the index specified above.
- (g) "**Base Index**" means the most recent Consumer Price Index published immediately prior to the first Rent Commencement Date.
- (h) "**Comparison Index**" means the most recent Consumer Price Index available at the time of MAG Adjustment review.

4.2 Monthly Rent Payments. Tenant shall pay, as rent for the Premises, estimated monthly Base Rent in advance, on or before the first (1st) day of each calendar month of the Term, as set forth below:

- (a) On or before the Rent Commencement Date and the first (1st) day of each calendar month thereafter, Tenant shall pay the current monthly Minimum Annual Guarantee to the City's Rent Payment Address.
- (b) On or before the twentieth (20th) day of each calendar month after the First Month, concurrently with its submission of the Sales Reports described below covering the prior calendar month, Tenant shall pay to City the deficiency, if any, between the Base Rent payable by Tenant with respect to such prior calendar month (based on the Gross Revenues achieved with respect to such prior

month), and the amount actually paid by Tenant pursuant to the foregoing subsection (a) with respect to such month.

(c) All payments hereunder shall be paid to City's Rent Payment Address, or at such other place as City may from time to time designate in writing.

(d) All Rent shall be paid in lawful money of the United States, free from all claims, demands, setoffs, or counterclaims of any kind.

(e) Any Rent not paid when due shall be subject to a service charge equal to the lesser of the rate of one and one-half percent (1½%) per month, and the maximum rate permitted by law. Acceptance of any service charge shall not constitute a waiver of Tenant's default on the overdue amount or prevent City from exercising any of the other rights and remedies available to City.

4.3 Adjustments to Minimum Annual Guarantee. On each MAG Adjustment Date, the Minimum Annual Guarantee will be adjusted such that the Minimum Annual Guarantee with respect to the upcoming Lease Year shall be increased to equal the following amount:

$$\text{MAG} \quad \times \quad \frac{\text{Comparison Index}}{\text{Base Index}}$$

Notwithstanding anything to the contrary herein, in no event will the Minimum Annual Guarantee for any Lease Year be lower than the Minimum Annual Guarantee with respect to the prior Lease Year.

4.4 Construction Period Operations. In the event Tenant desires to operate and conduct operations constituting the Permitted Use in a temporary facility prior to substantial completion of the Initial Improvements and the Rent Commencement Date, then prior to the Commencement Date, Tenant shall give notice thereof to Director requesting Director's approval of such interim operations. Such notice shall specify the nature of such operations, including the proposed area for such operations, the hours of such operations, and the inventory to be offered for sale. Director shall have the right to grant or deny such approval in Director's sole and absolute discretion. In the event Director grants approval of such interim operations, then such operations shall be on such terms and conditions required by Director, including: (a) Director may revoke Director's approval at any time, and following such revocation, Tenant must immediately cease such operations until the Rent Commencement Date; (b) Such interim operations may be conducted only in the area designated by Director; (c) Tenant's responsibilities and liabilities with respect to such designated area shall be the same responsibilities and liabilities that Tenant has with respect to the Premises, except that Tenant shall not be obligated to perform the Initial Improvements or any other Alterations on such designated area; (d) As Base Rent for the interim period, Tenant shall pay to City the Construction Period Percentage Rent identified in the Summary based on Gross Revenues achieved from such designated area during each month of such interim period. All such rent shall be due and payable on the twentieth (20th) day of the month following each month of operation, and otherwise as provided in Section 4 of the Lease. Tenant shall report all Gross Revenues achieved during such interim period and such Gross Revenues shall not be included as Gross Revenues for the purposes of calculation of Base Rent following the Rent Commencement Date; and (e) Tenant shall be solely responsible for making the designated area useable for Tenant's interim operations, and for protecting such area from construction and other activities in the Premises. At Director's request, Tenant shall restore such area to the condition existing prior to Tenant's use thereof.

4.5 Rent Prior to Rent Commencement Date. In the event Tenant completes its improvements and opens for business prior to the Rent Commencement Date, Base Rent will be greater of the

Percentage Rent or a pro-rated MAG based on a thirty (30) day month. In the event this Lease covers more than one Facility, upon the Rent Commencement Date for the first and each successive Facility, Base Rent will be the greater of the Percentage Rent or a pro-rated MAG based on the percentage of each such Facility's square footage against the total square footage of the Premises. For example, if the aggregate square footage of the Premises equals 1,000 square feet, and the newly constructed Facility equals 500 square feet, the pro-rated MAG will be fifty percent (50%) of the total MAG, since 500 square feet is fifty percent of the aggregate square footage of 1,000 square feet. If the pro-rated MAG amount is less than the Percentage Rent however, then the Percentage Rent amount will supersede the pro-rated MAG.

4.6 Sales Reports. On or before the twentieth (20th) calendar day of each month after the First Month, Tenant shall submit to City, at City's Sales Report Address, a report (the "Sales Report") showing all Gross Revenues achieved with respect to the prior month by location, segregated by each source or general type of article sold or service rendered. Such report shall be certified as being true and correct by Tenant and shall otherwise be in form and substance satisfactory to Director. As described below, City shall have the right, in addition to all other rights herein, to impose a fine in the event Tenant shall fail to submit such Sales Report timely.

4.7 Annual Certification of Sales and Adjustment. Within ninety (90) days after the end of each Lease Year, Tenant shall submit to Director at City's Deposit/Annual Report Notice Address a year-end revenue report certified by an independent Certified Public Accountant or senior officer showing Gross Revenues achieved with respect to the prior Lease Year ("Annual Report"). If such report shows that the total Base Rent actually paid by Tenant with respect to the prior Lease Year was less than the Base Rent payable with respect to such year, then Tenant shall immediately pay to City such deficiency. If such report shows that the total Base Rent actually paid by Tenant with respect to such prior Lease Year exceeded the Base Rent payable with respect to such year, then such excess shall be applied as a rent credit to amounts next coming due. Notwithstanding anything to the contrary herein, in no event will the Base Rent payable to City be less than the Minimum Annual Guarantee. In addition, Tenant shall submit to City such other financial or other reports as Director may reasonably require. Tenant shall also certify any Gross Revenues earned prior to the Rent Commencement Date and a true-up for that period alone will take place in the manner stated immediately above.

4.8 Point of Sale Requirements. Tenant shall install in the Premises a Point of Sale (POS) system with at least one POS unit, which includes mobile POS or other similar electronic devices. All POS used on the Premises shall meet current industry standards for transmitting, capturing and recording transactions and data in a secure fashion while protecting Card Holder Data, and shall register every transaction made in, on, about or from the Premises, including every type of Gross Revenue in real time, and an electronic or hard copy record of each. Tenant shall comply and remain current with all Payment Card Industry Data Security Standard (PCI-DSS) requirements as detailed in Exhibit B hereto. Said POS shall be accessible to and subject to inspection or audit by Director or his/her designee upon request. All cash receipts must include Tenant's identification thereon. Each sale or other transaction from the Premises must be recorded at the time of each sale or other transaction, in the presence of the customer, unless otherwise approved by the Director. Each customer must be offered a receipt or sales slip for each transaction, which transaction must be recorded on a digital record produced by the POS. The POS may also provide customer the option of having receipts emailed, in addition or in lieu of a printed receipt, at the option of the customer. City shall have the right to: (a) examine during business hours the totals of any POS used on the Premises and to inspect such POS for compliance with this Section; (b) implement an hourly or daily reporting system with which Tenant shall comply; and (c) implement a common-use POS, in which event, Tenant must, at its cost, purchase and install the necessary equipment, train its employees, and thereafter use, such equipment to take part in such system. Additionally, Tenant shall

ensure a capability within its mobile POS for the installation of Airport and Airport partner applications that can be integrated with Tenant's POS to exchange data and make possible future opportunities to support passengers and airlines with vouchers, coupons and other mutually beneficial marketing programs.

4.9 Books and Records; Audit Rights.

(a) Tenant shall maintain for a period of five (5) years after the Expiration Date, or, in the event of a claim by City, until such claim of City for payments hereunder shall have been fully ascertained, fixed and paid, separate and accurate daily records of Gross Revenues, whether for cash, credit, or otherwise. Tenant must require each subtenant, concessionaire, licensee, and assignee to maintain the same records. All such books and records shall be kept in accordance with "generally accepted accounting principles," consistently applied, showing in detail all business done or transacted in, on, about or from or pertaining to the Premises, and Tenant shall enter all receipts arising from such business in regular books of account, and all entries in any such records or books shall be made at or about the time the transactions respectively occur. The books and source documents to be kept by Tenant must include records of inventories and receipts of merchandise, daily receipts from all sales and other pertinent original sales records and records of any other transactions conducted in or from the Premises by all persons or entities conducting business in or from the Premises. Pertinent original sales records include: (i) cash register tapes, including tapes from temporary registers, (ii) serially pre-numbered sales slips, (iii) the original records of all mail and telephone orders at and to the Premises, (iv) settlement report sheets of transactions with subtenants, concessionaires, licensees and assignees, (v) original records indicating that merchandise returned by customers was purchased at the Premises by such customers, (vi) memorandum receipts or other records of merchandise taken out on approval, (vii) detailed original records or any exclusions or deductions from Gross Revenues, (viii) sales tax records, and (ix) all other sales records, if any, that would normally be examined by an independent accountant pursuant to generally accepted auditing standards in performing an audit of Gross Revenues. Tenant must keep the required books, source documents and records of Gross Revenues available for inspection by City and its agents and employees at the Premises or at another location within the continental United States at all times during regular business hours. In addition, Tenant shall maintain monthly and annual reports of Gross Revenues derived from its operation under this Lease, using a form and method as is directed by Director. Such forms and methods shall be employed by Tenant throughout the term of this Lease. Upon Director's written request, Tenant shall make available immediately to City and/or its auditors any and all books, records and accounts pertaining to its operations under this Lease. The intent and purpose of the provisions of this section are that Tenant shall keep and maintain records which will enable City and City's Controller to ascertain, determine and audit, if so desired by City, clearly and accurately, Gross Revenues achieved, and the adequacy of the form and method of Tenant's reporting thereof.

(b) Should any examination, inspection, and audit of Tenant's books and records by City disclose an underpayment by Tenant of the total Base Rent due, Tenant shall promptly pay to City such deficiency, and if such deficiency exceeds two percent (2%) of the total Base Rent due, Tenant shall also promptly reimburse City for all costs incurred in the conduct of such examination, inspection, and audit. Further, should any examination, inspection, and audit of Tenant's books and records by City disclose an underpayment by Tenant of the total Base Rent due and such deficiency exceeds five percent (5%) of the total Base Rent due, City shall have the right to terminate this Lease. In the event that City deems it necessary to utilize the services of legal counsel in connection with collecting the reimbursement for such examination, inspection, and audit, then Tenant shall reimburse City for reasonable attorneys' fees and litigation expenses as part of the aforementioned costs incurred.

4.10 Other Reports and Submissions. Tenant shall furnish City with such other financial or statistical reports as Director or his/her representative from time to time may reasonably require. Upon request by Director, Tenant shall furnish to City copies of its quarterly California sales and use tax returns covering the Premises operations as well as that pertinent portion of both the California and Federal income tax returns and possessory interest tax returns on the Premises operations at the time of filing, and any amendments thereto. All copies of such returns must be certified as exact copies of the original documents by a Certified Public Accountant. Tenant and all subtenants (to the extent permitted) shall also promptly notify Director of and furnish to City copies of any audit reports covering this facility conducted by the California Franchise Tax Board or the Board of Equalization.

4.11 Additional Rent. Tenant shall pay to City any and all charges and other amounts under this Lease as additional rent, at the same place where Base Rent is payable. City shall have the same remedies for a default in the payment of any such additional charges as for a default in the payment of Base Rent.

4.12 Food and Beverage Cleaning Fee. Tenant shall pay to City the Food and Beverage Cleaning Fee in monthly installments, in advance, on or before the Rent Commencement Date and the first day of each calendar month thereafter. The Food and Beverage Cleaning Fee shall adjust on July 1st of the second Lease Year and each July 1st thereafter based on Tenant's Gross Revenues during the prior calendar year and the Airport's projected food and beverage cleaning costs

4.13 Food and Beverage Infrastructure Fee. Tenant shall pay to City the Food and Beverage Infrastructure Fee in monthly installments, in advance, each of which shall be due on the first day of each month.

4.14 Prepay Rent. Notwithstanding anything to the contrary herein, in the event Tenant shall fail to pay any Rent when due hereunder, Director shall have the right to require Tenant to pay estimated monthly Rent (including Base Rent, utility charges, and all other amounts) one (1) month in advance of when such payment would otherwise be due. Such prepayment would be based on the highest monthly Rent previously due from Tenant. Such right shall be exercised by a notice from Director to Tenant, which notice may be given any time after such default by Tenant, regardless of whether the same is cured by Tenant.

4.15 Nature of Lease. Under no circumstances will City be expected or required to make any payment of any kind with respect to Tenant's use or occupancy of the Premises, except as may be otherwise expressly set forth herein. Except as may be specifically and expressly provided otherwise in this Lease, no occurrence or situation arising during the Term, nor any present or future Law, whether foreseen or unforeseen, shall relieve Tenant from its liability to pay all of the sums required by this Lease, or relieve Tenant from any of its other obligations under this Lease, or give Tenant the right to terminate this Lease in whole or in part. Tenant waives any rights now or hereafter conferred upon it by any existing or future Law to terminate this Lease or to receive any abatement, diminution, reduction, or suspension of payment of such sums, on account of such occurrence or situation. Except as otherwise expressly provided herein, this Lease shall continue in full force and effect, and the obligations of Tenant hereunder shall not be released, discharged or otherwise affected, by reason of: (a) any damage to or destruction of the Premises or any portion thereof or any improvements thereon, or any taking thereof in eminent domain; (b) any restriction or prevention of or interference with any use of the Premises or the improvements or any part thereof; (c) any bankruptcy, insolvency, reorganization, composition, adjustment, dissolution, liquidation or other proceeding relating to City, Tenant or any constituent partner of Tenant or any sublessee, licensee or concessionaire or any action taken with respect to this Lease by a trustee or receiver, or by any court, in any proceeding; (d) any claim that Tenant or any other person has

or might have against City; (e) any failure on the part of City to perform or comply with any of the terms hereof or of any other agreement with Tenant or any other person; (f) any failure on the part of any sublessee, licensee, concessionaire, or other person to perform or comply with any of the terms of any sublease or other agreement between Tenant and any such person; (g) any termination of any sublease, license or concession, whether voluntary or by operation of law; or (h) any other occurrence whatsoever, whether similar or dissimilar to the foregoing in each case whether or not Tenant shall have notice or knowledge of any of the foregoing. The obligations of Tenant hereunder shall be separate and independent covenants and agreements. Tenant hereby waives to the full extent permitted by applicable law, all rights now or hereafter conferred by statute, including without limitation the provisions of Civil Code Sections 1932 and 1933, to quit, terminate or surrender this Lease or the Premises or any part thereof, or to any abatement, suspension, deferment, diminution or reduction of any rent hereunder.

4.16 Severe Decline in Enplanements.

(a) Defined Terms. For purposes of this Section, the following capitalized terms shall have the following meanings:

- (i) “**Relevant Boarding Area**” shall have the meaning given it in the Summary.
- (ii) “**Enplanements**” shall mean the total number of passengers boarding airline carriers. For purposes of this Section 4.14, all Enplanement comparisons shall be done by Relevant Boarding Area.
- (iii) “**Reference Month(s)**” shall mean the corresponding month in the Reference Year.
- (iv) “**Reference Year**” shall have the meaning given it in the Summary.
- (v) “**Percentage Rent**” shall have the meaning given it in the Summary.
- (vi) “**Severe Decline in Enplanements for Three Months**” shall mean that the actual Enplanements achieved during a one month period is less than 80% of the actual Enplanements of the same Reference Month in the Reference Year, and such shortfall continues for three (3) consecutive months.
- (vii) “**Enplanement Stabilization for Two Months**” means that actual Enplanements for a particular month equals or exceeds 80% of the actual Enplanements of the same Reference Month in the Reference Year, and such threshold is achieved for two (2) consecutive months.

(b) MAG Suspension. If at any time during the term, there is a Severe Decline in Enplanements for Three Months, then the MAG shall be temporarily suspended as follows:

- (i) The MAG suspension shall be effective on the first day of the month immediately following the Severe Decline in Enplanements for Three Months.

- (ii) During such MAG suspension period, Tenant shall be required to pay only the Percentage Rent, unless and until the MAG is reinstated as provided below. On or before the 20th day of each month, Tenant will submit to City a Sales Report showing Tenant's Gross Revenues achieved with respect to the prior month, together with the Percentage Rent calculated on such Gross Revenues, cumulated by Lease Year.
- (iii) If the Lease provides that the Percentage Rent is based on a tiered gross revenue structure, for purposes of determining the Percentage Rent payable, the annual Gross Revenues shall continue to cumulate as provided in the Lease. For example, if Tenant's Lease Year is November 1 through October 31, then for purposes of calculating Percentage Rent for April 2003, all gross revenues achieved to date (from November 1 through April 30) will be cumulated.

(c) MAG Reinstatement. Once there is Enplanement Stabilization for Two Months, then the MAG is reinstated, and will continue unless and until there is another Severe Decline in Enplanements for Three Months, as follows:

- (i) Such MAG reinstatement will be effective on the first day of the month following an Enplanement Stabilization for Two Months.
- (ii) In the event the MAG is reinstated after the commencement of a "Lease Year" or other period of time for annual gross revenue accumulation specified in the Lease, the MAG will be pro-rated accordingly.

(d) Determination of Enplanements and "True-Ups". The parties acknowledge that Enplanements for a particular month are not usually determined as of the first day of the following month. Accordingly, unless and until the MAG is suspended as provided herein, Tenant shall continue to pay the MAG as and when required hereunder. If and when a MAG is later suspended pursuant to Section 4.12(b), then City shall issue a rent credit to reflect any resulting overpayment in rent. If and to the extent Tenant has any outstanding obligations to City hereunder, City may decline to issue such rent credit or reduce the rent credit by the amount outstanding. If and when the MAG is reinstated, Tenant shall pay to City within five (5) days after City shall have given notice to Tenant of such reinstatement, the deficiency, if any, between the Percentage Rent paid by Tenant and the MAG, for the month(s) following such reinstatement.

(e) Enplanement Determinations. Director shall have the sole discretion as to the Enplanement calculations, and whether there exists a Severe Decline in Enplanements for Three Months and/or an Enplanement Stabilization for Two Months.

(f) No Effect. The MAG suspension shall have no effect on (i) any adjustments specified in this Lease to be made to the MAG; or (ii) the Deposit Amount.

(g) Effect of Default. Notwithstanding anything to the contrary herein, in the event Tenant shall default under this Lease or any Other Agreement, the Director may immediately reinstate the MAG, without giving to Tenant the benefit of any notice or right to cure as may otherwise be provided under this Lease or Other Agreement.

(h) Subtenants. Without limiting the provisions of Section 5 [Assignment or Subletting] if Tenant subleases any portion of the Premises, Tenant shall offer to such subtenant(s) the same types of MAG suspension as are provided herein.

(i) Example. The following is intended merely to provide an example of the mechanics of the foregoing provisions, and the numbers provided are not intended to be projections or guarantees. Assume (a) the Premises are in Boarding Area F, (b) the Lease is awarded on February 15, 2003, and (c) Reference Year Enplanements for Boarding Area F, by Reference Month in the Reference Year (January 1- December 31, 2002) are:

| | <u>Jan</u> <u>2002</u> | <u>Feb</u> <u>2002</u> | <u>Mar</u> <u>2002</u> | <u>Apr</u> <u>2002</u> | <u>May</u> <u>2002</u> | <u>Jun</u> <u>2002</u> | <u>Jul</u> <u>2002</u> | <u>Aug</u> <u>2002</u> | <u>Sep</u> <u>2002</u> | <u>Oct</u> <u>2002</u> | <u>Nov</u> <u>2002</u> | <u>Dec</u> <u>2002</u> |
|---------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| Enp (‘000) | 800 | 800 | 800 | 900 | 1,100 | 1,200 | 1,300 | 1,200 | 1,100 | 900 | 800 | 900 |

Assume further that actual Enplanements for Boarding Area F by Reference Month for 2005 are as follows:

| | <u>Jan</u> <u>2005</u> | <u>Feb</u> <u>2005</u> | <u>Mar</u> <u>2005</u> | <u>Apr</u> <u>2005</u> | <u>May</u> <u>2005</u> | <u>Jun</u> <u>2005</u> | <u>Jul</u> <u>2005</u> | <u>Aug</u> <u>2005</u> | <u>Sep</u> <u>2005</u> | <u>Oct</u> <u>2005</u> | <u>Nov</u> <u>2005</u> | <u>Dec</u> <u>2005</u> |
|-----------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| Enp (‘000) | 900 | 900 | 700 | 700 | 800 | 800 | 900 | 1100 | 700 | 800 | 700 | 800 |
| % of Ref. Month | 112.5 | 112.5 | 87.5 | 77.8 | 72.2 | 72.2 | 69.2 | 91.7 | 63.6 | 88.9 | 87.5 | 88.9 |

(j) Then, there occurs a Severe Decline in Enplanements for Three Months with respect to the months April 2005 – June 2005, and the MAG shall be suspended effective July 1, 2005. There occurs an Enplanement Stabilization for Two Months with respect to the months October 2005 – November 2005, and the MAG shall be reinstated effective December 1, 2005.

5. ASSIGNMENT OR SUBLETTING

5.1 No Assignment. Tenant shall not assign, sublet, encumber, or otherwise transfer, whether voluntary or involuntary or by operation of law, the Premises or any part thereof, or any interest herein, without City’s prior written consent, which consent may be granted or denied in City’s sole and absolute discretion (the term “Transfer” shall mean any such assignment, subletting, encumbrance, or transfer). City’s consent to one Transfer shall not be deemed a consent to subsequent Transfers. Any Transfer made without City’s consent shall constitute a default hereunder and shall be voidable at City’s election. Notwithstanding or limiting the foregoing, the City will allow a Tenant, including an individual or entity with any level of ownership in an Airport tenancy, to hold a maximum of eight (8) retail or food and beverage, or a combination therein, leases at the Airport at any given time. This policy does not included subleases. Any transfer made without the City’s consent shall constitute a default hereunder and shall be voidable at the City’s election.

5.2 Changes in Tenant. The merger of Tenant with any other entity or the transfer of any controlling ownership interest in Tenant, or the assignment or transfer of a substantial portion of the

assets of Tenant, whether or not located on the Premises, shall constitute a Transfer. Without limiting the generality of the foregoing, if Tenant is a partnership, a withdrawal or change, voluntary, involuntary or by operation of law of the partner or partners owning twenty-five percent (25%) or more of the partnership, or the dissolution of the partnership, or the sale or transfer of at least twenty-five percent (25%) of the value of the assets of Tenant, shall be deemed a Transfer. If Tenant is a corporation or limited liability company, any dissolution, merger, consolidation or other reorganization of Tenant, or the sale or other transfer of a controlling percentage of the capital stock or membership interests of Tenant, or the sale or transfer of at least twenty-five percent (25%) of the value of the assets of Tenant, shall be deemed a Transfer. The phrase “controlling percentage” means the ownership of, and the right to vote, stock or interests possessing at least twenty-five percent (25%) of the total combined voting power of all classes of Tenant’s capital stock or interests issued, outstanding and entitled to vote for the election of directors. Without limiting the restrictions on asset transfers, this paragraph shall not apply to stock or limited liability company interest transfers of corporations or limited liability companies the stock or interests of which is traded through an exchange or over the counter.

5.3 No Release. In no event will City’s consent to a Transfer be deemed to be a release of Tenant as primary obligor hereunder.

5.4 Subleasing. Without limiting City’s discretion in approving or disapproving a proposed Transfer, if and to the extent City permits Tenant to sublease the Premises, the following shall apply: (a) Prior to negotiating a sublease agreement, Tenant must submit to City a sublease proposal for City’s approval, which approval may be granted or withheld in City’s absolute and sole discretion; (b) Every sublease must be on a Standard Sublease Agreement form approved by Director, and the actual sublease must be approved by Director; (c) Each and every covenant, condition or obligation imposed upon Tenant by this Lease and each and every right, remedy or benefit afforded City by this Lease will not be impaired or diminished as a result of any sublease agreement; (d) No subtenant shall be obligated to pay to Tenant, and Tenant shall not be permitted to charge any rent, percentage rent, bonus rent, key money, administration fee, or the like, which exceeds, in the aggregate, the total sums that Tenant pays to City under this Lease for the portion of the Premises subleased by the subtenant under its sublease agreement (the “**Excess Rent**”). If, notwithstanding the foregoing prohibition, Tenant receives any Excess Rent, Tenant shall pay the same to City; (e) Tenant assigns to City all rent and other payments due from all subtenants under any sublease agreements; provided however, Tenant is hereby granted a license to collect rents and other payments due from subtenants under their sublease agreements until the occurrence of an Event of Default, regardless of whether a notice of that default has been given by City. At any time, at Director’s option, City may notify a subtenant of this assignment and upon such notice the subtenant will pay its rent other payments directly to City. City will credit Tenant with any rent received by City under such assignment, but the acceptance of any payment on account of rent from any subtenants as a result of an Event of Default will in no manner whatsoever serve to release Tenant from any liability under this Lease. No payment of rent or any other payment by a subtenant directly to City or other acceptance of such payments by City, regardless of the circumstances or reasons therefor, will in any manner whatsoever be deemed an attornment by the subtenants to City in the absence of either a specific written agreement signed by City to such an effect.

5.5 Excess Rent. City shall receive fifty percent (50%) of all Excess Rent payable in connection with any Transfer. “**Excess Rent**” means the excess of (a) all consideration received by Tenant from a Transfer over (b) Rent payable under this Lease after deducting reasonable tenant improvements paid for by Tenant, reasonable attorneys’ fees and any other reasonable out-of-pocket costs paid by Tenant as a result of the Transfer (but specifically excluding any Rent paid to City while the Premises is vacant).

5.6 Acceptance of Rent. The acceptance of rent by City from any person or entity does not constitute a waiver by City of any provision of this Lease or a consent to any Transfer. City's consent to one Transfer will not be deemed to be a consent to any subsequent Transfer. If Tenant defaults in the performance of any of the terms of this Lease, City may proceed directly against the transferor (or if there has been more than one Transfer, then each transferor) without necessity of exhausting remedies against Tenant. City may consent to subsequent Transfers or amendments or modifications to this Lease with transferees, without notifying transferor (or if there has been more than one Transfer, then each transferor) and without obtaining its or their consent thereto and such action shall not relieve any transferor of liability under this Lease as amended.

5.7 Waiver. Tenant waives the provisions of Civil Code Section 1995.310 with respect to remedies available to Tenant should City fail to consent to a Transfer.

6. TAXES, ASSESSMENTS AND LIENS

6.1 Taxes.

(a) Tenant recognizes and understands that this Lease may create a possessory interest subject to property taxation and that Tenant may be subject to the payment of property taxes levied on such interest. Tenant further recognizes and understands that any Transfer permitted under this Lease and any exercise of any option to renew or other extension of this Lease may constitute a change in ownership for purposes of property taxation and therefore may result in a revaluation of any possessory interest created hereunder. Tenant shall pay all taxes of any kind, including possessory interest taxes, that may be lawfully assessed on the leasehold interest hereby created and to pay all other taxes, excises, licenses, permit charges and assessments based on Tenant's usage of the Premises, all of which shall be paid when the same become due and payable and before delinquency.

(b) Tenant shall report any Transfer, or any renewal or extension hereof, to the County of San Mateo Assessor within sixty (60) days after such Transfer transaction, or renewal or extension. Tenant further agrees to provide such other information as may be requested by the City to enable the City to comply with any reporting requirements under applicable law with respect to possessory interests and any applicable rules and regulations of the Internal Revenue Service and the Securities and Exchange Commission in connection with any tax-exempt Airport revenue bonds financing the property leased to Tenant hereunder. Tenant agrees to make an irrevocable election not to claim depreciation or an investment credit with respect to any property leased hereunder.

6.2 Other Liens. Tenant shall not permit or suffer any liens to be imposed upon the limitation, mechanics', material suppliers' and tax liens, as a result of its activities without promptly discharging the same. Notwithstanding the foregoing, Tenant may in good faith contest any such lien if Tenant provides a bond in an amount and form acceptable to City in order to clear the record of any such liens. Tenant shall assume the defense of and indemnify and hold harmless City against any and all liens and charges of any and every nature and kind which may at any time be established against said premises and improvements, or any part thereof, as a consequence of any act or omission of Tenant or as a consequence of the existence of Tenant's interest under this Lease.

7. INVESTMENTS; ALTERATIONS

7.1 Minimum Investment. Prior to the Rent Commencement Date, Tenant, at Tenant's sole cost and expense, shall refurbish, redecorate and modernize the interiors and exteriors of the Premises, and otherwise complete the initial improvements necessary and appropriate to commence operations in

the Premises (the “**Initial Improvements**”), at a minimum cost of the Minimum Investment Amount or less than said amount provided Tenant complies with the Concessions Design Guidelines and receives Design Review Committee approval. As-Built drawings of fire sprinkler and fire alarm systems must be submitted to Building Inspection and Code Enforcement (“**BICE**”) in AUTOCAD “.DWG” format within 30 days of issuance of a Temporary Certificate of Occupancy (TCO). Within ninety (90) days after substantial completion of the Initial Improvements, Tenant must provide to City an AUTOCAD file and an electronic PDF file in accordance with the requirements as specified in the Tenant Improvement Guide and an affidavit, signed under penalty of perjury by both Tenant *and* Tenant’s general contractor, architect or construction manager, stating the hard construction costs paid by Tenant to complete the Initial Improvements, together with copies of paid invoices and lien waivers substantiating the costs stated in the affidavit. Such “hard construction costs,” which must equal or exceed the Minimum Investment Amount, may include architectural and engineering fees, provided the credit for such costs against the Minimum Investment Amount shall not exceed fifteen percent (15%) of the Minimum Investment Amount. The minimum investment may not include financial costs, interest, inventory, pre-opening expenses, inter-company charges related to construction, business interruption, overhead, or debt service on any construction loan, or any charges paid by Tenant to an affiliate. If Director disputes the amount of investment claimed by Tenant, Director may, at City’s expense, hire an independent appraiser to determine the cost of the investment. If the independent appraiser determines that the investment is less than the Minimum Investment Amount, the deficiency, as well as City’s costs of hiring such independent appraiser, will be paid to City by Tenant within sixty (60) days of City’s written notice of the appraiser’s determination. At any time, upon three (3) business days’ notice, City or its representatives may audit all of Tenant’s books, records and source documents related to the hard construction costs paid by Tenant to complete the Initial Improvements. If the audit reveals that the hard construction costs paid by Tenant were less than those stated in Tenant’s affidavit, then Tenant must pay City for the costs incurred by City in connection with the audit plus any additional deficiency discovered between the hard construction costs paid by Tenant and the Minimum Investment Amount. City, at City’s sole discretion, may require that Tenant comply with the terms of a Tenant Work Letter setting forth additional terms relating to Tenant’s construction of the Initial Improvements, and Tenant hereby agrees to comply with any such Tenant Work Letter.

7.2 City’s Approval Rights. Tenant shall not make or suffer to be made any alterations, additions, or improvements to the Premises or any part thereof or attach any fixtures or equipment thereto, including the Initial Improvements (collectively, “**Alterations**”) without City’s prior written consent. Without limiting the generality of the foregoing, the initial layout and design of all Alterations shall conform to Commission’s established architectural design scheme for the Terminal Building Complex, the Airport’s Concessions Design Guidelines and the provisions of Airport’s TI Guide. Prior to the construction of any Alterations (including the Initial Improvements), Tenant shall submit detailed plans and specifications to the Airport’s Design Review Committee and BICE for approval. Tenant shall include with its plans and specifications schematic renderings of the public retail area, materials, a color board(s) and a detailed layout of the overall merchandising plan. All decisions by the Airport’s Design Review Committee shall be made subject to the approval of the Airport Commission. City’s approval rights will extend to and include architectural and aesthetic matters and City reserves the right to reject any designs submitted and to require Tenant to resubmit designs and layout proposals until they meet City’s approval. The Rent Commencement Date shall not be extended if City elects to reject any designs or layout proposals submitted. In the event of disapproval by City of any portion of the plans and specifications, Tenant will promptly submit necessary modifications and revisions thereof. No changes or alterations will be made in said plans or specifications after approval by City. City agrees to act within a reasonable period of time upon such plans and specifications and upon requests for approval of changes or alterations in said plans or specifications. One copy of plans for all improvements or subsequent changes therein or alterations thereof will, within fifteen (15) days after approval thereof by City, be

signed by Tenant and deposited with City as an official record thereof. In the event Tenant fails to have its Initial Improvement designs approved by the Airport's Design Review Committee and BICE by the date that is thirty (30) days in advance of the Commencement Date, the Director may elect to impose fines of two hundred fifty dollars (\$250) per day until such time that approvals are received. All Alterations shall be effected through the use of contractors approved by City who shall furnish to City upon demand such completion bonds and labor and material bonds as City may require so as to assure completion of the Alterations on a lien-free basis. If the estimated cost of any Alterations exceeds \$750,000 per building permit, unless otherwise exempt, Tenant agrees to comply with the Local Hiring Requirements as described in Section 19.28 of this Lease. Without limiting the requirements set forth above, Tenant acknowledges and agrees that Tenant may be required to obtain approvals for any desired Alterations from BICE.

7.3 Structures and Fixtures. Tenant shall, at its sole cost and expense, design, erect, construct and install all fixtures, furnishings, carpeting, decorations, finishings, equipment, counters, or other necessary Alterations for its operation under this Lease. All construction shall be in conformity with the latest edition of the Airport TI Guide, and in conformity with the approved plans and specifications submitted by Tenant, and shall meet all applicable local building codes and ordinances as well as all other Laws. Tenant shall submit complete plans and specifications to Director, and prior to the commencing any construction work, obtain Director's written approval of said plans and specifications. Tenant shall make no change or alteration in the plans and specifications without prior written approval of Director. In the event that Tenant fails to submit plans and specifications which meet the approval of City within thirty (30) days after the Effective Date, City may terminate this Lease. Nothing herein contained shall be construed to delay or otherwise affect the Commencement Date or the Rent Commencement Date.

7.4 Notice and Permits. Tenant shall give written notice to Director not less than seven (7) days prior to the commencement of any work in construction, alteration or repairs of the Premises, in order that City may post appropriate notices of non-responsibility, and agrees that such notices may remain posted until the acceptance of such work by City. Tenant shall obtain, and pay all fees for all permits required by the City or other legal jurisdictions, for improvements that it is required to construct or install, and it shall furnish copies of all such permits to City prior to the commencement of any work.

7.5 Title to Alterations. Title to all Alterations of such a nature as cannot be removed without damage to the Terminal, including all carpeting, decorations, finishings, and counters, shall vest in City on the Expiration Date. All other equipment of such nature as to constitute trade fixtures shall remain the property of Tenant. On the Expiration Date, Tenant may remove said trade fixtures or Director may require that Tenant remove same at Tenant's expense. Prior to the Rent Commencement Date, Tenant shall submit to Director a proposed list of such trade fixtures; said list may be subsequently amended during the term of this Lease to reflect any changes in said trade fixtures. Tenant agrees and understands that "fixture" is defined as a thing affixed to premises that is bolted, nailed, screwed, cemented and/or plastered. For the purpose of this Lease, fixtures shall include slat wall, counters and the like, attached to the physical structure of the premises in any matter whatsoever. On the Expiration Date, all fixtures, other than those deemed trade fixtures by City, shall become the property of City. Tenant shall be liable to City for City's costs for storing, removing and disposing of Tenant's personal property, and of restoration of the Premises.

7.6 Effect of Alterations on Airport. If and to the extent that Tenant's activities or proposed Alterations trigger an obligation or requirement on the part of City to make changes to the Airport premises (including ADA requirements), Tenant shall indemnify, defend, and hold harmless City from and against any and all Losses (as defined below) arising out of such activities or Alterations.

7.7 Mid-Term Refurbishment

(a) Tenant shall refurbish, redecorate and modernize the interior and exterior of the public retail area of the Premises after the Fifth (5th) anniversary of the Full Rent Commencement Date (the "**Mid-Term Refurbishment Date**"). On or before the date that is thirty (30) days before the Mid-Term Refurbishment Date, Tenant shall give notice to Director of its intended plan with respect to such mid-term refurbishment requirements. All such mid-term refurbishments will be subject to the requirements of this Lease, including Director's approval rights under this Section 7. Tenant shall invest Thirty Five Percent (35%) of the Minimum Investment Amount. Tenant shall complete all such refurbishments on or before the date that is six (6) months after the Mid-Term Refurbishment Date.

(b) The Director shall be authorized to waive, reduce or delay such requirement provided Director is satisfied that Tenant has developed and shall implement a maintenance program necessary or appropriate to keep the facilities in good condition throughout the term of the Lease.

(c) Upon completion of the mid-term refurbishment, Tenant shall provide City with documentation of expenses as specified in Section 7.1 [Minimum Investment] for mid-term refurbishment investment.

7.8 Labor Harmony. The parties acknowledge that it is of the utmost importance to City, Tenant, and all those occupying or to occupy space in the Domestic and International Terminals that there be no interruption in the progress of the construction work. Accordingly, City and Tenant agree as follows:

(a) In any contract or undertaking which Tenant may make with a contractor for work in the Premises, provision shall be made for the dismissal from the job of workmen whose work is unskilled or otherwise objectionable, in the Director's (and, for this purpose, "**the Director**") shall include a reference to the Airport's Architect) reasonable judgment. Tenant shall cause any such workmen to be discharged from the project within twenty-four (24) hours after Director shall give notice to Tenant requiring such discharge.

(b) Tenant shall use, and Tenant shall require its contractor and subcontractors to use, their respective best efforts to prevent work stoppages on the Premises, and/or elsewhere on the Airport, to the extent attributable to work being performed on the Premises, irrespective of the reason of any such stoppage. In the event that the conduct or presence of any employee(s) of Tenant or Tenant's contractor(s) or subcontractor(s) causes a labor dispute or work stoppage, Tenant shall have such employee(s) immediately removed from the Airport upon Director's request.

(c) Tenant shall include, and shall cause its contractor to include, the following clause in all contracts with its general contractors and subcontractors:

Harmony Clause

There shall be no manifestations on the project of any dispute between any labor organization and any Tenant contractor or subcontractor, including but not limited to, any area standards picketing against said contractor or subcontractor. Should there be any manifestation of a labor dispute between any Tenant contractor or subcontractor and any union, which results in a stoppage of work on the part of said contractor or subcontractor's employees or the employees of any other employer or supplier on the project or at the Airport, which in the sole judgment

of the Director will cause, or is likely to cause, unreasonable delay in the progress of construction or operation of any business at the Airport, then upon written notice from Director, Tenant shall declare the contractor or subcontractor in default of its contract, and upon such notice, Tenant shall have the right to take such steps as are necessary to finish the uncompleted portion of the work to be performed by the contractor or subcontractor.

(d) Without limiting the generality of indemnities elsewhere in this Lease, Tenant shall indemnify, defend, and hold harmless City and each City Entity for any and all Losses which arise from the actions taken pursuant to this Section 7.8.

8. UTILITIES

8.1 Services Provided. City shall provide in the Terminal Building Complex the following utility services: reasonable amounts of water, electricity, telephone, sewage outlets, heating, ventilation, and air conditioning, to a point determined by the Director. All extensions of the facilities requested by Tenant for said utility services from said points shall be at the sole cost and expense of Tenant. In the event of any change desired by Tenant as to said points of supply by City, the expense of making such changes or alterations shall be at the sole cost of Tenant.

8.2 Utility Costs. Tenant shall pay the whole cost for all utility services as invoiced to Tenant by City and for such other special services which it may require in the Premises, and Tenant hereby expressly waives the right to contest any utility rates.

8.3 Shared Telecommunications Services. Tenant acknowledges that City has implemented a shared telecommunications service program ("**STS Program**") to provide telecommunications services. The STS Program may involve City's provision of telephone, telefacsimile, local access, long distance service, internet, intranet, and other computer and telecommunications services. In such event, at City's option, Tenant shall participate in the STS Program by engaging City or its agent to provide such services at Tenant's expense, provided that the charges for such services are generally competitive. Further, Tenant shall pay to City when invoiced, the Airport Communication Infrastructure Charge, as the same may be modified from time to time. All payments for STS services shall be due and payable when invoiced by City.

8.4 Waiver of Damages. Tenant hereby expressly waives any and all claims for damages arising or resulting from failures or interruptions of utility services to the Premises, including electricity, gas, water, plumbing, sewage, telephone, communications, heat, ventilation, air conditioning, or for the failure or interruption of any public or passenger conveniences. Without limiting the generality of the foregoing, Tenant shall have no rights to abate Rent or terminate this Lease in the event of any interruption or failure of utility services.

9. MAINTENANCE AND REPAIR

9.1 "As-Is" Condition. TENANT SPECIFICALLY ACKNOWLEDGES AND AGREES THAT CITY IS LEASING THE PREMISES TO TENANT ON AN "AS IS WITH ALL FAULTS" BASIS AND THAT TENANT IS NOT RELYING ON ANY REPRESENTATIONS OR WARRANTIES OF ANY KIND WHATSOEVER, EXPRESS OR IMPLIED, FROM CITY OR ITS AGENTS, AS TO ANY MATTERS CONCERNING THE PREMISES, INCLUDING: (i) the quality, nature, adequacy and physical condition and aspects of the Premises, including, but not limited to, landscaping, utility systems, (ii) the quality, nature, adequacy, and physical condition of soils, geology

and any groundwater, (iii) the existence, quality, nature, adequacy and physical condition of utilities serving the Premises, (iv) the development potential of the Premises, and the use, habitability, merchantability, or fitness, suitability, value or adequacy of the Premises for any particular purpose, (v) the zoning or other legal status of the Premises or any other public or private restrictions on use of the Premises, (vi) the compliance of the Premises or its operation with any applicable codes, laws, regulations, statutes, ordinances, covenants, conditions and restrictions of any governmental or quasi-governmental entity or of any other person or entity, (vii) the presence of Hazardous Materials on, under or about the Premises or the adjoining or neighboring property, (viii) the quality of any labor and materials used in any improvements on the real property, (ix) the condition of title to the Premises, and (x) the agreements affecting the Premises, including covenants, conditions, restrictions, ground leases, and other matters or documents of record or of which Tenant has knowledge.

9.2 Accessibility Disclosure. California Civil Code Section 1938 requires commercial landlords to disclose to tenants whether the property being leased has undergone inspection by a Certified Access Specialist ("CASp") to determine whether the property meets all applicable construction-related accessibility requirements. The law does not require landlords to have the inspections performed. Tenant is hereby advised that the Premises have not been inspected by a CASp. Pursuant to California Civil Code Section 1938(e), City provides the following disclosure to Tenant: "A Certified Access Specialist (CASp) can inspect the subject premises and determine whether the subject premises comply with all of the applicable construction-related accessibility standards under state law. Although state law does not require a CASp inspection of the subject premises, the commercial property owner or lessor may not prohibit the lessee or tenant from obtaining a CASp inspection of the subject premises for the occupancy or potential occupancy of the lessee or tenant, if requested by the lessee or tenant. The parties shall mutually agree on the arrangements for the time and manner of the CASp inspection, the payment of the fee for the CASp inspection, and the cost of making any repairs necessary to correct violations of construction-related accessibility standards within the premises." In the event Tenant elects to obtain a CASp inspection of the Premises, Tenant shall provide notice of such to City, and Tenant agrees that Tenant shall bear the cost of the inspection and any necessary repairs within the Premises.

9.3 Tenant's Maintenance Obligations. Tenant, at all times during the Term and at Tenant's sole cost and expense, shall keep the Premises and every part thereof in good condition and repair, and in compliance with applicable Laws, including the replacement of any facility of City used by Tenant which requires replacement by reason of Tenant's use thereof, excepting (a) ordinary wear and tear, and (b) damage due to casualty with respect to which the provisions of Section 14 [Damage or Destruction] shall apply. Tenant hereby waives all right to make repairs at the expense of City or in lieu thereof to vacate the Premises as provided by California Civil Code Section 1941 and 1942 or any other law, statute or ordinance now or hereafter in effect. In addition, if it becomes reasonably necessary during the term of this Lease, as determined by Director, Tenant will, at its own expense, redecorate and paint fixtures and the interior of the Premises and improvements, and replace fixtures, worn carpeting, curtains, blinds, drapes, or other furnishings. Without limiting the generality of the foregoing, at all times, Tenant shall be solely liable for the facade of the Premises separating the Premises from the Terminal common areas, including the external face thereof, all windows and display areas therein, and all finishes thereon. As provided below in Section 15.4 [City's Right to Perform], in the event Tenant fails to perform its maintenance and repair obligations hereunder, City shall have the right to do so, at Tenant's expense. The parties acknowledge and agree that Tenant's obligations under this Section are a material part of the bargained-for consideration under this Lease. Tenant's compliance obligations shall include, without limitation, the obligation to make substantial or structural repairs and alterations to the Premises (including the Initial Improvements), regardless of, among other factors, the relationship of the cost of curative action to the Rent under this Lease, the length of the then remaining Term hereof, the relative benefit of the repairs to Tenant or City, the degree to which curative action may interfere with Tenant's

use or enjoyment of the Premises, the likelihood that the parties contemplated the particular requirement involved, or the relationship between the requirement involved and Tenant's particular use of the Premises. No occurrence or situation arising during the Term, nor any present or future requirement, whether foreseen or unforeseen, and however extraordinary, shall relieve Tenant of its obligations hereunder, nor give Tenant any right to terminate this Lease in whole or in part or to otherwise seek redress against City. Tenant waives any rights now or hereafter conferred upon it by any existing or future requirement to terminate this Lease, to receive any abatement, diminution, reduction or suspension of payment of Rent, or to compel City to make any repairs to comply with any such requirement, on account of any such occurrence or situation.

9.4 Tenant's Pest Management Obligations. Tenant shall, at all times during the Term of the Lease and at Tenant's sole cost and expense, keep the Premises and every part thereof in a clean and sanitary condition, including having a pest control program in place in accordance to the Airport's standards. Tenant shall contract with the Airport to provide pest control services and shall pay a monthly Pest Control Services Fee for such services. The Pest Control Services Fee may be adjusted from time to time at the sole discretion of the Director. Tenant must adhere to the following set of standards in accordance with the City and County of San Francisco (CCSF) Environment Code, Chapter 3, including but not limited to the following:

- (a) Using pesticides on the CCSF allowed list only when application is made on City property, i.e. SFO.
- (b) Any pesticide exemption must be granted by the San Francisco Department of Environment before using non-approved pesticides.
- (c) All posting requirements regarding pesticide application must be adhered to prior to use.
- (d) Pesticide use reports shall be made to Airport IPM (Integrated Pest Management) staff by the 10th of the month following application.

10. SIGNS AND ADVERTISING

10.1 Signs and Advertising. Tenant may, at its own expense, install and operate necessary and appropriate identification signs on the Premises, subject to the approval of Director and the requirements of the TI Guide, including but not limited to, the approval of the number, size, height, location, color and general type and design. Such approval shall be subject to revocation by Director at any time. Without express written consent of Director, Tenant shall not display any advertising, promotional, or informational pamphlets, circulars, brochures or similar materials.

10.2 Prohibition of Tobacco Advertising. Tenant acknowledges and agrees that no advertising of cigarettes or tobacco products is allowed on the Premises. This advertising prohibition includes the placement of the name of a company producing, selling or distributing cigarettes or tobacco products or the name of any cigarette or tobacco product in any promotion of any event or product. This advertising prohibition does not apply to any advertisement sponsored by a state, local, nonprofit or other entity designed to (i) communicate the health hazards of cigarettes and tobacco products, or (ii) encourage people not to smoke or to stop smoking.

10.3 *Left blank by agreement of the parties.*

11. PROMOTIONAL PROGRAM

City, at City's election, may conduct, or cause to be conducted, advertising, promotional and public relations program for the general purpose of promoting the name and identity of the Airport and the concession business conducted in the Airport. If City elects to do so, City will determine in its sole discretion the composition and manner of implementation of that program, and Tenant must participate in promotions, advertising and public relations, and cause its store manager to attend promotional program meetings. In such event, from and after the Rent Commencement Date (but prorated for any partial month), Tenant must pay to City, as a contribution to the cost of the promotional program, the Promotional Charge, in advance on the first (1st) day of each month during the Term.

12. WAIVER; INDEMNITY; INSURANCE

12.1 Waiver. Tenant, on behalf of itself and its assigns, waives its rights to recover from and releases and discharges City and all City Entities and their respective heirs, successors, personal representatives and assigns, from any and all Losses whether direct or indirect, known or unknown, foreseen or unforeseen, that may arise on account of or in any way connected with (a) the physical or environmental condition of the Premises or any law or regulation applicable thereto, (b) any damage that may be suffered or sustained by Tenant or any person whosoever may at any time be using or occupying or visiting the Premises, or in or about the Airport, or (c) any act or omission (whether negligent, non-negligent or otherwise) of Tenant or any Tenant Entity, whether or not such Losses shall be caused in part by any act, omission or negligence of any of City, Commission, its members, or any officers, agents, and employees of each of them, and their successors and assigns (each, a "City Entity"), except if caused by the sole gross negligence or willful misconduct of City. In connection with the foregoing waiver, Tenant expressly waives the benefit of Section 1542 of the California Civil Code, which provides as follows: "A GENERAL RELEASE DOES NOT EXTEND TO CLAIMS WHICH THE CREDITOR DOES NOT KNOW OR EXPECT TO EXIST IN HIS OR HER FAVOR AT THE TIME OF EXECUTING THE RELEASE, WHICH IF KNOWN TO HIM OR HER MUST HAVE MATERIALLY AFFECTED HIS OR HER SETTLEMENT WITH THE DEBTOR."

12.2 Indemnity. In addition to, and not in limitation of the foregoing, Tenant shall forever indemnify, defend, hold and save City and each City Entity free and harmless of, from and against any and all Losses caused in whole or in part by or arising out of (a) any act or omission of Tenant or any Tenant Entity, including Tenant's contractors and/or agents, (b) Tenant's use of the Premises or operations at the Airport, or (c) any default by Tenant or any Tenant Entity hereunder, whether or not Losses shall be caused in part by any act, omission or negligence of City or any City Entity. The foregoing indemnity shall not extend to any Loss caused by the sole gross negligence or willful misconduct of City.

12.3 Losses. For purposes hereof "Losses" shall mean any and all losses, liabilities, judgments, suits, claims, damages, costs and expenses (including reasonable attorneys' fees, investigation costs, remediation costs, and court costs), of any kind or nature.

12.4 Immediate Obligation to Defend. Tenant specifically acknowledges that it has an immediate and independent obligation to defend City or the City Entity from any claim which is actually or potentially within the scope of the indemnity provision of this Section 12 or any other indemnity provision under this Lease, even if such allegation is or may be groundless, fraudulent or false, and such obligation arises at the time such claim is tendered to Tenant and continues at all times thereafter.

12.5 Notice. Without limiting the foregoing waiver and indemnity, each party hereto shall give to the other prompt and timely written notice of any Loss coming to its knowledge which in any way, directly or indirectly, contingently or otherwise, affects or might affect either, and each shall have the right to participate in the defense of the same to the extent of its own interest.

12.6 Insurance. Tenant shall procure and maintain during the Term the following insurance:

(a) Workers' Compensation Insurance with Employer's Liability limits not less than \$1,000,000 each accident.

(b) Commercial General Liability Insurance with limits not less than \$1,000,000 each occurrence Combined Single Limit for Bodily Injury and Property Damage, including Contractual Liability, Personal Injury, Products Liability and Completed Operations Coverages.

(c) Commercial Automobile Liability Insurance with limits not less than \$2,000,000 each occurrence Combined Single Limit for Bodily Injury and Property Damage, including owned, non-owned, and hired auto coverages.

(d) Property Insurance on all causes of loss-special form covering all Premises tenant improvements, fixtures, and equipment insuring against the perils of fire, lightning, extended coverage perils, vandalism and malicious mischief in the demised premises in an amount equal to the full replacement value of tenant improvements, fixtures and equipment.

(e) Business Interruption Insurance insuring that the Base Rent will be paid to City for a period of at least one (1) year if Tenant is unable to operate its business at the Premises. Said insurance shall also cover business interruptions due to failures or interruptions in telecommunications services, strikes, employee lockouts, riots, or other civil commotion. To calculate Base Rent during any such interruption of business, the Gross Revenues for the 12-month period immediately preceding the incident causing the business interruption shall be used.

12.7 Form of Policies. Before commencing the Initial Improvements or other operations under this Lease, Tenant shall furnish to City certificates of insurance and additional insured policy endorsements with insurers with ratings comparable to A-, VIII or higher, that are authorized to do business in the State of California, and that are satisfactory to City in form evidencing all coverages set forth above. Approval of the insurance by City shall not relieve or decrease Tenant's liability hereunder. City may, upon reasonable notice and reasonable grounds increase or change the required insurance hereunder, in which event Tenant shall obtain such required insurance. Without limiting the generality of the foregoing, all Commercial General Liability Insurance and Commercial Automobile Liability Insurance policies shall be endorsed to provide the following:

(a) Name as additional insured the City and County of San Francisco, the Airport Commission and its members, and all of the officers, agents, and employees of each of them (collectively, "**Additional Insureds**");

(b) That such policies are primary insurance to any other insurance available to the Additional Insureds, with respect to any claims arising out of this Lease, and that insurance applies separately to each insured against whom claim is made or suit is brought.

(c) The insurance company shall give thirty (30) days prior written notice to the City for cancellation, non-renewal, or reduction in scope of limits or coverage, except for 10 days prior written notice of cancellation for nonpayment of premiums.

12.8 Subrogation. Notwithstanding anything to the contrary herein, Tenant waives any right of recovery against City for any loss or damage to the extent the same is required to be covered by Tenant's insurance hereunder. Tenant shall obtain from its insurer a waiver of subrogation the insurer may have against City or any City Entity in connection with any Loss covered by Tenant's property insurance and worker's compensation insurance policies.

13. DEPOSIT

13.1 Form of Deposit. On or before the date specified by the Director, Tenant will deliver to Director, at City's Deposit/Annual Report Notice Address, a security deposit (the "**Deposit**") in the Deposit Amount. Such Deposit shall be in the form of (a) a surety bond payable to City, naming City as obligee, in the form attached as Exhibit C-1, and otherwise in form satisfactory to City's City Attorney, and issued by a surety company satisfactory to Director, or a (b) letter of credit naming City as beneficiary, in the form attached as Exhibit C-2, and otherwise in form satisfactory to City's City Attorney, issued by a bank satisfactory to Director. Notwithstanding the foregoing, as may be provided in the Airport Commission Policy on Concession Deposits (Resolution No. 04-0153, August 3, 2004) as the same may be amended from time to time, Tenant shall be permitted to submit as the Deposit alternative forms of deposit as specified therein. Such Deposit shall be kept in full force and effect during the Term to ensure the faithful performance by Tenant of all covenants, terms, and conditions of this Lease, including payment of Rent. The sum designated as the "Deposit" is and will remain the sole and separate property of City until actually repaid to Tenant (or at City's option, the last assignee (if any) of Tenant's interest hereunder), said sum not being earned by Tenant until all provisions precedent for its payment to Tenant have been fulfilled. For Deposits in the form of a bond or letter of credit, Tenant shall cause the surety company or bank issuing such bond or letter of credit to give Director notice in writing by registered mail at least forty-five (45) days prior to the expiration date of such bond or letter of credit of its intention not to renew said bond or letter of credit.

13.2 Maintenance of Deposit. Tenant shall cause the Deposit to be increased on January 1st following the fifth (5th) full Lease Year to an amount equal to one-half (1/2) of the adjusted MAG, all at Tenant's cost, except that during any holdover period, the Deposit Amount shall equal one-half (1/2) of Tenant's previous 12 months' Rent. Tenant shall cause the bond or letter of credit to be kept in full force and effect during the Term and any holdover period to ensure the faithful performance by Tenant of all covenants, terms, and conditions of this Lease, including payment of Rent. If and to the extent City accepts a Deposit which has an expiration date or cancellation/termination provision, Tenant shall cause the surety company or bank issuing such bond or letter of credit to give Director notice in writing by registered mail at least forty-five (45) days prior to the expiration date of such bond or letter of credit of its intention not to renew or to cancel or terminate said bond or letter of credit. Tenant shall cause such bond or letter of credit to be renewed, extended, or replaced, at Tenant's sole cost, at least thirty (30) days before the expiration date or cancellation date of the bond or letter of credit, with another bond or letter of credit that complies with the requirements herein. If Tenant fails to do so, City may, without notice to Tenant, draw on the entirety of the Deposit and hold the proceeds thereof as security hereunder. Tenant shall cause all notices to be given to City under this Section 13 to be given to City at City's Deposit/Annual Report Notice Address.

13.3 Use of Deposit. If Tenant fails to pay Rent or otherwise defaults with respect to any provision of this Lease, City may use, apply or retain all or any portion of the Deposit for the payment of

Rent or other charge in default or for the payment of any other sum to which City may become obligated by reason of Tenant's default or to compensate City for any loss or damage which City may suffer thereby. If City so uses or applies all or any portion of the Deposit, Tenant, within ten (10) days after request therefore, shall deposit other security acceptable to Director with City in an amount sufficient to restore the Deposit to the full amount thereof, and Tenant's failure to do so shall be a breach of this Lease. City shall not be required to keep the Deposit or any proceeds thereof, as applicable, separate from its general accounts. Any proceeds of the Deposit is and will remain the sole and separate property of City until actually repaid to Tenant, said sum not being earned by Tenant until all provisions precedent for its payment to Tenant have been fulfilled. If Tenant performs all of Tenant's obligations hereunder, the Deposit, or the proceeds thereof, or so much thereof as has not theretofore been applied by City, shall be returned, without payment of interest or other increment for its use, to Tenant (or, at City's option, to the last assignee, if any, of Tenant's interest hereunder) within sixty (60) days after the expiration of the Term, and after Tenant has vacated the Premises. No trust relationship is created herein between City and Tenant with respect to the Deposit or any proceeds thereof. Tenant waives to the fullest extent permitted by law the provisions of California Civil Code Section 1950.7 or other similar laws, which provide that a landlord may claim from a security deposit only those sums reasonably necessary to remedy a default in the payment of rent, to repair damage caused by a tenant, or to clean the premises.

13.4 Other Agreements. If Tenant defaults with respect to any provision of any other agreement between City and Tenant, including the Other Agreements, City may use, apply or retain all or any portion of the Deposit for payment of any sum owing to City or to which City may become obligated by reason of Tenant's default or to compensate City for any loss or damage which City may suffer thereby. Likewise, if Tenant defaults with respect to any provision under this Lease, City may use, apply, or retain all or any portion of any deposit provided under any other agreement between City and Tenant, including the Other Agreements, for payment of any sum owing to City or to which City may become obligated by reason of Tenant's default or to compensate City for any loss or damage which City may suffer thereby. In the event the Deposit or any other deposit is so used, Tenant shall deposit other security acceptable to Director with City in an amount sufficient to restore the Deposit to the full amount thereof.

14. **DAMAGE OR DESTRUCTION**

14.1 Partial Destruction of Premises.

(a) In the event the improvements on the Premises are damaged by any casualty which is required to be insured against pursuant to this Lease, then Tenant shall repair such damage as soon as reasonably possible, at its own cost, and this Lease shall continue in full force and effect.

(b) In the event such improvements are damaged by any casualty not covered under an insurance policy required to be maintained pursuant to this Lease, then City may, at City's option, either

(i) repair such damage as soon as reasonably possible at City's expense, in which event this Lease shall continue in full force and effect, or (ii) give written notice to Tenant within sixty (60) days after the date of occurrence of such damage of City's intention to terminate this Lease. Such termination shall be effective as of the date specified in such notice.

(c) Notwithstanding the foregoing, if such damage is caused by an act or omission to act of Tenant or a Tenant Entity, then Tenant shall repair such damage, promptly at its sole cost and expense.

(d) In the event City elects to terminate this Lease pursuant to this Section 14.1, Tenant shall have the right within ten (10) days after receipt of the required notice to notify City of Tenant's intention to repair such damage at Tenant's expense, without reimbursement from City, in which event this Lease shall continue in full force and effect and Tenant shall proceed to make such repairs as soon as reasonably possible. If Tenant does not give such notice within the ten (10) day period, this Lease shall be terminated as of the date specified in City's notice. City shall not be required to repair any injury or damage by fire or other cause, or to make any restoration or replacement of any paneling, decorations, office fixtures, partitions, railings, ceilings, floor covering, equipment, machinery or fixtures or any other improvements or property installed in the Premises by Tenant or at the direct or indirect expense of Tenant. Tenant shall be required to restore or replace same in the event of damage.

14.2 Total Destruction of Premises. If the improvements on the Premises are totally destroyed during the Term from any cause whether or not covered by the insurance required herein (including any destruction required by any authorized public authority), this Lease shall automatically terminate as of the date of such total destruction.

14.3 Partial Destruction of Terminal Building. If fifty percent (50%) or more of the Terminal Building shall be damaged or destroyed by an insured risk, or if fifteen percent (15%) or more of the Terminal Building shall be damaged or destroyed by an uninsured risk, notwithstanding that the Premises may be unaffected thereby, each of City and Tenant may elect to terminate this Lease by giving notice to the other within ninety (90) days from the date of occurrence of such damage or destruction, in which event the Term of this Lease shall expire on a mutually agreed upon date and Tenant shall thereupon surrender the Premises to City as required hereunder.

14.4 Damage Near End of the Term. If during the last year of the Term the improvements on the Premises are partially destroyed or damaged, City may at City's option terminate this Lease as of the date of occurrence of such damage by giving written notice to Tenant of City's election to do so within thirty (30) days after the date of occurrence of such damage. In the event City elects to terminate this Lease pursuant hereto, Tenant shall have the right within ten (10) days after receipt of the required notice to notify City in writing of Tenant's intention to repair such damage at Tenant's expense, without reimbursement from City, in which event this Lease shall continue in full force and effect and Tenant shall proceed to make such repairs as soon as reasonably possible.

14.5 No Abatement of Rent; Tenant's Remedies.

(a) If the Premises are partially destroyed or damaged, Tenant shall have no claim against City for any damage suffered by reason of any such damage, destruction, repair or restoration. Tenant waives California Civil Code Sections 1932(2) and 1933(4) providing for termination of hiring upon destruction of the thing hired.

(b) In no event will Tenant be entitled to an abatement of Rent resulting from any damage, destruction, repair, or restoration described herein.

15. DEFAULT; REMEDIES

15.1 Event of Default. The occurrence of any one or more of the following events shall constitute a breach of this Lease and an "Event of Default" hereunder:

(a) Tenant shall fail duly and punctually to pay Rent, or to make any other payment required hereunder, when due to City, and such failure shall continue beyond the date specified in a

written notice of such default from Director, which date shall be no earlier than the third (3rd) day after the effective date of such notice. Notwithstanding the foregoing, in the event there occurs two (2) defaults in the payment of Rent or other payment during the Term, thereafter Tenant shall not be entitled to, and City shall have no obligation to give, notice of any further defaults in the payment of Rent or other payment. In such event, there shall be deemed to occur an Event of Default immediately upon Tenant's failure to duly and punctually pay Rent or other payment hereunder; or

(b) Tenant shall become insolvent, or shall take the benefit of any present or future insolvency statute, or shall make a general assignment for the benefit of creditors, or file a voluntary petition in bankruptcy, or a petition or answer seeking an arrangement for its reorganization, or the readjustment of its indebtedness under the federal bankruptcy laws, or under any other law or statute of the United States or of any state thereof, or consent to the appointment of a receiver, trustee, or liquidator of any or substantially all of its property; or

(c) A petition under any part of the federal bankruptcy laws, or an action under any present or future insolvency law or statute, shall be filed against Tenant and shall not be dismissed within thirty (30) days after the filing thereof; or

(d) There shall occur a Transfer without the prior approval of the City; or

(e) Tenant shall voluntarily abandon, desert or vacate the Premises; or

(f) Any lien shall be filed against the Premises as a result of any act or omission of Tenant, and shall not be discharged or contested by Tenant in good faith by proper legal proceedings within twenty (20) days after receipt of notice thereof by Tenant; or

(g) Tenant shall fail to provide, maintain, increase, or replace, the Deposit as required herein; or

(h) Tenant shall fail to obtain and maintain the insurance required hereunder, or provide copies of the policies or certificates to City as required herein; or

(i) Tenant shall fail to keep, perform and observe each and every other promise, covenant and agreement set forth in this Lease, and such failure shall continue for a period of more than three (3) days after delivery by Director of a written notice of such failure (the "First Notice"); or if satisfaction of such obligation requires activity over a period of time, if Tenant fails to commence the cure of such failure within three (3) days after receipt of the First Notice, or thereafter fails to diligently prosecute such cure, or fails to actually cause such cure within one hundred twenty (120) days after the giving of the First Notice; or

(j) Tenant shall use or give its permission to any person to use any portion of Airport or the Terminal Buildings used by Tenant under this Lease for any illegal purpose, or any purpose not approved by Director; or

(k) There shall occur a default under any other agreement between Tenant and City, including the Other Agreements, if any, and such default is not cured as may be provided in such agreement; provided, however, that nothing herein shall be deemed to imply that Tenant shall be entitled to additional notice or cure rights with respect to such default other than as may be provided in such other agreement.

15.2 Statutory Notices. Notwithstanding anything to the contrary in this Section 15, any written notice, other than as specifically set forth in this Section 15, required by any statute or law now or hereafter in force is hereby waived by Tenant to the fullest extent available under law. Any notice given by City pursuant to Section 15.1 may be the notice required or permitted pursuant to Section 1161 *et seq.* of the California Code of Civil Procedure or successor statutes, and the provisions of this Lease will not require the giving of a notice in addition to the statutory notice to terminate this Lease and Tenant's right to possession of the Premises. The periods specified in Section 15.1 within which Tenant is permitted to cure any default following notice from City will run concurrently with any cure period provided by applicable laws.

15.3 Remedies. Upon the occurrence and during the continuance of an Event of Default, City shall have the following rights and remedies in addition to all other rights and remedies available to City at law or in equity:

(a) City shall have the rights and remedies provided by California Civil Code Section 1951.2 (damages on termination for breach), including the right to terminate Tenant's right to possession of the Premises. In the event this Lease is so terminated, City may recover from Tenant the following damages:

- (i) The "**worth at the time of the award**" of the unpaid Rent earned to the time of termination hereunder;
- (ii) The "**worth at the time of the award**" of the amount by which the unpaid Rent which would have been earned after termination until the time of award exceeds the amount of such rental loss that Tenant proves could be reasonably avoided;
- (iii) The "**worth at the time of the award**" of the amount by which the unpaid Rent for the balance of the Term after the time of award exceeds the amount of such rental loss that Tenant proves could be reasonably avoided; and
- (iv) Any other amount necessary to compensate City for all the detriment proximately caused by Tenant's failure to perform its obligations under this Lease or which in the ordinary course of things would be likely to result therefrom.

For purposes of the foregoing, the "**worth at the time of award**" of the amounts referred to in clauses (i) and (ii) above is computed by allowing interest at the lower of 18% per annum and the highest rate legally permitted under applicable law. The "**worth at the time of award**" of the amount referred to in clause (iii) above is computed by discounting such amount at the discount rate of the Federal Reserve Bank of San Francisco at the time of award plus 1% (one percent). Notwithstanding any other provisions hereof, any efforts by City to mitigate damages caused by Tenant's breach of this Lease shall not constitute a waiver of City's right to recover damages hereunder and shall not affect the right of City to indemnification pursuant to the provisions of Section 12 [Waiver; Indemnity; Insurance] hereof. For purposes of calculating City's damages comprising Base Rent based on Gross Revenues, that amount will be computed by determining the highest Base Rent accruing in any Lease Year during the immediately preceding three Lease Years or such shorter period if the Term prior to termination was less than three Lease Years. Tenant agrees that Tenant's obligations under this Lease, including the payment of Base Rent, are independent covenants and are not conditioned on the covenants or warranties of City.

(b) City shall have the right and remedy described in California Civil Code Section 1951.4. City may elect not to terminate this Lease and let this Lease continue, in which case City may enforce all its rights and remedies under this Lease, including the right to recover Rent as it becomes due under this Lease. Acts of maintenance or preservation or efforts to relet the Premises or the appointment of a receiver upon the initiative of City to protect City's interest under this Lease shall not constitute a termination of Tenant's right to possession.

(c) City shall have the right and power, as attorney in fact for Tenant, to enter and to sublet the Premises, to collect rents from all subtenants and to provide or arrange for the provision of all services and fulfill all obligations of Tenant (as permitted in accordance with the terms of this Lease) and City is hereby authorized on behalf of Tenant, but shall have absolutely no obligation, to provide such services and fulfill such obligations and to incur all such expenses and costs as City deems necessary in connection therewith. Tenant shall be liable immediately to City for all costs and expenses City incurs in collecting such rents and arranging for or providing such services or fulfilling such obligations. City is hereby authorized, but not obligated, to relet the Premises or any part thereof on behalf of Tenant, to incur such expenses as may be necessary to effect a relet and make said relet for such term or terms, upon such conditions and at such rental as City in its sole discretion may deem proper. Tenant shall be liable immediately to City for all reasonable costs City incurs in reletting the Premises required by the reletting, and other costs. If City relets the Premises or any portion thereof, such reletting shall not relieve Tenant of any obligation hereunder, except that City shall apply the rent or other proceeds actually collected by it as a result of such reletting against any amounts due from Tenant hereunder to the extent that such rent or other proceeds compensate City for the nonperformance of any obligation of Tenant hereunder. Such payments by Tenant shall be due at such times as are provided elsewhere in this Lease, and City need not wait until the termination of this Lease, by expiration of the Term hereof or otherwise, to recover them by legal action or in any other manner. City may execute any lease made pursuant hereto in its own name, and the lessee thereunder shall be under no obligation to see to the application by City of any rent or other proceeds, nor shall Tenant have any right to collect any such rent or other proceeds. City shall not by any reentry or other act be deemed to have accepted any surrender by Tenant of the Premises or Tenant's interest therein, or be deemed to have otherwise terminated this Lease, or to have relieved Tenant of any obligation hereunder, unless City shall have given Tenant express written notice of City's election to do so as set forth herein.

(d) City shall have the right to have a receiver appointed upon application by City to take possession of the Premises and to collect the rents or profits therefrom and to exercise all other rights and remedies pursuant to this Section 15.3.

(e) City shall have the right to enjoin, and any other remedy or right now or hereafter available to a landlord against a defaulting tenant under the laws of the State of California or the equitable powers of its courts, and not otherwise specifically reserved herein.

(f) City may elect to terminate any other agreement between Tenant and City, including the Other Agreements, if any.

15.4 City's Right to Perform. All agreements and provisions to be performed by Tenant under any of the terms of this Lease shall be at its sole cost and expense and without any abatement of Rent. If Tenant shall fail to make any payment or perform any act on its part to be performed hereunder and such failure shall continue for ten (10) days after notice thereof by City, City may, but shall not be obligated to do so, and without waiving or releasing Tenant from any obligations of Tenant, make any such payment or perform any such other act on Tenant's part to be made or performed as provided in this Lease. All

sums so paid by City and all necessary incidental costs shall be deemed additional rent hereunder and shall be payable to City on demand, and City shall have (in addition to any other right or remedy of City) the same rights and remedies in the event of the nonpayment thereof by Tenant as in the case of default by Tenant in the payment of Rent.

15.5 Rights Related to Termination. In the event of any termination based on any breach of the covenants, terms and conditions contained in this Lease, City shall have the option at once and without further notice to Tenant to enter upon the Premises and take exclusive possession of same. City may remove or store any personal property located therein, at the sole cost and expense of Tenant without City being liable to Tenant for damage or loss thereby sustained by Tenant. Upon such termination by City, all rights, powers and privileges of Tenant hereunder shall cease, and Tenant shall immediately vacate any space occupied by it under this Lease, and Tenant shall have no claim of any kind whatsoever against City or any City Entity by reason of such termination, or by reason of any act by City or any City Entity incidental or related thereto. In the event of the exercise by City of such option to terminate, Tenant shall have no right to or claim upon any improvements or the value thereof, which may have been previously installed by Tenant in or on the Premises.

15.6 Cumulative Rights. The exercise by City of any remedy provided in this Lease shall be cumulative and shall in no way affect any other remedy available to City under law or equity.

15.7 Prepayment. As provided in Section 4.12 [Prepay Rent], if Tenant defaults in the payment of Rent, City may require prepayment of Rent. Such right shall be in addition to and not in lieu of any and all other rights hereunder, or at law or in equity.

15.8 Fines. If Tenant defaults under any of the Lease terms specified below, Director may elect to impose the fines described below on the basis of per violation per day:

| <u>Violation</u> | <u>Section</u> | <u>Fine</u> |
|--|----------------|-------------|
| Violation of Premises Clause | 1 | \$300 |
| Violation of Use Section | 3 | \$300 |
| Failure to open Facility by the Rent Commencement Date | 2.3 | \$500 |
| Failure to cause operations or Premises to comply with Laws | 3.13 | \$300 |
| Failure to submit required documents and reports, including Sales Reports and Annual Reports | 4 | \$100 |
| Construction or Alterations without City approval | 7 | \$500 |
| Failure to obtain DRC and BICE approval 30 days prior to Commencement Date | 7.2 | \$250 |
| Failure to make required repairs | 9 | \$300 |
| Unauthorized advertising or signage | 10 | \$100 |
| Failure to obtain/maintain insurance | 12 | \$300 |
| Failure to obtain or maintain Deposit | 13 | \$300 |
| Failure to abide by any other term in this Lease | | \$300 |

Director's right to impose the foregoing Fines shall be in addition to and not in lieu of any and all other rights hereunder, in the Airport Rules, or at law or in equity. City shall have no obligation to Tenant to impose Fines on or otherwise take action against any other tenant at the Airport. Such Fines shall constitute "Additional Rent."

15.9 City Lien. Tenant hereby grants to City a lien upon and security interest in all fixtures, chattels and personal property of every kind now or hereafter to be placed or installed in or on the Premises, and agrees that in the event of any default on the part of Tenant City has all the rights and remedies afforded the secured party by the chapter on "Default" of the Uniform Commercial Code in the state wherein the Premises are located on the date of this Lease and may, in connection therewith, also (a) enter on the Premises to assemble and take possession of the collateral, (b) require Tenant to assemble the collateral and make its possession available to the City at the Premises, (c) enter the Premises, render the collateral, if equipment, unusable and dispose of it in a manner provided by the Uniform Commercial Code on the Premises. Tenant agrees to execute such instruments as City may request to perfect such lien, and designates also Director his attorney-in-fact for purposes of executing such documents.

15.10 Commencement of Legal Actions. Any legal action by City to enforce any obligation of Tenant or in the pursuit of any remedy hereunder shall be deemed timely filed if commenced at any time prior to one (1) year after the expiration or termination of the Term hereof or prior to the expiration of the statutory limitation period that would be applicable except for this Section 15.10, whichever period expires later.

15.11 Waiver of Notice. Except as otherwise expressly provided in this Section 15, Tenant hereby expressly waives, so far as permitted by law, the service of any notice of intention to enter or re-enter provided for in any statute, or of the institution of legal proceedings to that end, and Tenant, for and on behalf of itself and all persons claiming through or under Tenant, also waives any right of redemption or relief from forfeiture under California Code of Civil Procedure Sections 1174 or 1179, or under any other present or future law, if Tenant is evicted or City takes possession of the Premises by reason of any default by Tenant hereunder.

16. SURRENDER

Tenant shall at the end of the Term surrender to City the Premises in "broom clean" condition with all Alterations, additions and improvements thereto in the same condition as when received, ordinary wear and tear and damage by fire, earthquake, act of God, or the elements excepted. Tenant shall abide by the vacating instructions in the Tenant Improvement Guide and shall remove all trade dress, signage inserts, equipment and furnishings not permanently affixed to the base building or chattels. Additionally, Tenant shall be responsible for ensuring that its telecommunications cables and all other low voltage special systems cables are capped off and service discontinued. If Tenant utilized a hood, grease receptacle, or grease interceptor in the operation of its business, all items must be professionally cleaned with a receipt for same submitted to City. Subject to City's right to require removal pursuant to Section 7 [Investments; Alterations] hereof, all Alterations and improvements installed in the Premises by Tenant (other than Tenant's trade fixtures), shall, without compensation to Tenant, then become City's property free and clear of all claims to or against them by Tenant or any third person. In the event that Tenant shall fail to remove its personal property, including trade fixtures, on or before the Expiration Date, such personal property shall become City's property free and clear of all claims to or against them by Tenant or any third person. In such event, City shall not be responsible for any Losses related to such personal property, and City may sell or otherwise dispose of such personal property. If any of the surrender requirements of this Section are not met, City may at its sole discretion deduct reasonable costs for the work from the Tenant's Deposit.

17. HAZARDOUS MATERIALS

17.1 Definitions. As used herein, the following terms shall have the meanings hereinafter set forth:

(a) “**Environmental Laws**” shall mean any federal, state, local or administrative law, rule, regulation, order or requirement relating to industrial hygiene, environmental conditions or Hazardous Materials, whether now in effect or hereafter adopted, including the Comprehensive Environmental Response, Compensation and Liability Act of 1980, as amended (42 U.S.C. Sections 9601, et seq.), the Resources Conservation and Recovery Act of 1976 (42 U.S.C. Section 9601, et seq.), the Clean Water Act (33 U.S.C. Section 1251, et seq.), the Safe Drinking Water Act (14 U.S.C. Section 401, et seq.), the Hazardous Materials Transportation Act (49 U.S.C. Section 1801, et seq.), the Toxic Substance Control Act (15 U.S.C. Section 2601, et seq.), the California Hazardous Waste Control Law (California Health and Safety Code Section 25100, et seq.), the Porter-Cologne Water Quality Control Act (California Water Code Section 13000, et seq.), and the Safe Drinking Water and Toxic Enforcement Act of 1986 (California Health and Safety Code Section 25249.5, et seq.)

(b) “**Hazardous Material**” shall mean any material that, because of its quantity, concentration or physical or chemical characteristics, is deemed by any federal, state or local governmental authority to pose a present or potential hazard to human health or safety or to the environment. “Hazardous Material” includes, without limitation, any material or substance defined as a “hazardous substance,” or “pollutant” or “contaminant” pursuant to any Environmental Law; any asbestos and asbestos containing materials; petroleum, including crude oil or any fraction thereof, natural gas or natural gas liquids; and any materials listed in the Airport’s TI Guide.

(c) “**Release**” when used with respect to Hazardous Material shall include any actual or imminent spilling, leaking, pumping, pouring, emitting, emptying, discharging, injecting, escaping, leaching, dumping, or disposing into or inside the Building, or in, on, under or about the Property.

(d) “**Pre-Existing Condition**” means the existence of any Hazardous Materials on the Premises immediately prior to the Commencement Date.

17.2 Tenant’s Covenants.

(a) Neither Tenant nor any Tenant Entity shall cause any Hazardous Material to be brought upon, kept, used, stored, generated or disposed of in, on or about the Premises or the Airport, or transported to or from the Premises or the Airport; provided that Tenant may use such substances as are customarily used in retail sales so long as such use is in compliance with all applicable Environmental Laws and the Airport’s TI Guide.

(b) Tenant shall handle Hazardous Materials discovered or introduced on the Premises during the Term in compliance with all Environmental Laws and the Airport’s TI Guide. Tenant shall protect its employees and the general public in accordance with all Environmental Laws.

(c) In the event Tenant becomes aware of the actual or possible Release of Hazardous Materials on the Premises or elsewhere on the Airport, Tenant shall promptly give notice of the same to City. Without limiting the generality of the foregoing, Tenant shall give notice to City of any of the following: (i) notice of a Release of Hazardous Materials given by Tenant, any subtenant, or other occupant to any governmental or regulatory agency; (ii) notice of a violation or potential or alleged violation of any Environmental Law received by Tenant, any subtenant, other occupant on the Premises

from any governmental or regulatory agency; (iii) any inquiry, investigation, enforcement, cleanup, removal, other action that is instituted or threatened by a government or regulatory agency; (iv) any claim that is instituted or threatened by a third party against Tenant, any subtenant, or other occupant on the Premises that relates to Hazardous Materials; and (v) any notice of termination, expiration, or material amendment to any environmental operating permit or license necessary for the use of the Premises.

(d) Any items containing Hazardous Materials in use by Tenant, which are customarily used in retail, must be disposed of in a manner consistent with all applicable Environmental Laws.

(e) At Director's request, Tenant shall provide information necessary for City to confirm that Tenant is complying with the foregoing covenants.

17.3 Environmental Indemnity. Tenant shall indemnify, defend, and hold harmless City from and against any and all Losses arising during or after the Term as a result of or arising from: (a) a breach by Tenant of its obligations contained in the preceding Section 17.2 [Tenant's Covenants], or (b) any Release of Hazardous Material from, in, on or about the Premises or the Airport caused by the act or omission of Tenant or any Tenant Entity, or (c) the existence of any Hazardous Materials on the Premises, except to the extent that Tenant can demonstrate that such Hazardous Materials constitutes a Pre-Existing Condition.

17.4 Environmental Audit. Upon reasonable notice, Director shall have the right but not the obligation to conduct or cause to be conducted by a firm acceptable to Director, an environmental audit or any other appropriate investigation of the Premises for possible environmental contamination. Such investigation may include environmental sampling and equipment and facility testing, including the testing of secondary contamination. No such testing or investigation shall limit Tenant's obligations hereunder or constitute a release of Tenant's obligations therefor. Tenant shall pay all costs associated with said investigation in the event such investigation shall disclose any Hazardous Materials contamination as to which Tenant is liable hereunder.

17.5 Closure Permit. Prior to the termination or expiration of this Lease, Director shall have the right to require Tenant to file with the City an application for a Closure Permit for decontamination of the site and investigation and removal of all Hazardous Materials in compliance with the Airport's TI Guide, the Airport Rules, and all Laws. The Closure Permit may require a plan for long-term care and surveillance of any contamination allowed to remain at the Premises or Airport property and an acknowledgment of responsibility and indemnification for any and all Losses associated with any such contamination. Without limiting the foregoing provision, City reserves the right to require Tenant to, and in such event Tenant shall, at Tenant's sole cost and expense, decontaminate the Premises and remove any Hazardous Materials discovered during the Term, except those Hazardous Materials which constitute Pre-Existing Conditions. Such removal shall be performed to the Director's reasonable satisfaction.

18. EMINENT DOMAIN

18.1 Definitions. For purposes of this Section 18, the following capitalized terms shall have the following meanings:

(a) "*Award*" means all compensation, sums or value paid, awarded or received for a Taking, whether pursuant to judgment, agreement, settlement or otherwise.

(b) *“Date of Taking”* means the earlier of: (a) the date upon which title to the portion of the Premises taken passes to and vests in the condemnor, and (b) the date on which Tenant is dispossessed

(c) *“Taking”* means a taking or damaging, including severance damage, by eminent domain, inverse condemnation or for any public or quasi-public use under applicable Laws. A Taking may occur pursuant to the recording of a final order of condemnation, or by voluntary sale or conveyance in lieu of condemnation or in settlement of a condemnation action.

18.2 General. If during the Term or during the period between the execution of this Lease and the Commencement Date, any Taking of all or any part of the Premises or any interest in this Lease occurs, the rights and obligations of the parties hereunder shall be determined pursuant to this Section 18. City and Tenant intend that the provisions hereof govern fully in the event of a Taking and accordingly, the Parties each hereby waives any right to terminate this Lease in whole or in part under Sections 1265.120 and 1265.130 of the California Code of Civil Procedure or under any similar Law now or hereafter in effect.

18.3 Total Taking; Automatic Termination. If a total Taking of the Premises occurs, then this Lease shall terminate as of the Date of Taking.

18.4 Partial Taking; Election to Terminate.

(a) If a Taking of any portion (but less than all) of the Premises occurs, then this Lease shall terminate in its entirety if all of the following exist: (i) the partial Taking renders the remaining portion of the Premises untenable or unsuitable for continued use by Tenant for the Permitted Use; (ii) the condition rendering the Premises untenable or unsuitable either is not curable or is curable but City is unwilling or unable to cure such condition; and (iii) City elects to terminate.

(b) If a partial Taking of a material portion of the Terminal occurs, City shall have the right to terminate this Lease in its entirety.

(c) City’s elections to terminate this Lease pursuant to this Section 18 shall be exercised by City’s giving notice to Tenant on or before the date that is one hundred twenty (120) days after the Date of Taking, and thereafter this Lease shall terminate upon on the thirtieth (30th) day after such notice is given.

18.5 Tenant’s Monetary Obligations; Award. Upon termination of this Lease pursuant to an election under Section 18.4 [Partial Taking; Election to Terminate] above, then: (a) Tenant’s obligation to pay Base Rent shall continue up until the date of termination, and thereafter shall cease, and (b) City shall be entitled to the entire Award in connection therewith (including any portion of the Award made for the value of the leasehold estate created by this Lease), and Tenant shall have no claim against City for the value of any unexpired term of this Lease, provided that Tenant may make a separate claim for compensation, and Tenant shall receive any Award made specifically to Tenant, for Tenant’s relocation expenses or the interruption of or damage to Tenant’s business or damage to Tenant’s personal property.

18.6 Partial Taking; Continuation of Lease. If a partial Taking of the Premises occurs and this Lease is not terminated in its entirety under Section 18.4 [Partial Taking; Election to Terminate] above, then this Lease shall terminate as to the portion of the Premises so taken, but shall remain in full force and effect as to the portion not taken, and the rights and obligations of the Parties shall be as follows: (a) the Minimum Annual Guarantee shall be adjusted by Director to reflect the Taking, and (b) City shall be

entitled to the entire Award in connection therewith (including, but not limited to, any portion of the Award made for the value of the leasehold estate created by this Lease). Tenant shall have no claim against City for the value of any unexpired Term of this Lease, provided that Tenant may make a separate claim for compensation. Tenant shall retain any Award made specifically to Tenant for Tenant's relocation expenses or the interruption of or damage to Tenant's business or damage to Tenant's personal property.

18.7 Temporary Takings. Notwithstanding anything to contrary in this Section, if a Taking occurs with respect to all or any part of the Premises for a limited period of time not in excess of one hundred eighty (180) consecutive days, this Lease shall remain unaffected thereby, and Tenant shall continue to pay Rent, and to perform all of the terms, conditions and covenants of this Lease. In the event of such temporary Taking, City shall be entitled to receive any Award.

19. CITY AND OTHER GOVERNMENTAL PROVISIONS

19.1 MacBride Principles - Northern Ireland. Pursuant to San Francisco Administrative Code §12.F.5, the City and County of San Francisco urges companies doing business in Northern Ireland to move towards resolving employment inequities, and encourages such companies to abide by the MacBride Principles. The City and County of San Francisco urges San Francisco companies to do business with corporations that abide by the MacBride Principles. By signing below, the person executing this agreement on behalf of Tenant acknowledges that he or she has read and understood this section.

19.2 Charter. The terms of this Lease shall be governed by and subject to the budget and fiscal provisions of the Charter of the City and County of San Francisco.

19.3 Tropical Hardwood and Virgin Redwood Ban. The City and County of San Francisco urges companies not to import, purchase, obtain or use for any purpose, any tropical hardwood, tropical hardwood wood product, virgin redwood or virgin redwood wood product. Except as expressly permitted by the application of Sections 802(b) and 803(b) of the San Francisco Environmental Code, Tenant shall not provide any items to the construction of Alterations, or otherwise in the performance of this Lease which are tropical hardwoods, tropical hardwood wood products, virgin redwood, or virgin redwood wood products. In the event Tenant fails to comply in good faith with any of the provisions of Chapter 8 of the San Francisco Environmental Code, Tenant shall be liable for liquidated damages for each violation in any amount equal to Tenant's net profit on the contract, or five percent (5%) of the total amount of the contract dollars, whichever is greater.

19.4 No Representations. Tenant acknowledges and agrees that neither City nor any person on behalf of City has made, and City hereby disclaims, any representations or warranties, express or implied, regarding the business venture proposed by Tenant at the Airport, including any statements relating to the potential success or profitability of such venture. Tenant represents and warrants that it has made an independent investigation of all aspects of the business venture contemplated by this Lease and the Permitted Use.

19.5 Effect of City Approvals. Notwithstanding anything to the contrary herein, Tenant acknowledges and agrees that City is entering into this Lease as a landowner, and not as a regulatory agency with police powers. Accordingly, any construction, alterations, or operations contemplated or performed by Tenant hereunder may require further authorizations, approvals, or permits from governmental regulatory agencies, including the Airport's Quality Control Department. Nothing in this Lease shall limit Tenant's obligation to obtain such other authorizations, approvals, or permits. No

inspection, review, or approval by City pursuant to this Lease shall constitute the assumption of, nor be construed to impose, responsibility for the legal or other sufficiency of the matter inspected, reviewed, or approved. In particular, but without limiting the generality of the foregoing, in approving plans and specifications for Alterations, City (a) is not warranting that the proposed plan or other action complies with applicable Laws; and (b) reserves its right to insist on full compliance in that regard even after its approval has been given or a permit has been issued.

19.6 Limitation on Damages. Notwithstanding anything to the contrary herein, in no event will City or any City Entity be liable to Tenant or any Tenant Entity for any consequential, incidental, or special damages, or special damages, or lost revenues or lost profits.

19.7 Sponsor's Assurance Agreement. This Lease shall be subordinate and subject to the terms of any "Sponsor's Assurance Agreement" or any like agreement heretofore or hereinafter entered into by City and any agency of the United States of America.

19.8 Federal Nondiscrimination Regulations.

(a) Tenant understands and acknowledges that City has given to the United States of America, acting by and through the Federal Aviation Administration, certain assurances with respect to nondiscrimination, which have been required by Title VI of the Civil Rights Act of 1964, as effectuated by Title 49 of the Code of Federal Regulations, Subtitle A - Office of the Secretary of Transportation, Part 21, as amended, as a condition precedent to the government making grants in aid to City for certain Airport programs and activities, and that City is required under said Regulations to include in every agreement or concession pursuant to which any person or persons other than City, operates or has the right to operate any facility on the Airport providing services to the public, the following covenant, to which Tenant agrees as follows: "*Tenant in its operation at and use of San Francisco International Airport, covenants that (1) no person on the grounds of race, color, or national origin shall be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities; (2) that in the construction of any improvements on, over, or under such land and the furnishing of services thereon, no person on the grounds of race, color, or national origin shall be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination, and (3) that the grantee, licensee, permittee, etc., shall use the Premises in compliance with all other requirements imposed by or pursuant to Title 49, Code of Federal Regulations, Subtitle A, Office of the Secretary of Transportation, Part 21, Nondiscrimination in Federally-Assisted Programs of the Department of Transportation Effectuations of Title VI of the Civil Rights Act of 1964, and as said regulations may be amended.*"

(b) This agreement is subject to the requirements of the U.S. Department of Transportation's regulations, 49 CFR part 23. (i) The concessionaire or contractor agrees that it will not discriminate against any business owner because of the owner's race, color, national origin, or sex in connection with the award or performance of any concession agreement, management contract, or subcontract, purchase or lease agreement, or other agreement covered by 49 CFR part 23. (ii) The concessionaire or contractor agrees to include the above statements in any subsequent concession agreement or contract covered by 49 CFR part 23 that it enters and cause those businesses to similarly include the statements in the further agreements.

(c) This agreement is subject to the requirements of the U.S. Department of Transportation's regulations, 49 CFR part 27, which require, among other things, that all televisions and audio-visual displays installed in passenger areas have high-contrast captioning capability, which is at all times enabled.

19.9 Federal Affirmative Action Regulations. Tenant assures that it will undertake an affirmative action program as required by 14 CFR Part 152, Subpart E, to insure that no person shall on the grounds of race, creed, color, national origin, or sex be excluded from participating in any employment activities covered in 14 CFR Part 152, Subpart E. Tenant assures that no person shall be excluded on these grounds from participating in or receiving the services or benefits of any program or activity covered by this subpart. Tenant assures that it will require that its covered sub-organizations provide assurances to Tenant that they similarly will undertake affirmative action programs and that they will require assurances from their sub-organizations, as required by 14 CFR Part 152, Subpart E, to the same effect.

19.10 City's Nondiscrimination Ordinance.

(a) In the performance of this agreement, Tenant agrees not to discriminate against any employee, City and County employee working with Tenant, applicant for employment with Tenant, or against any person seeking accommodations, advantages, facilities, privileges, services, or membership in all business, social, or other establishments or organizations operated by Tenant, on the basis of the fact or perception of a person's race, color, creed, religion, national origin, ancestry, age, height, weight, sex, sexual orientation, gender identity, domestic partner status, marital status, disability or Acquired Immune Deficiency Syndrome or HIV status (AIDS/HIV status), or association with members of such protected classes, or in retaliation for opposition to discrimination against such classes.

(b) Tenant shall include in all subleases and other subcontracts relating to the Premises hereunder a nondiscrimination clause in substantially the form of subsection (a) above. In addition, Tenant shall incorporate by reference in all subleases and other subcontracts the provisions of Sections 12B.2(a), 12B.2(c)-(k), and 12C.3 of the San Francisco Administrative Code and shall require all subtenants and other subcontractors to comply with such provisions. Tenant's failure to comply with the obligations in this subsection shall constitute a material breach of this Lease.

(c) Tenant does not as of the date of this Lease and will not during the Term, in any of its operations in San Francisco, where the work is being performed for the City, or elsewhere within the United States, discriminate in the provision of bereavement leave, family medical leave, health benefits, membership or membership discounts, moving expenses, pension and retirement benefits or travel benefits, as well as any benefits other than the benefits specified above, between employees with domestic partners and employees with spouses, and/or between the domestic partners and spouses of such employees, where the domestic partnership has been registered with a governmental entity pursuant to state or local law authorizing such registration, subject to the conditions set forth in Section 12B.2(b) of the San Francisco Administrative Code.

(d) Tenant hereby represents that prior to execution of this Lease (i) Tenant executed and submitted to the Contract Monitoring Division of the City and County of San Francisco (the "CMD") the Chapter 12B Declaration: Nondiscrimination in Contracts and Benefits form (Form CMD-12B-101), with supporting documentation, and (ii) the CMD approved such form.

(e) The provisions of Chapters 12B and 12C of the San Francisco Administrative Code relating to nondiscrimination by parties contracting for the lease of City property are incorporated in this Section by reference and made a part of this Lease as though fully set forth herein. Tenant shall comply fully with and be bound by all of the provisions that apply to this Lease under such Chapters of the Administrative Code, including but not limited to the remedies provided in such Chapters. Without limiting the foregoing, Tenant understands that pursuant to Section 12B.2(h) of the San Francisco

Administrative Code, a penalty of \$50 for each person for each calendar day during which such person was discriminated against in violation of the provisions of this Lease may be assessed against Tenant and/or deducted from any payments due Tenant.

19.11 Conflict of Interest. Through its execution of this Agreement, Tenant acknowledges that it is familiar with the provisions of section 15.103 of City's Charter, Article III, Chapter 2 of City's Campaign and Governmental Conduct Code, and sections 87100 et seq. and sections 1090 et seq. of the Government Code of the State of California, and certifies that it does not know of any facts which constitute a violation of said provision and agrees that if it becomes aware of any such fact during the term of this Agreement it shall immediately notify Landlord.

19.12 Prevailing Rates of Wage. Tenant shall abide by Airport Commission Policy No. 80-0031, requiring that Tenant pay prevailing rates of salaries, wages, and employee benefits, to its employees working at San Francisco International Airport pursuant to this Lease.

19.13 Declaration Regarding Airport Private Roads. Tenant hereby acknowledges and agrees that all roads existing at the date of execution hereof within the boundaries of the Airport, as shown on the current official Airport plan and as it may be revised, are the private property and private roads of the City and County of San Francisco, with the exception of that portion of the old Bayshore Highway which runs through the southern limits of the City of South San Francisco and through the northern portion of the Airport to the intersection with the North Airport Road as shown on said Airport Plan, and with the exception of that portion of the North Airport Road which runs from the off and on ramps of the State Bayshore Freeway to the intersection with said old Bayshore Highway as shown on said Airport Plan. It further acknowledges that any and all roads hereafter constructed or opened by City within the Airport boundaries will be the private property and road of City, unless otherwise designated by appropriate action.

19.14 No Relocation Assistance; Waiver of Claims. Tenant acknowledges that it will not be a displaced person at the time this Lease is terminated or expires by its own terms, and Tenant fully releases, waives, and discharges forever any and all claims or other Losses, against and covenants not to sue City or any City Entity under any Laws, including any and all claims for relocation benefits or assistance from City under federal and state relocation assistance laws. Without limiting Section 5. [Assignment or Subletting], Tenant shall cause any Transferee to expressly waive entitlement to any and all relocation assistance and benefits in connection with this Lease. Tenant shall indemnify, defend, and hold harmless City for any and all Losses arising out of any relocation assistance or benefits payable to any Transferee.

19.15 Drug-Free Workplace. Tenant acknowledges that pursuant to the Federal Drug-Free Workplace Act of 1989, the unlawful manufacture, distribution, possession or use of a controlled substance is prohibited on City premises. Any violation of this prohibition by Tenant or any Tenant Entity shall constitute a default hereunder.

19.16 Compliance with Americans With Disabilities Act. Tenant acknowledges that, pursuant to the ADA, programs, services and other activities provided by a public entity, whether directly or through a contractor, must be accessible to the disabled public. Tenant shall provide the services specified in this Lease in a manner that complies with the ADA and any and all other applicable federal, state and local disability rights legislation, including but not limited to, Titles II and III of the Americans with Disabilities Act of 1990 (42 U.S.C. Section 12101 et seq.), Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. Section 794 et seq.), 28 CFR Parts 35 and 36, and 49 CFR Parts 27, 37 and 38. Tenant agrees not to discriminate against disabled persons in the provision of services, benefits or activities provided

under this Lease, and further agree that any violation of this prohibition on the part of Tenant, its employees, agents or assigns shall constitute a material breach of this Lease.

19.17 Sunshine Ordinance. In accordance with S.F. Administrative Code Section 67.24(e), contractors' bids, responses to RFPs and all other records of communications between the City and persons or firms seeking contracts shall be open to inspection immediately after a contract has been awarded. Nothing in this provision requires the disclosure of a private person's or organization's net worth or other proprietary financial data submitted for qualification for a contract or other benefits until and unless that person or organization is awarded the contract or benefit. Information provided which is covered by this paragraph will be made available to the public upon request.

19.18 Pesticide Prohibition. Tenant shall comply with the provisions of Section 308 of Chapter 3 of the San Francisco Environment Code (the "**Pesticide Ordinance**") which (i) prohibit the use of certain pesticides on City property, (ii) require the posting of certain notices and the maintenance of certain records regarding pesticide usage and (iii) require Tenant to submit to the Airport an integrated pest management ("**IPM**") plan that (a) lists, to the extent reasonably possible, the types and estimated quantities of pesticides that Tenant may need to apply to the Premises during the terms of this Lease, (b) describes the steps Tenant will take to meet the City's IPM Policy described in Section 300 of the Pesticide Ordinance and (c) identifies, by name; title, address and telephone number, an individual to act as Tenant's primary IPM contact person with the City. In addition, Tenant shall comply with the requirements of Sections 303(a) and 303(b) of the Pesticide Ordinance.

19.19 First Source Hiring Ordinance. Tenant shall comply with the San Francisco First Source Hiring Ordinance (Board of Supervisors Ordinance No. 264-98, as amended by Board of Supervisors Ordinance Nos. 32-09 and 149-09) in cooperation with the Airport Commission Office of Employment and Community Partnerships pursuant to the First Source Hiring Agreement entered into between the Airport Commission and the Tenant concurrently herewith, and incorporated herein by reference.

19.20 Labor Peace/Card Check Rule. Without limiting the generality of other provisions herein requiring Tenant to comply with all Airport Rules, Tenant shall comply with the Airport's Labor Peace/Card Check Rule, adopted on February 1, 2000, pursuant to Airport Commission Resolution No. 00-0049 (the "**Labor Peace/Card Check Rule**"). Capitalized terms not defined in this provision are defined in the Labor Peace/Card Check Rule. To comply with the Labor Peace/Card Check Rule, Tenant shall, among other actions: (a) Enter into a Labor Peace/Card Check Agreement with any Labor Organization which requests such an agreement and which has registered with the Director or his/her designee, within thirty (30) days after the Labor Peace/Card Check Agreement has been requested; (b) Not less than thirty (30) days prior to the modification of this Lease, Tenant shall provide notice by mail to any Labor Organization or federation of labor organizations which have registered with the Director or his/her designee ("**registered labor organization**"), that Tenant is seeking to modify or extend this Lease; (c) Upon issuing any request for proposals, invitations to bid, or similar notice, or in any event not less than thirty (30) days prior to entering into any Subcontract, Tenant shall provide notice to all registered labor organizations that Tenant is seeking to enter into such Subcontract; and (d) Tenant shall include in any subcontract with a Subcontractor performing services pursuant to any Covered Contract, a provision requiring the Subcontractor to comply with the requirements of the Labor Peace/Card Check Rule. If the Director determines that Tenant shall have violated the Labor Peace/Card Check Rule, the Director shall have the option to terminate this Lease, in addition to exercising all other remedies available to him/her.

19.21 Requiring Minimum Compensation.

(a) Tenant agrees to comply fully with and be bound by all of the provisions of the Minimum Compensation Ordinance (MCO), as set forth in San Francisco Administrative Code Chapter 12P (Chapter 12P), including the remedies provided, and implementing guidelines and rules. The provisions of Chapter 12P are incorporated herein by reference and made a part of this Agreement as though fully set forth. The text of the MCO is available on the web at www.sfgov.org/olse/mco. A partial listing of some of Tenant's obligations under the MCO is set forth in this Section. Tenant is required to comply with all the provisions of the MCO, irrespective of the listing of obligations in this Section.

(b) The MCO requires Tenant to pay Tenant's employees a minimum hourly gross compensation wage rate and to provide minimum compensated and uncompensated time off. The minimum wage rate may change from year to year and Tenant is obligated to keep informed of the then-current requirements. Any subcontract entered into by Tenant shall require the subcontractor to comply with the requirements of the MCO and shall contain contractual obligations substantially the same as those set forth in this Section. It is Tenant's obligation to ensure that any subcontractors of any tier under this Agreement comply with the requirements of the MCO. If any subcontractor under this Agreement fails to comply, City may pursue any of the remedies set forth in this Section against Tenant.

(c) Tenant shall not take adverse action or otherwise discriminate against an employee or other person for the exercise or attempted exercise of rights under the MCO. Such actions, if taken within 90 days of the exercise or attempted exercise of such rights, will be rebuttably presumed to be retaliation prohibited by the MCO.

(d) Tenant shall maintain employee and payroll records as required by the MCO. If Tenant fails to do so, it shall be presumed that the Tenant paid no more than the minimum wage required under State law.

(e) The City is authorized to inspect Tenant's premises and conduct interviews with employees and conduct audits of Tenants.

(f) Tenant's commitment to provide the Minimum Compensation is a material element of the City's consideration for this Agreement. The City in its sole discretion shall determine whether such a breach has occurred. The City and the public will suffer actual damage that will be impractical or extremely difficult to determine if the Tenant fails to comply with these requirements. Tenant agrees that the sums set forth in Section 12P.6.1 of the MCO as liquidated damages are not a penalty, but are reasonable estimates of the loss that the City and the public will incur for Tenant's noncompliance. The procedures governing the assessment of liquidated damages shall be those set forth in Section 12P.6.2 of Chapter 12P.

(g) Tenant understands and agrees that if it fails to comply with the requirements of the MCO, the City shall have the right to pursue any rights or remedies available under Chapter 12P (including liquidated damages), under the terms of the contract, and under applicable law. If, within 30 days after receiving written notice of a breach of this Agreement for violating the MCO, Tenant fails to cure such breach or, if such breach cannot reasonably be cured within such period of 30 days, Tenant fails to commence efforts to cure within such period, or thereafter fails diligently to pursue such cure to completion, the City shall have the right to pursue any rights or remedies available under applicable law, including those set forth in Section 12P.6(c) of Chapter 12P. Each of these remedies shall be exercisable individually or in combination with any other rights or remedies available to the City.

(h) Tenant represents and warrants that it is not an entity that was set up, or is being used, for the purpose of evading the intent of the MCO.

(i) If Tenant is exempt from the MCO when this Agreement is executed because the cumulative amount of agreements with this department for the fiscal year is less than \$25,000, but Tenant later enters Tenant an agreement or agreements that cause Tenant to exceed that amount in a fiscal year, Tenant shall thereafter be required to comply with the MCO under this Agreement. This obligation arises on the effective date of the agreement that causes the cumulative amount of agreements between the Tenant and this department to exceed \$25,000 in the fiscal year.

19.22 Airport Intellectual Property. Pursuant to Resolution No. 01-0118, adopted by the Airport Commission on April 18, 2001, the Airport Commission affirmed that it will not tolerate the unauthorized use of its intellectual property, including the SFO logo, CADD designs, and copyrighted publications. All proposers, bidders, contractors, tenants, permittees, and others doing business with or at the Airport (including subcontractors and subtenants) may not use the Airport intellectual property, or any intellectual property confusingly similar to the Airport intellectual property, without the Director's prior consent.

19.23 Requiring Health Benefits for Covered Employees. Tenant agrees to comply fully with and be bound by all of the provisions of the Health Care Accountability Ordinance (HCAO), as set forth in San Francisco Administrative Code Chapter 12Q, including the remedies provided, and implementing regulations, as the same may be amended from time to time. The provisions of Chapter 12Q are incorporated by reference and made a part of this Agreement as though fully set forth herein. The text of the HCAO is available on the web at www.sfgov.org/olse. Capitalized terms used in this Section and not defined in this Agreement shall have the meanings assigned to such terms in Chapter 12Q.

(a) For each Covered Employee, Tenant shall provide the appropriate health benefit set forth in Section 12Q.3 of the HCAO. If Tenant chooses to offer the health plan option, such health plan shall meet the minimum standards set forth by the San Francisco Health Commission.

(b) Notwithstanding the above, if the Tenant is a small business as defined in Section 12Q.3(e) of the HCAO, it shall have no obligation to comply with part (a) above.

(c) Tenant's failure to comply with the HCAO shall constitute a material breach of this agreement. City shall notify Tenant if such a breach has occurred. If, within 30 days after receiving City's written notice of a breach of this Agreement for violating the HCAO, Tenant fails to cure such breach or, if such breach cannot reasonably be cured within such period of 30 days, Tenant fails to commence efforts to cure within such period, or thereafter fails diligently to pursue such cure to completion, City shall have the right to pursue the remedies set forth in 12Q.5.1 and 12Q.5(f)(1-6). Each of these remedies shall be exercisable individually or in combination with any other rights or remedies available to City.

(d) Any Subcontract entered into by Tenant shall require the Subcontractor to comply with the requirements of the HCAO and shall contain contractual obligations substantially the same as those set forth in this Section. Tenant shall notify City's Office of Contract Administration when it enters into such a Subcontract and shall certify to the Office of Contract Administration that it has notified the Subcontractor of the obligations under the HCAO and has imposed the requirements of the HCAO on Subcontractor through the Subcontract. Each Tenant shall be responsible for its Subcontractors' compliance with this Chapter. If a Subcontractor fails to comply, the City may pursue the remedies set forth in this Section against Tenant based on the Subcontractor's failure to comply,

provided that City has first provided Tenant with notice and an opportunity to obtain a cure of the violation.

(e) Tenant shall not discharge, reduce in compensation, or otherwise discriminate against any employee for notifying City with regard to Tenant's noncompliance or anticipated noncompliance with the requirements of the HCAO, for opposing any practice proscribed by the HCAO, for participating in proceedings related to the HCAO, or for seeking to assert or enforce any rights under the HCAO by any lawful means.

(f) Tenant represents and warrants that it is not an entity that was set up, or is being used, for the purpose of evading the intent of the HCAO.

(g) Tenant shall maintain employee and payroll records in compliance with the California Labor Code and Industrial Welfare Commission orders, including the number of hours each employee has worked on the City Contract.

(h) Tenant shall keep itself informed of the current requirements of the HCAO.

(i) Tenant shall provide reports to the City in accordance with any reporting standards promulgated by the City under the HCAO, including reports on Subcontractors and Subtenants, as applicable.

(j) Tenant shall provide City with access to records pertaining to compliance with HCAO after receiving a written request from City to do so and being provided at least ten business days to respond.

(k) Tenant shall allow City to inspect Tenant's premises and have access to Tenant's employees in order to monitor and determine compliance with HCAO.

(l) City may conduct random audits of Tenant to ascertain its compliance with HCAO. Tenant agrees to cooperate with City when it conducts such audits.

(m) If Tenant is exempt from the HCAO when this Agreement is executed because its amount is less than \$25,000 (\$50,000 for nonprofits), but Tenant later enters into an agreement or agreements that cause Tenant's aggregate amount of all agreements with City to reach \$75,000, all the agreements shall be thereafter subject to the HCAO. This obligation arises on the effective date of the agreement that causes the cumulative amount of agreements between Tenant and the City to be equal to or greater than \$75,000 in the fiscal year.

19.24 Notification of Limitations on Contributions. San Francisco Campaign and Governmental Conduct Code (the "**Conduct Code**") Section 1.126 prohibits any person who contracts with the City for selling or leasing any land or building to or from the City whenever such transaction would require the approval by a City elective officer or the board on which that City elective officer serves, from making a contribution to such an officer, or candidate for such an office, or committee controlled by such officer or candidate at any time from the commencement of negotiations for such contract until the termination of negotiations for such contract or three months has elapsed from the date the contract is approved by the City elective officer, or the board on which that City elective officer serves. San Francisco Ethics Commission Regulation 1.126-1 provides that negotiations are commenced when a prospective tenant first communicates with a City officer or employee about the possibility of obtaining a specific contract. This communication may occur in person, by telephone or in writing, and may be initiated by the

prospective tenant or a City officer or employee. Negotiations are completed when a lease is finalized and signed by the City and the Tenant. Negotiations are terminated when the City and/or the prospective tenant end the negotiation process before a final decision is made to award the contract. Through its execution of this Agreement, Tenant acknowledges that it is familiar with the provisions of Article III, Chapter 2 of City's Campaign and Governmental Conduct Code, and sections 87100 et seq. and sections 1090 et seq. of the Government Code of the State of California, and certifies that it does not know of any facts which constitute a violation of said provisions and agrees that if it becomes aware of any such fact during the term of this Agreement it shall immediately notify City.

19.25 Food Service Waste Reduction Ordinance. San Francisco's Food Service Waste Reduction Ordinance, Ordinance No. 295-06, SF Environment Code Chapter 16 (Ordinance) requires restaurants, retail food vendors, City departments, City contractors and City lessees to use biodegradable/compostable or recyclable disposable food service ware when selling or distributing prepared foods, unless there is no "affordable" alternative. The Ordinance also prohibits such businesses and the City from using disposable food service ware made from polystyrene (Styrofoam™). Violation of the Ordinance may result in contractual damages, a criminal fine, administrative penalty, or other civil enforcement action.

19.26 Multi-Employer Bargaining Group Participation. Tenant agrees and acknowledges that a multi-employer bargaining group is an established mechanism for employers to bargain collectively with any lawful labor organization representing its employees in an appropriate bargaining unit in conformity with the Airport Commission's labor peace/card check agreement. Tenant will maintain membership in the Airport Restaurant Employers Council or its successor multi-employer bargaining group, and further agrees to become a party to, and be bound by, a collective bargaining agreement for its operations under this Lease in the event a collective bargaining agreement is negotiated on behalf of its employees authorizing, by majority determination through the labor peace/card check resolution or otherwise, the negotiation of such collective bargaining agreement. Tenant agrees to be an active member of the Airport Restaurant Employers Council or its successor multi-employer bargaining group by attending and participating in the groups meetings.

19.27 Worker Retention Policy. Tenant acknowledges the Airport's Worker Retention Policy and agrees to comply with its requirements.

19.28 Local Hire Policy. Any undefined, initially-capitalized term used in this Section shall have the meaning given to such term in San Francisco Administrative Code Section 23.62 (the "Local Hiring Requirements"). All Alterations under this Lease are subject to the Local Hiring Requirements unless the cost for such work is (a) estimated to be less than \$750,000 per building permit or (b) meets any of the other exemptions in the Local Hiring Requirements. Tenant agrees that it shall comply with the Local Hiring Requirements to the extent applicable. Before starting any Alteration, Tenant shall contact City's Office of Economic Workforce and Development ("OEWD") to verify if the Local Hiring Requirements apply to the work (i.e., whether the work is a "Covered Project"). Tenant shall include, and shall require its subtenants to include, a requirement to comply with the Local Hiring Requirements in any contract for a Covered Project with specific reference to San Francisco Administrative Code Section 23.62. Each such contract shall name the City and County of San Francisco as a third party beneficiary for the limited purpose of enforcing the Local Hiring Requirements, including the right to file charges and seek penalties. Tenant shall cooperate, and require its subtenants to cooperate, with City in any action or proceeding against a contractor or subcontractor that fails to comply with the Local Hiring Requirements when required. Tenant's failure to comply with its obligations under this Section shall constitute a material breach of this Lease. A contractor's or subcontractor's failure to comply with this Section will

enable City to seek the remedies specified in San Francisco Administrative Code Section 23.62 against the breaching party.

19.29 Green Building Requirements. Tenant acknowledges that the City and County of San Francisco has enacted Chapter 7 of the San Francisco Environment Code relating to green building requirements. Tenant hereby agrees that it shall comply with all applicable provisions of Chapter 7, including but not limited to those relating to Leadership in Energy and Environmental Design (LEED) certification.

20. GENERAL PROVISIONS

20.1 Notices. Except as otherwise specifically provided in this Lease, any notice, consent, request, demand, or other correspondence given under this Lease shall be in writing and given by delivering the notice in person or by commercial courier, or by sending it by first-class mail, certified mail, return receipt requested, or overnight courier, return receipt requested, with postage prepaid or by electronic mail (if an electronic mail address is provided), to: (a) Tenant at Tenant's Notice Address; or (b) City at City's Notice Address; or (c) such other address as either Tenant or City may designate as its new address for such purpose by notice given to the other in accordance with this Section. Any notice hereunder shall be deemed to have been given and received and effective two (2) days after the date when it is mailed, if sent by first-class, certified mail, one day after the date when it is mailed if sent by overnight courier, or upon the date personal or electronic mail delivery is made. For convenience of the parties, copies of notices may also be given by facsimile to the number set forth in the Summary or such other number as may be provided from time to time; provided, however, neither party may give binding notice by facsimile.

20.2 No Implied Waiver. No failure by either party to insist upon the strict performance of any obligation of the other party under this Lease or to exercise any right, power or remedy consequent upon a breach thereof shall constitute a waiver of any such breach or of such term, covenant or condition. No express written waiver of any default or the performance of any provision hereof shall affect any other default or performance, or cover any other period of time, other than the default, performance or period of time specified in such express waiver.

20.3 Entire Agreement. The parties intend that this Lease (including all of the attached exhibits, which are made a part of this Lease) shall be the final expression of their agreement with respect to the subject matter hereof and may not be contradicted by evidence of any prior or contemporaneous written or oral agreements or understandings. The parties further intend that this Lease shall constitute the complete and exclusive statement of its terms and that no extrinsic evidence whatsoever (including prior drafts hereof and changes therefrom) may be introduced in any judicial, administrative or other legal proceeding involving this Lease.

20.4 Amendments. Except as specifically provided herein, neither this Lease nor any term or provisions hereof may be changed, waived, discharged or terminated, except by a written instrument signed by the party against which the enforcement of the change, waiver, discharge or termination is sought.

20.5 Interpretation of Lease. The captions preceding the articles and sections of this Lease and in the table of contents have been inserted for convenience of reference only and such captions shall in no way define or limit the scope or intent of any provision of this Lease. This Lease has been negotiated at arm's length and between persons sophisticated and knowledgeable in the matters dealt with herein and shall be interpreted to achieve the intents and purposes of the parties, without any presumption against the

party responsible for drafting any part of this Lease. Provisions in this Lease relating to number of days shall be calendar days. Use of the word “**including**” shall mean “including, without limitation.” References to statutes, sections, ordinances or regulations are to be construed as including all statutory, ordinance, or regulatory provisions consolidating, amending, replacing, succeeding or supplementing the statute, section, ordinance or regulation. Whenever the singular number is used in this Lease and when required by the context, the same includes the plural, the plural includes the singular, and the masculine gender includes the feminine and neuter genders, and the word “**person**” shall include corporation, partnership, firm, limited liability company, and association.

20.6 Successors and Assigns. Subject to the provisions of Section 5 [Assignment or Subletting], the terms, covenants and conditions contained in this Lease shall bind and inure to the benefit of Tenant and City and, except as otherwise provided herein, their personal representatives and successors and assigns.

20.7 No Third-Party Beneficiaries. There are no third-party beneficiaries to this Lease.

20.8 No Joint Venture. It is expressly agreed that City is not, in any way or for any purpose, a partner of Tenant in the conduct of Tenant’s business or a member of a joint enterprise with Tenant, and does not assume any responsibility for Tenant’s conduct or performance of this Lease.

20.9 Brokers. Neither party has had any contact or dealings regarding the leasing of the Premises, nor any communication in connection therewith, through any licensed real estate broker or other person who could claim a right to a commission or finder’s fee in connection with the lease contemplated herein. In the event that any broker or finder perfects a claim for a commission or finder’s fee based upon any such contact, dealings or communication, the party through whom the broker or finder makes his/her claim shall be responsible for such commission or fee and shall indemnify, defend, and hold harmless the other party from any and all Losses incurred by the indemnified party in defending against the same. The provisions of this Section shall survive any termination or expiration of this Lease.

20.10 Severability. If any provision of this Lease or the application thereof to any person, entity or circumstance shall, to any extent, be invalid or unenforceable, the remainder of this Lease, or the application of such provision to persons, entities or circumstances other than those as to which it is invalid or unenforceable, shall not be affected thereby, and each other provision of this Lease shall be valid and be enforceable to the full extent permitted by law.

20.11 Governing Law. This Lease shall be construed and enforced in accordance with the laws of the State of California and the Charter of the City and County of San Francisco.

20.12 Attorneys’ Fees. In the event that either City or Tenant fails to perform any of its obligations under this Lease or in the event a dispute arises concerning the meaning or interpretation of any provision of this Lease, the defaulting party or the party not prevailing in such dispute, as the case may be, shall pay any and all costs and expenses incurred by the other party in enforcing or establishing its rights hereunder (whether or not such action is prosecuted to judgment), including, without limitation, court costs and reasonable attorneys’ fees. For purposes of this Lease, reasonable fees of attorneys of City’s Office of the City Attorney shall be based on the fees regularly charged by private attorneys with the equivalent number of years of experience in the subject matter area of the law for which the City Attorney’s services were rendered who practice in the City of San Francisco in law firms with approximately the same number of attorneys as employed by the Office of the City Attorney. Without limiting the generality of the foregoing, Tenant shall also pay all costs and expenses incurred by City related to City’s participation in or monitoring of any Tenant bankruptcy, insolvency, or similar

proceeding involving creditors' rights generally and any proceeding ancillary thereto. This Section shall survive expiration or earlier termination of this Lease.

20.13 Cumulative Remedies. All rights and remedies of either party hereto set forth in this Lease shall be cumulative, except as may otherwise be provided herein.

20.14 Time of Essence. Time is of the essence with respect to all provisions of this Lease in which a definite time for performance is specified.

20.15 Reservations by City. City may (a) at any time, upon reasonable advance written or oral notice, enter the Premises to show the Premises to prospective tenants or other interested parties, to post notices of non-responsibility, to re-measure the Premises, to repair any part of the Premises or adjoining areas, to install equipment for adjoining areas, and for any other lawful purpose; (b) without advance notice, enter the Premises to conduct an environmental audit, operational audit, or general inspection, or in an emergency. City shall use reasonable efforts to minimize disruption in Tenant's business. Such entry shall not constitute a forcible or unlawful entry into or a detainer of the Premises, or an eviction, actual or constructive of Tenant from the Premises. City reserves the exclusive right to use all areas of the Airport not comprising the Premises, and the exterior walls and roofs the Premises. City reserves the exclusive right to use such areas together with the right to install, maintain, use, repair, and replace pipes, ducts, conduits, wires, columns, and structural elements serving other parts of the Airport in and through the Premises. This reservation in no way affects maintenance obligations imposed in this Lease.

20.16 Survival of Indemnities. Expiration or termination of this Lease shall not affect the right of either party to enforce any and all indemnities and representations and warranties given or made to the other party under this Lease, nor shall it effect any provision of this Lease that expressly states it shall survive termination hereof. Each party hereto specifically acknowledges and agrees that, with respect to each of the indemnities contained in this Lease, the indemnitor has an immediate and independent obligation to defend the indemnitees from any claim which actually or potentially falls within the indemnity provision even if such allegation is or may be groundless, fraudulent or false, which obligation arises at the time such claim is tendered to the indemnitor by the indemnitee. Further, Tenant's obligation to make payments to City in respect of accrued charges (including those which have not yet been billed) and to make repairs (including those relating to the return of the Premises to City) which are accrued at the expiration or earlier termination of this Lease shall survive the expiration or earlier termination of this Lease.

20.17 Quiet Enjoyment and Title. Tenant, upon paying the Rent hereunder and performing the covenants hereof, shall peaceably and quietly have, hold and enjoy the Premises and all appurtenances during the full Term as against all persons or entities claiming by and through City. Tenant expressly acknowledges that Tenant's right to quiet possession of the Premises does not preclude City's right to make changes and additions to the Airport, including the Premises, and to do work in the Premises as permitted by this Lease.

20.18 No Right of Redemption. Tenant waives any right of redemption or reinstatement of Tenant under any present or future case law or statutory provision (including Code of Civil Procedure Sections 473 and 1179 and Civil Code Section 3275) in the event Tenant is dispossessed from the Premises for any reason. This waiver applies to future statutes enacted in addition or in substitution to the statutes specified herein.

20.19 Accord and Satisfaction. The payment by Tenant or the receipt by City of a lesser amount than the rent stipulated in this Lease may be, at City's sole option, deemed to be on account of the earliest

due stipulated rent, or deemed to be on account of rent owing for the current period only, notwithstanding any instructions by or on behalf of Tenant to the contrary, which instructions shall be null and void, and no endorsement or statement on any check or any letter accompanying any such check or payment will be deemed an accord and satisfaction, and City may accept such check or payment without prejudice to City's right to recover the balance of such rent or payment or pursue any other remedy available in this Lease, at law or in otherwise, including possession of the Premises. City may accept any partial payment from Tenant without invalidation of any contractual notice required to be given herein (to the extent such contractual notice is required) and without invalidation of any notice given or required to be given pursuant to applicable law. In such event, if City shall receive any such partial payment after it shall have commenced an action against Tenant, City may amend its action as contemplated by Section 1161.1(c) of the California Civil Code to reflect any such partial payment, and no such payment shall limit any of City's rights to continue the action.

20.20 Joint and Several Liability. The liabilities hereunder of the entities and/or person(s) comprising Tenant shall be joint and several.

20.21 Estoppel Statements. Within ten (10) days after request therefor by City, Tenant shall deliver, in recordable form, an estoppel statement certifying that this Lease is in full force and effect; the date of Tenant's most recent payment of Rent, and that Tenant has no defenses or offsets outstanding, or stating those claimed, and any other information reasonably requested. Failure to deliver said statement within the specified period shall be conclusive upon Tenant that: (i) this Lease is in full force and effect, without modification except as may be represented by City; (ii) there are no uncured defaults in City's performance and Tenant has no right of offset, counterclaim or deduction against Rent hereunder; and (iii) no more than one month's Base Rent has been paid in advance. Notwithstanding the conclusiveness of Tenant's failure to deliver such statement, Tenant's failure shall constitute a breach of this Lease.

20.22 Authority. If Tenant signs as a corporation, a limited liability company, or a partnership, each of the persons executing this Lease on behalf of Tenant does hereby covenant and warrant that Tenant is a duly authorized and existing entity, that Tenant has and is duly qualified to do business in California, that Tenant has full right and authority to enter into this Lease, and that each and all of the persons signing on behalf of Tenant are authorized to do so. Upon City's request, Tenant shall provide City evidence reasonably satisfactory to City confirming the foregoing representations and warranties.

20.23 Consents. If City is required to reasonably grant consent or approval, but does not do so, Tenant's sole and exclusive remedy is to seek specific performance and in no event will City be liable for any monetary damages.

20.24 Options Personal. If and to the extent Tenant has an option to extend the Term of this Lease, such option is personal to the original Tenant and may be exercised only by the original Tenant while occupying the Premises who does so without the intent of thereafter making any Transfer, and may not be exercised by or assigned, voluntarily or involuntarily, by or to any person or entity other than Tenant, unless the foregoing prohibition is waived by Director. The options, if any, herein granted to Tenant are not assignable separate and apart from this Lease, nor may any option be separated from this Lease in any manner, either by reservation or otherwise.

20.25 Counterparts. This Lease may be executed in two or more counterparts, each of which shall be deemed an original, but all of which taken together shall constitute one and the same instrument.

IN WITNESS WHEREOF, the parties have executed this Lease as of the Effective Date.

TENANT: Soaring Food Group, LLC
[signatories to also initial Summary] a California limited liability company
By: _____
Name: Joseph C. Cook
(type or print)
Title: Managing Member

CITY: CITY AND COUNTY OF SAN FRANCISCO,
[signatories to also initial Summary] a municipal corporation,
acting by and through its Airport Commission

Ivar C. Satero
Airport Director *if CN*

AUTHORIZED BY
AIRPORT COMMISSION

Resolution No.: 18 0214

Adopted: July 10, 2018

Attest: _____ *cal*
Secretary
Airport Commission

APPROVED AS TO FORM:
DENNIS J. HERRERA,
City Attorney

By: _____
Deputy City Attorney

LIST OF EXHIBITS

EXHIBIT A – Description of Premises

EXHIBIT B – Use and Operational Requirements

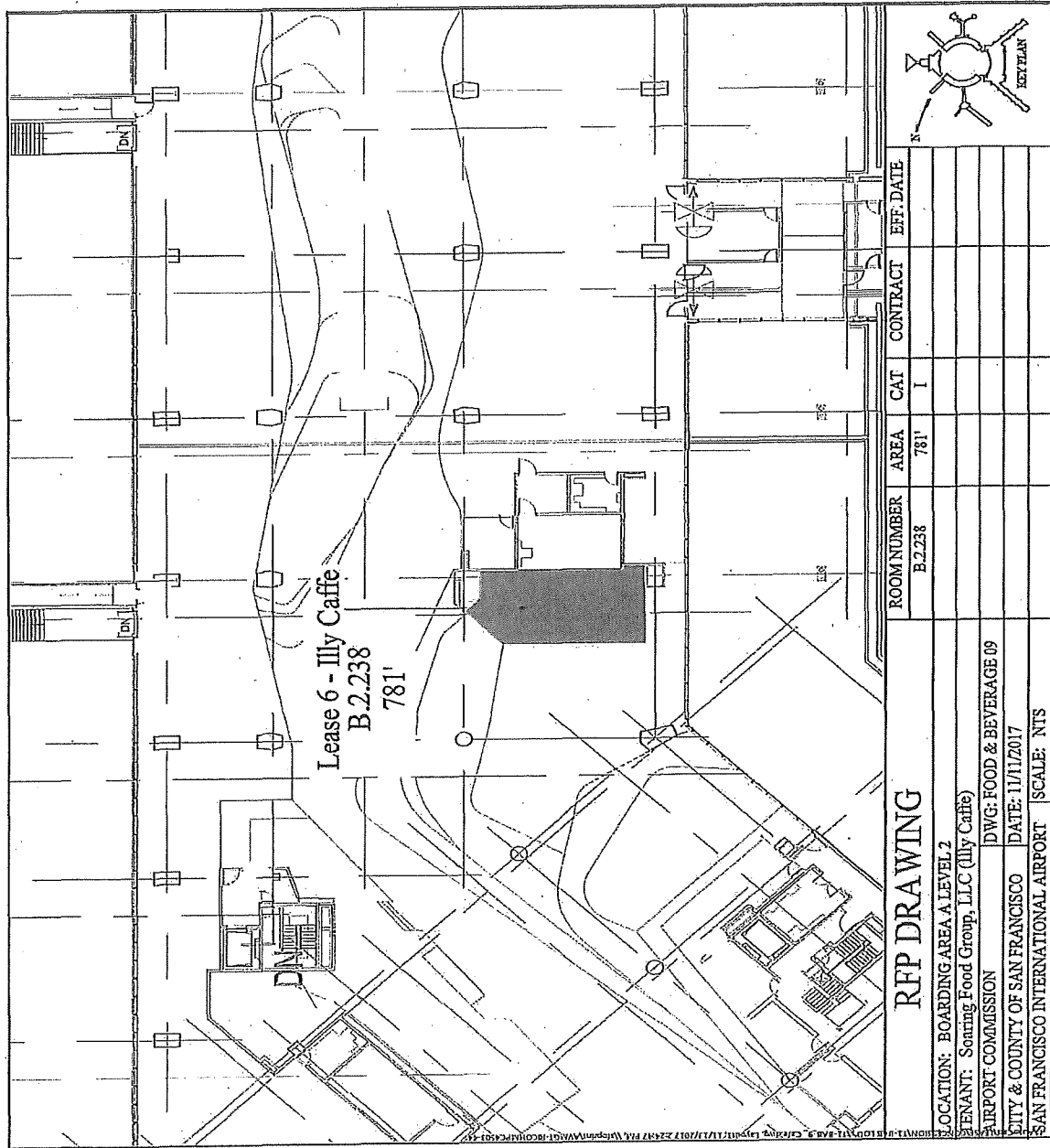
EXHIBIT C-1 – Form of Performance Bond

EXHIBIT C-2 – Form of Letter of Credit

EXHIBIT D – Tenant Work Letter

**EXHIBIT A
PREMISES**

One (1) facility, comprising approximately 781 square feet (Space B.2.238) of space located in Terminal I, Boarding Area B at San Francisco International Airport, as described on the attached drawing.



| ROOM NUMBER | AREA | CAT | CONTRACT | EFF. DATE |
|-------------|------|-----|----------|-----------|
| B.2.238 | 781' | I | | |

| | |
|--|-------------------------|
| RFP DRAWING | |
| LOCATION: BOARDING AREA A LEVEL 2 | |
| TENANT: Soaring Food Group, LLC (Illy Caffè) | |
| PURPOSE: COMMISSION | DWG: FOOD & BEVERAGE 09 |
| CITY & COUNTY OF SAN FRANCISCO | DATE: 11/11/2017 |
| SAN FRANCISCO INTERNATIONAL AIRPORT | SCALE: NTS |

EXHIBIT B
USE AND OPERATIONAL REQUIREMENTS

- 1) **GENERAL REQUIREMENTS:** All products are sold on a non-exclusive basis, and Airport reserves the right to sell and to permit other Airport tenants to sell the same or similar products. All such items must be sold at retail. Tenant may not display, sell, rent, or otherwise offer any product without Director's written prior consent.

- 2) **REQUIRED/OPTIONAL PRODUCTS:** In the event Director permits any product to be sold or offered that is not listed below, changes the required or optional offerings listed below, or otherwise modifies the Permitted Use or operational requirements under this Lease, this Exhibit shall be deemed amended without need for a formal amendment of this Lease.

Required

Tenant shall offer, on a nonexclusive basis, a menu that is reflective of the following concepts for each Lease:

Menu

Coffee & Drinks

Espresso
Caffe Macchiato
Cappuccino
Caffe Americano
Caffe Latte
Specialty Caffe Latte
Caffe Mocha
Filtered Coffee
Hot Chocolate
Hot Tea

Cold Specials

Ice Coffee
Cold Brew
Iced Tea
Iced Caffe Latte
Iced Caffe Mocha
Affogato
Tempesta
Freddo Greco
Frappe al Caffe
Frappe al Caffe
Half & Half

Breakfast

Freshly Cut Fruit
Cooked Eggs & Balsamic Vinaigrette
Greek Yogurt Parfait
Seasonal Chia Seed Pudding
Oatmeal
Breakfast Toasts
Breakfast Bowls
Continental Breakfast
Smoked Salmon Bagel
Egg Panini

Bakery

Plain Croissants
Almond & Chocolate Croissants
Savory Croissants
Muffins
Scones
Doughnuts
Cronuts
Danish
Iced Cinnamon Rolls
Morning Buns
Turnovers
Bomboloni Trio

Salads

Marinated Beet & Prosciutto
Kale Shrimp Caesar
Classic Greek
Cobb
Vegan Sweet Potato & Farro
Rainbow Power with Salmon

Panini

Vegan Sweet Potato & Mushroom
Saltimbocca
Mezzanotte
Turkey Avocado
House Chicken Salad Wrap
Shrimp Club Wrap

Desserts

Jumbo Cookies
Apricot Crostatina
Meyer Lemon Bar
Macarons
Brownies
Coffee Pot de Crème

Optional

Tenant, at its own option, may sell the following items, on a nonexclusive basis:

- Bottled alcoholic beverages, such as beer and wine.

- 3) **SUSTAINABLE FOOD POLICY:** In compliance with Executive Directive 09-03 issued by the Office of the Mayor on July 9, 2009, Tenant is required to provide good, clean, and fair food which has been responsibly sourced and deliciously prepared. Tenant is encouraged to ensure that at least 25% of the meals offered on the menu meet the nutritional guidelines set forth in San Francisco Administrative Code section 4.9-1(e), as may be amended. The following must be adhered to throughout the term of the Lease.

Tenant must feature:

1. Displays that promote healthy eating and good environmental stewardship
2. Visible food preparation areas
3. Portion sizes which support good health
4. Portion-appropriate menu items for children

Tenant must use:

5. Low- or non-phosphate detergents
6. Un-bleached paper products and compostable To Go containers and utensils

To the very greatest extent possible, Tenants must use:

7. Organic agricultural products from the Northern California region
8. Agricultural products that have not been genetically modified

9. Organic or all-natural meat from animals treated humanely and without hormones or antibiotics
 10. rBST-free cheese, milk, yogurt and butter
 11. Cage-free, antibiotic-free eggs
 12. Sustainable seafood
 13. Fairly Traded Organic Coffee
 14. Products free of hydrogenated oils
 15. Products free of artificial colors, flavors and additives
- 4) **AIRPORT WASTE MANAGEMENT PROGRAM:** Tenant shall dispose of waste in a manner that produces the very least possible contribution to a landfill. Tenant must maximize recycling, composting and compostable to-go containers and utensils. Tenant must donate unused food that is fit for human consumption to the Airport's food donation program to the fullest extent possible.
- 5) **OTHER OPERATIONAL REQUIREMENTS:**

Staffing Plan

| Position | No. Per Shift |
|-----------------------|---------------|
| (1) General Manager | 1 |
| (1) Asst. Manager | 1 |
| (4) Shift Lead | 1 |
| (8) Baristas | 2 |
| (8) Cashier/Expediter | 3 |
| (5) Culinary Staff | 2 |

| Role | Responsibilities | Skills/Education Required | Staff Req. | FTE | Hourly Rate/ Salary |
|---------------|--|--|------------|------|---------------------|
| Store Manager | Responsible for leading all team members in the efficient and profitable operation of a illyCaffè store; managing the day-to-day store operations, maintaining high store standards and conditions, and fostering a positive environment, which provides consistent fast, efficient, and friendly service ensuring a Total Quality Experience for both our customers and team members. | College education preferred. 3 years retail management experience required. Proficient on a computer; well-organized, detail-oriented and able to multi-task | 1 | 100% | Salaried |

| | | | | | |
|-----------------------|---|--|------------|-----------------|------------------------------|
| Shift Lead | The Shift Lead is a store leader reporting to and supporting the Store Manager in achieving all company set goals and objectives. Responsible for building and maintaining an exceptional level of customer service, providing on-going training and development activities to the baristas, cashiers, and other staff. | High School Diploma or General Education Degree (GED); Retail and/or customer service experience required. Coffee experience desired; Cash handling skills. Capability to interface and maintain effective relationships with co-workers and customers. Must be able to complete barista training with store manager and trainer | 6 | 100% | TBD - In accordance with CBA |
| Barista | Greet and interact with all customers providing everyone with an excellent experience in our stores; Prepare coffee and tea with acute attention to our standards of quality. Maintain product knowledge regarding all pastries and food items and staying up to dated on seasonal menu changes and accurately communicate product information to customers. Respond to questions, orders and concerns. Maintain coffee knowledge on current offerings and confidently and accurately communicate product information to customers. Respond to questions, orders, and concerns. | High School Diploma or General Education Degree (GED). Retail and/or customer service experience required. | 5 3 | 100% 50% | TBD - In accordance with CBA |
| Cashier/ Expediter | Brand Ambassador. Maintain positivity and enthusiasm at all times while processing customer orders. Welcome and connect with every customer every time. Have clear knowledge of all inventory items; Responsible for Cash Handling/ Register operation. consistently provide highest quality coffee to customers. | High School Diploma or General Education Degree (GED). Retail and/or customer service experience required. | 5 3 | 100% 50% | TBD - In accordance with CBA |
| Delivery Driver | TBD | | 2 | 50% | TBD - In accordance with CBA |

Customer Service

Tenant employees shall be trained on these key cornerstones:

- Greet customers and approach them in a way that is natural and fits the individual situation.
- Anticipate and SHOW customers that you understand what their needs are.
- Know your products—coffee and food offerings; ingredients, pricing, and where everything is located. The more you know, the more confidence you can build in the customer.
- Deliver exceptional products. Offer our customer a perfect coffee, always.
- Operate a clean, exciting, and customer friendly environment
- Thank the customers.
- Continuously look for ways to improve the level of customer service you deliver.
- Utilizing guest surveys and the “Mystery Client” survey program to ensure the best dining experience.

Customer Service Training and Monitoring Plan

Tenant team members shall be crossed-trained to perform a variety of tasks within the restaurants. Tenant shall provide team members with a two (2) week hands-on training program.

Week 1

The first week of training and employee orientation, will cover the employee handbook; understanding of policies, procedures, and standard operating systems; product knowledge; guest service standards; classroom and on-the-job training and in the store prior to opening.

Tenant’s plan shall cover quality control measure designed to ensure the highest quality standards in opening and operating Illy caffè. All team members shall be crossed-trained so that they are prepared to assist with all aspects of guest service in the following areas:

1. Customer Hospitality
2. Wait staff Attentiveness
3. Knowledge of Drink/Food Items
4. Point of Sale System; Order-Taking Time Requirements
5. How to accept all forms of payment, including airline vouchers, traveler’s checks, and other uncommon forms of payment
6. Staff Flexibility to Special Needs Requests (Dietary Requirements, etc.)
7. Drink and Food Delivery Time Requirements
8. Drink/Food Quality
9. Productivity (Work Efficiently and Drive Revenues)
10. Team Member Personal Commitment
11. Culture: Tenant’s team members must be able to speak to the Bay Area’s unique, blended history.

12. SFO Facilities: all team members shall have working knowledge of airport features such as ATM locations, restrooms, baggage claim, cell phone/computer charging stations, etc., so they can assist customers when needed.

Week 2

The second of week of training shall be conducted in coordination with Tenant's brand partners, illy, to empower its team members to accurately and proudly represent their brand. This "Coffee Expert" training shall be a comprehensive overview class that follows the long journey of the coffee bean from the plant to its transformation in the cup.

After a thorough discussion of the cultivation and processing of the raw materials, the class then shall delve into the science behind multiple final preparation techniques, and shall taste their way to an in depth understanding of coffee and experience the pleasure that increasing quality standards can mean to consumers.

All illyCaffé team members shall be trained at illy's first dedicated "University of Coffee" (Università del Caffé) facility in the United States located in the heart of downtown San Francisco, adjacent to an existing illyCaffé location, at 200 Montgomery Street.

Course Agenda

Day 1 - Coffee Expert: Enter the world of quality coffee

- History, customs and coffee transformation techniques across the world
- Training your palate to identify the characteristics while tasting coffee in all its preparations
- Coffee production, cultivation and sustainability
- Factory practices—selection, decaffeination, roasting and packaging

Day 2 - Espresso Excellence: The secrets of espresso coffee according to illy

- Current trends in coffee and coffee business
- Art and science of the espresso and the peculiarities of illy coffee
- Perfect espresso transformation—grinding and tamping techniques
- Milk and its characteristics
- Hands on practicum with the UDC

Day 3 - Cappuccino Excellence: The magic union between milk and coffee

- Theory of milk emulsion
- Equipment: jugs and sprouts
- Practical training on how to prepare cappuccinos and milk emulsion
- Artistic Cappuccino: Látte Art

Day 4-Coffee Recipes: Hot and cold coffee-based preparations and surprising combinations

- From espresso coffee to recipes
- Equipment
- Basic Rules
- Iced coffee-based recipes
- Hot coffee-based recipes
- Espresso-based alcoholic cocktails

- Practical hands-on exercises

Day 5- Bar Image, Sales Techniques, and Bar Economics

- The relationship between form and substance
- Basic rules of furnishing; back counter upkeep techniques
- How the customer has changed
- Customer focused communication; coordinated communication
- Selling: phases and techniques
- The challenge of any good seller
- Practical Exercises

Monitoring Customer Service

Tenant's customer/guest service satisfaction processes shall be utilized to analyze and predict sales trends. Tenant shall recognize that sales tend to increase in establishments that highly satisfy their customers. By offering a consistent system that tracks every customer issue through to resolution, Tenant shall simplify the process of resolving customer concerns and build enduring loyalty.

Here's how Tenant shall do it:

- Weekly evaluation of in-restaurant customer survey cards and 1-800 "hotline" calls.
- Continuous communication with team members and on-the-spot coaching. Tenant's shift managers/leads shall interact with team members throughout the day, making sure every team member understands goals, priorities, and expectations.
- Integrated CRM (Customer Relationship Management) via POS (TouchBistro) to receive minute-by-minute server analysis and "magic quadrant" reports; generating electronic feedback/satisfaction surveys for customers.
- Speed of Service Tracking Our speed of service team monitors speed of service three times per day and works with management to make necessary adjustments for optimal customer care.
- Track sales trends versus airport enplanements. When enplanements increase, Tenant shall check to make sure its sales trends are increasing at least at the same rate or better. When Tenant find discrepancies, Tenant shall make adjustments at the store location.
- Mystery Shopper Survey (conducted by illy for facility, Espresso, Cappuccino, other coffee drinks, and food products)
- Social Media Monitoring: closely track mentions on Yelp; Facebook; TripAdvisor, Quora, and Google Alerts, etc...

How Complaints are Handled

Tenant shall empower team members to resolve customer complaints quickly by eliminating hierarchical barriers and teaching them to think for themselves. Speed of response is important and to decrease the time and emotional cost to the customer, Tenant shall train its team members on the following when handling complaints to help satisfy and keep its customers happy:

1. Don't take it personally.
2. Listen to customer complaints; you may learn something about our product or service. Let customers know that you appreciate feedback.

3. Overcome any objections. Listen to what the customer is objecting about (often price, products or time).
4. Act. Quickly resolve the issue. If the coffee or food wasn't to a customer's liking, re-make it or prepare something else, if they prefer.
5. Offer a solution. Tell the customer what you will do and when. Place emphasis on what you can do rather than what you can't do.
6. Recover. Offer something extra to mend the relationship, such as a free dessert or a discount on the next visit. Be cognizant of the lifetime value of the customer to the business.
7. Follow up with the customer, as appropriate.

All complaints shall be personally reviewed by Joseph Cook, and the management team. Addressing customer complaints directly through on-site management creates a dialogue with the customer that is essential to maintaining great customer service and promoting the brand.

Finally, in order to ensure a superior food/dining experience and preclude customer complaints, all on-site managers shall be required as part of their assigned duties to be vigilant as to customer service activity and to randomly survey in-store customer satisfaction by soliciting dialogue and addressing any complaints guests may have.

Quality Control

Tenant's quality assurance performance program goal shall be to ensure that all the products received are intact, fresh and wholesome; to guarantee they are transferred to the appropriate storage site as quickly as possible. Tenant shall also incorporate illycaffé HACCP (Hazard Analysis and Critical Control Points) Standard Operating Procedures which is a self check system that each food sector operator must implement in order to assess the hazards, estimate the associated risks and establish control measures to prevent the development of hygiene and health problems.

Quality audits shall be conducted a monthly basis and examine every inch of Tenant's location to make sure they are meeting its high standards for service and operational excellence. Tenant shall look for proper uniform and grooming, cleanliness of the location, safety, sanitation, and adherence to food prep procedures as set forth in the HACCP (Hazard Analysis and Critical Control Points) Standard Operating Procedures Manual.

Sustainability

Tenant shall support SFO's mission is to provide an exceptional airport in service to its communities. To advance that mission, Tenant shall participate in the Airport Waste Management Program and shall seek certification with the California Green Business Program by completing all applicable requirements for certification, including but not limited to those related to energy and water conservation and performance, and provide a checklist to the ZERO Committee.

Tenant shall also adhere to the SUSTAINABLE FOOD POLICY, which require tenants to provide good, clean, and fair food which has been responsibly sourced and deliciously prepared. Our food program will feature:

1. Displays that promote healthy eating and good environmental stewardship
2. Visible food preparation areas
3. Portion sizes which support good health
4. Portion-appropriate menu items for children.

Energy

Tenant shall operate only ENERGY STAR certified kitchen equipment (dish machines, ovens, fryers, griddles, ranges, refrigeration equipment, etc.) and install resource efficient lighting (CFLs or LEDs) zoned and motion-sensor lighting and HVAC controls.

Water Efficiency

Tenant shall select fixtures, faucets and equipment that complies with the applicable CalGreen water efficiency requirements. Tenant shall aim to select WaterSense labeled products including sink fixtures and commercial pre-rinse spray valves.

Recycling, Compost, Food Packaging

Tenant shall provide adequate area for collection and storage of recyclable, compostable and trash materials. Tenant shall use eco-friendly packaging.

Data Security Standard Requirements

Tenant shall maintain and protect in accordance with all applicable federal, state, local and PCI (Payment Card Industry) laws, rules and regulations the security of all Cardholder Data when performing the Permitted Uses under this Lease.

Facility Maintenance Plan

Tenant shall use green cleaning methods in conformance with the product manufacturers' recommendations and in compliance with SFO's Green Cleaning Program. Facility maintenance shall be the direct responsibility of the General Manager with the support of the Assistant Manager and Shift Leaders. Tenant shall have a rigorous facility maintenance program which shall include daily, weekly, and monthly quality control and maintenance checklists.

Responsibility with respect to maintenance – repairs, cleanliness, and product presentation will include but not be limited to the following items:

- Exterior/interior review and assessment (signage, lighting, seating, etc.)
- Overall cleanliness – facility is well maintained, free of litter, clean and in good repair
- Build Up – cleaning of daily dirt and debris accumulation
- Floors – clean and dry (slip and fall hazard)
- Mechanical – review of all machinery for wear and tear and functionality
- Bar – sink area, coolers, product
- Dish Washer/Ice Machine - review of machinery for wear and tear and functionality
- Removing wayward food and grime from dumpster areas.

Preventative maintenance and repairs (furniture and fixtures):

Fixtures will get bumped and bruised from time to time. Tenant shall resolve any significant interior damages as they occur, including damages to paint and other finishes. Monthly, Management shall audit each unit to determine if specialized professional help is required to accomplish needed repairs to furniture or interiors.

Trash removal: Tenant shall understand the importance of airport trash removal policies and follow them to the letter. To handle waste and trash, Tenant shall use a structured procedure that is responsible,

efficient, and sustainable. Tenant shall train all team members in the responsible disposal of all materials. Tenant shall support recycling. Tenant shall rinse aluminum cans and plastic jugs for recycling and also recycle all glass bottles from bars. Tenant shall provide dedicated receptacles for bottles, paper, waste, and post gentle, respectful reminders to encourage customers to separate recyclables.

Equipment replacement: Tenant shall replace and renovate equipment, displays, fixtures, and flooring at least every five to seven years. Tenant shall establish any necessary maintenance contracts on equipment like HVAC units and equipment.

6) PAYMENT CARD INDUSTRY (PCI) DATA SECURITY STANDARD REQUIREMENTS:

- A. For purposes of this subsection, the term "Cardholder Data" means personally identifiable data about the cardholder (i.e. the plastic card number, card expiration date in combination with the plastic card number, cardholder name in combination with the plastic card number and/or sensitive authentication data (track data/magnetic stripe, verification numbers CVV2, CVC2, CID, and PIN Block). This term also accounts for other personal insights gathered about the cardholder (i.e., addresses, telephone numbers, and so on), assigned by the card issuer that identifies the cardholder's account or other cardholder personal information. For purposes of this section, a "Tenant" means any person or entity that stores, processes, transmits or otherwise is permitted access to Cardholder Data, while performing the Permitted Uses authorized in this Lease. Customer Information shall include cardholder data and such other customer information as may be defined elsewhere in this Lease.
- B. As a Merchant or Service Provider as defined by the PCI Security Council, Tenant must be familiar with and adhere to the Payment Card Industry Data Security Standards (PCI DSS). This requirement includes, but is not limited to, full compliance with the twelve (12) DSS Security Standards as published by the PCI Security Standards Council at all times. The current standards may be found at <https://www.pcisecuritystandards.org/index.php>. Tenant is responsible for keeping informed about any and all modifications to the PCI DSS, and shall validate yearly compliance with PCI DSS by completing the appropriate Self-Assessment Questionnaire (SAQ) or Report On Compliance (ROC) and accompanying Attestation of Compliance (AOC). Tenant must provide copy of the compliance validation documentation to San Francisco International Airport Revenue Development and Management office every 12 months. Should any assessment result in evidence of non-compliance with PCI DSS standards, Tenant shall immediately: (1) provide written notification to the Airport regarding the specific compliance failures and a Remediation Action Plan Tenant intends to undertake to come into compliance; and (2) immediately remediate operations to come into compliance.
- i. Tenant represents and warrants that it shall implement and maintain Payment Card Industry Data Security Standard Requirements ("PCI Data Security Standard Requirements") for Cardholder Data, as they may be amended by the PCI Security Standards Council from time to time. The current PCI Data Security Standard Requirements are available on the following internet site; <https://www.pcisecuritystandards.org/>. As evidence of compliance with PCI DSS, Tenant shall provide current evidence of compliance with these data security standards certified by a third party authority recognized by the payment card industry for that purpose.

ii. Tenant shall maintain and protect in accordance with all applicable federal, state, local and PCI laws, rules and regulations the security of all Cardholder Data when performing the Permitted Uses under this Lease. Tenant will use reasonable precautions, including but not limited to, physical, software and network security measures, employee screening, training, and supervision and appropriate agreements with employees, to prevent anyone other than City or its authorized employees from monitoring, using, gaining access to or learning the import of the Cardholder Data; protect appropriate copies of Cardholder Data from loss, corruption or unauthorized alteration; and prevent the disclosure of passwords and other access control information to anyone.

iii. Tenant shall indemnify, defend, protect and hold City harmless from and against any and all claims, losses, damages, notices and expenses, including without limitation, any fines which City may be required to pay, which result from Tenant's breach of the provisions of this Section. Without limiting the generality of the foregoing, it is expressly agreed that if City pays any fine in connection with a breach by Tenant of the provisions of this Section, the foregoing indemnity obligation shall require Tenant to reimburse City the full amount of such fine within thirty (30) days of City delivering written notice to Tenant of City's payment of such fine. Tenant, at its sole cost and expense, shall fully cooperate with any investigation of any data loss or other breach of Tenant's obligations under this Section.

iv. The use of Cardholder Data is specifically restricted to only those applications directly pertaining to payments, including transaction authentication, or as required by applicable law.

v. If there is a breach or intrusion of, or otherwise unauthorized access to Cardholder Data stored at or for Tenant, Tenant shall immediately notify City and the acquiring financial institution, in the manner required by the PCI Data Security Standard Requirements, and provide City and the acquiring financial institution and their respective designees access to Tenant's facilities and all pertinent records to conduct an audit of Tenant's compliance with the PCI Data Security Standard Requirements. Tenant shall fully cooperate with any audits of their facilities and records provided for in this paragraph. Any costs incurred as a result of the breach or audit shall be the responsibility of Tenant.

vi. Tenant shall maintain appropriate business continuity procedures and systems to ensure availability and security of Cardholder Data in the event of a disruption, disaster or failure of Tenant's primary data systems.

vii. Tenant's and its successors' and assigns' compliance with the PCI Data Security Standard Requirements expressly survives termination or expiration of this Lease.

viii. Destruction of Cardholder Data must be completed in accordance with section 9 of the PCI DSS.

EXHIBIT C-1
FORM OF PERFORMANCE BOND FOR AIRPORT LEASES

_____ (Surety)

KNOW ALL MEN BY THESE PRESENT:

That we, _____, as Principal, and _____, a corporation duly organized and existing under and by virtue of the laws of the State of _____, as Surety, are held and firmly bound unto the City and County of San Francisco, acting by and through its Airport Commission, as Obligee, in the sum of _____ Dollars (\$ _____) lawful money of the United States of America, to be paid to the City and County of San Francisco, acting by and through its Airport Commission, for which payment, well and truly to be made, we bind ourselves, our heirs, executors and successors, jointly and severally, firmly by these presents.

WHEREAS, the Principal has entered into one or more leases, permits, or agreements with the City and County of San Francisco, Airport Commission (collectively, the "Agreements").

NOW, THEREFORE, the condition of this obligation is such that if the Principal shall perform all terms of the Agreements (which by reference are made a part hereof), including the payment of rent or fees, in accordance with the terms of such Agreements, then this obligation shall be null and void, otherwise to remain in full force and effect; and shall be effective _____.

This bond may be called upon by Obligee by a notice sent to the Surety in person or by registered mail, overnight mail, overnight courier service, or other courier service sent to our offices at:

Any such call by Obligee shall include a statement signed by the Airport Director of the Airport Commission of the City and County of San Francisco, or his/her designee, to the effect that any of the following events has occurred or is continuing:

- a) Principal has defaulted under one or more of the Agreements; or
- b) Principal has become insolvent, or has taken the benefit of any present or future insolvency statute, or has made a general assignment for the benefit of creditors, or has filed a voluntary petition in bankruptcy, or a petition or answer seeking an arrangement for its reorganization, or the readjustment of its indebtedness under the federal bankruptcy laws, or under any other law or statute of the United States or any state thereof, or any jurisdiction available to Principal, or has consented to the appointment of a receiver, trustee, or liquidator of any or substantially all of its property; or
- c) A petition under any of the federal bankruptcy laws or an action under any present or future insolvency law or statute has been filed against Principal.

We shall honor and pay on such call within ten (10) days after receipt.

We shall give you notice in writing by registered mail at least forty-five (45) days prior to the cancellation date, termination date or expiration date of this bond, if any is stated, of our intention to cancel, terminate, or non-renew this bond. In the event we fail to give such notice promptly, then this bond shall be deemed renewed for an additional one-year period.

Signed, sealed and dated this ___ day of _____, 20__.

Principal: By: _____

Title: _____

Seal: _____

Surety By: _____
Company:

Title: _____

Seal:

(Attach Notary Public Certificate and Attorney-in-Fact form)

EXHIBIT C-2
FORM OF LETTER OF CREDIT FOR AIRPORT LEASES

Date _____

Irrevocable Letter of Credit No. _____

Airport Commission
City and County of San Francisco
Attn: Chief Business and Finance Officer
San Francisco International Airport
International Terminal, No. Shoulder Bldg., 5/F
PO Box 8097
San Francisco, CA 94128

Ladies and Gentlemen:

We hereby establish an irrevocable letter of credit in your favor in the amount of _____ United States Dollars (US\$ _____) for the account of _____ (“Account Party”), available by your draft at sight, when accompanied by the following document:

A statement signed by the Airport Director of the Airport Commission of the City and County of San Francisco, or his/her designee, to the effect that any of the following events has occurred or is continuing:

- a) Account Party has defaulted under the one or more agreements with the City and County of San Francisco, acting by and through its Airport Commission at San Francisco International Airport; or
- b) Account Party has become insolvent, or has taken the benefit of any present or future insolvency statute, or has made a general assignment for the benefit of creditors, or has filed a voluntary petition in bankruptcy, or a petition or answer seeking an arrangement for its reorganization, or the readjustment of its indebtedness under the federal bankruptcy laws, or under any other law or statute of the United States or any state thereof, or any jurisdiction available to Account Party, or has consented to the appointment of a receiver, trustee, or liquidator of any or substantially all of its property; or
- c) A petition under any of the federal bankruptcy laws or an action under any present or future insolvency law or statute has been filed against Account Party.

Drafts drawn under and in compliance with the terms of this letter of credit will be duly honored by us upon presentation and delivery of the statement specified above. Partial draws are permitted. Such drafts may be presented in person or by registered mail, overnight mail, overnight courier service, or other courier service sent to our offices at:

We shall give you notice in writing by registered mail at least forty-five (45) days prior to the cancellation date or expiration date of this letter of credit, if any is stated, of our intention to cancel or non-renew this letter of credit. In the event we fail to give such notice promptly, then this letter of credit shall be deemed renewed for an additional one-year period. Subject to the foregoing, this letter of credit shall expire on _____, 20__.

Sincerely,

**EXHIBIT D
TERMINAL 1
TENANT WORK LETTER**

Table of Contents

- A. General Information
 - 1. Base Building Construction
 - 2. Governing Codes and Requirements
 - 3. Rights of Way
- B. Sustainability Requirements
 - 1. General
 - 2. Airport's Work
 - 3. Tenant's Work
- C. Building Systems
 - 1. Plumbing
 - a. Domestic Cold Water
 - b. Sanitary Sewer
 - c. Grease Waste
 - d. Natural Gas
 - 2. Fire Sprinklers
 - 3. HVAC Systems & Controls
 - 4. Grease Exhaust
 - 5. Electrical
 - 6. Fire Alarm
 - 7. Communications Infrastructure
 - 8. Solid Waste Management
 - 9. Cooking Oil Waste
 - 10. Tenant Doors and Locks
 - 11. Storage Cage Areas
- D. Tenant Leasehold Design and Construction
 - 1. General
 - 2. Design - Plan Development and Approvals
 - a. Lease Outlines, Point of Connections, and Base Building Drawings
 - b. Tenant Verification of Existing Conditions
 - c. Tenant Signage Requirements
 - d. Design Review and Permitting Workshop.
 - e. Design Review Meetings
 - f. BICE Review and Permitting
 - g. San Mateo County Health Permit
 - h. ABC Liquor License Permit
 - 3. Construction
 - a. Notice that Premises are ready for Tenant's Work
 - b. Tenant Verification of Existing Conditions

- c. Local Hiring Ordinance
- d. Tenant Contractor Insurance
- e. Cooperation with Base Building Contractor
- f. Site Logistics
- g. Construction Safety
- h. Preconstruction Meeting
- i. Construction Coordination Meetings
- j. Deliveries
- k. Airport ID Badging
- l. Tenant Construction Schedule
- m. Barricades
- n. Security
- o. Demolition, Cutting, Patching, and Fireproofing
- p. Demising Walls
- q. Ceilings and Access Doors
- r. Floor Finishes
- s. Record Drawings
- t. Indemnity

This Work Letter is incorporated by reference into the Lease by and between Tenant and City. Capitalized terms not defined herein shall have the meanings given them in the Lease.

A. GENERAL INFORMATION

1. BASE BUILDING CONSTRUCTION

The Airport is currently under contract with a base building contractor for construction and/or renovation of the terminal in which Tenant's Premises will be located (the "Terminal"). It is anticipated that Tenant will undertake design and construction of its Premises prior to the Airport's completion of the project. Tenant and other entities hired by the Tenant, including Tenant's contractor and design professionals, must cooperate with the base building contractor at all times. Access to the Premises may be limited or restricted at times. A Tenant Coordinator will facilitate Tenant interaction with the base building construction.

2. GOVERNING CODES AND REQUIREMENTS

All construction work performed at the San Francisco International Airport ("SFO" or "SFIA") ("Tenant's Work") shall comply with all applicable federal, state and local laws, including but not limited to, the applicable requirements of the California Building Standards Code (California Code of Regulations (CCR) Title 24), the San Francisco Environment Code, and Americans with Disability Act (ADA). Tenant's Work must also comply with the requirements of the SFO Tenant Improvement Guide (TIG), a supplemental Airport document governing some aspects of tenant construction, the California Uniform Retail Food Facilities Law (CURFFL), and the terms and conditions of the Lease, including but not limited to Section 7 [Investments; Alterations].

Tenant must obtain approval from the Design Review Committee (DRC) and the design of tenant improvements shall be developed in accordance with the Tenant Design Guidelines. Upon DRC approval Tenant must obtain a building permit from SFO Building Inspection and

Code Enforcement (BICE). Food and Beverage Concessions must complete plan review and obtain a health permit from the San Mateo County Environmental Health Department. Tenant is required to comply with the Airport's sustainability requirements as further detailed below, which must be coordinated with the Airport's ZERO Committee.

3. RIGHTS OF WAY

The Airport will provide right-of-way to Tenant if the Premises lie above or below occupied or restricted space to accommodate Tenant's mechanical equipment and grease exhaust system. Tenant plumbing and waste lines will not be allowed to cross above or go through special systems rooms, tenant wiring closets, elevator machine rooms or electrical rooms.

B. SUSTAINABILITY REQUIREMENTS

1. **General.** SFO is committed to prudent environmental stewardship and has integrated sustainable planning, design, construction, and operational strategies into its physical facilities. It is anticipated that this process will result in exceptional project outcomes that provide long-term positive environmental, social, and financial benefits. Tenant is encouraged to contribute to these sustainable development efforts, and to use creative and innovative design, construction, and operational strategies to create aesthetically pleasing and environmentally responsible space in alignment with SFO's sustainability goals.
2. **Airport's Work.** The Airport will design and construct the building where the Premises are located such that when completed it will at a minimum be energy and water efficient, use materials and products that are environmentally preferable and that support improved indoor environmental quality, comply with the 2016 or current version of CALGreen, and be designed to achieve a LEED v4 BD+C or C+S minimum Gold certification.
3. **Tenant's Work.**
 - (1) All tenants are required to comply with the following:
 - (a) Sustainability Narrative: Tenant shall review SFO's sustainability goals and guidelines and shall submit to the Airport for ZERO Committee approval a narrative describing how Tenant's design and operations will meet these goals and guidelines. Relevant Airport documents include:
 - (i) Guiding Principles of Sustainability as described in San Francisco International Airport's Delivering Exceptional Projects – Our Guiding Principles (pg. 49-54), located at <http://www.sfoconstruction.com/>.
 - (ii) SFO Sustainable Planning, Design and Construction Guidelines located at <http://www.flysfo.com/community-environment/environmental-sustainability-reports>.
 - (b) California Building Standards: Tenant shall provide documentation to the ZERO Committee to demonstrate compliance with the California Building

Standards Code (California Code of Regulations (CCR) Title 24) Part 6 (Energy) and Part 11 (CALGreen).

- (c) LEED Scorecard: Tenant shall submit to BICE, SF Environment and the ZERO Committee a "LEED Scorecard" (Green Submittal 6 (GS-6)) to demonstrate compliance with Chapter 7 of the San Francisco Environment Code.
- (d) Green Business Program: Tenant shall register its business with the California Green Business Program (<http://greenbusinessca.org/>), complete all applicable requirements for certification, including but not limited to those related to energy conservation and performance, and provide a checklist to the ZERO Committee. Tenants that are certified through the Green Business Program will be recognized on program websites, receive a certificate to display and electronic logo for use, and be recognized at an annual Airport event.
- (e) Construction and Demolition Debris Management:
 - (i) Tenant shall divert a minimum of 75% construction and demolition debris from landfill. Tenant's General Contractor shall be required to prepare a Construction and Demolition Debris Management Plan (CDDMP), submit monthly Construction and Demolition Debris Recovery Worksheets, and submit a Final Diversion Report (Construction and Demolition Debris Report) consistent with the standards set forth Sections 7 and 14 of the San Francisco Environment Code along with providing copies to the ZERO Committee.
 - (ii) Tenant shall obtain the required City Construction and Demolition Debris Forms from:

San Francisco Department of the Environment (SF Environment)
Construction & Demolition Recovery Specialist
1455 Market Street, Suite 1200, San Francisco, CA 94103
Phone: 415.355.3710
<http://www.sfenvironment.org/c&d>
- (f) Toxics Reduction and Pollution Prevention: All projects that include furniture and/or interior surfaces (e.g., countertops, doorknobs, handles, wall paints, carpet) within the project scope shall comply with the attributes defined within the Chapter 7 of the San Francisco Environment Code (e.g., emission of volatile organic compounds, fluorinated chemicals, antimicrobial chemicals, required ecolabels, etc.).
- (g) Green Cleaning: Tenant's General Contractor shall use green cleaning methods in conformance with the product manufacturers' recommendations and in compliance with SFO's Green Cleaning Program. Tenant shall develop a Green Cleaning Plan in compliance with the San Francisco International Airport's Green Cleaning Program and shall provide regular staff training in the implementation

of this program.

- (h) Code Compliance: In addition to and without limiting the foregoing sustainability requirements, Tenant shall comply with all applicable green building laws, codes, ordinances, rules and regulations, including but not limited to, those required under the San Francisco Environment Code and the 2016 California Building Standards Code (Title 24 of the California Code of Regulations), Part 6 (Energy Code) and Part 11- (CALGreen).
<https://law.resource.org/pub/us/code/bsc.ca.gov/>
- (2) For tenant improvement projects of 10,000 gross square feet or more LEED v4 ID+C minimum Gold level certification is required.
- (a) Tenant shall be responsible for all work and costs related to the LEED certification.
 - (b) The LEED certification shall conform to the standards set forth in San Francisco Environment Code Chapter 7, and Tenant shall coordinate with the San Francisco Department of the Environment (“SF Environment”) and ZERO Committee on the LEED certification and documentation requirements, including, but not limited to, the preparation and submission of a LEED Scorecard. The LEED Scorecard is to be submitted at the conclusion of each design phase and at project close-out, along with required documentation and a copy of the project LEED certificate.
 - (c) Tenant shall demonstrate that the project achieves the following LEED credits required through Chapter 7 of the San Francisco Environment Code:
 - (i) LEED prerequisite Fundamental Commissioning and Verification and Enhanced and Monitoring-Based Commissioning;
 - (ii) LEED credit for Construction and Demolition (C&D) Debris Management – diverting 75% C&D Material from the landfill;
 - (iii) LEED credit for Enhanced Indoor Air Quality Strategies, LEED credit for Construction Indoor Air Quality Management Plan, and LEED credit Indoor Air Quality Assessment Option 2: Air Testing.
 - (iv) LEED credit for Low Emitting Materials.
 - (d) SFO has been registered with the Green Business Certification Inc. (GBCI) using the Campus Master Site Program. SFO will provide Tenant with access to the GBCI online website for use by Tenant in registering and certifying its project. Tenant shall be responsible for adding its team to this website and for providing LEED administration for its project on this website. Once Tenant has registered the project on this website, it will be able to utilize a number of pre-approved LEED v4 ID+C pre-requisites and credits.
- (3) For tenant improvement projects less than 10,000 gross square feet, Tenant is not

required to achieve LEED certification but is required to submit the LEED Scorecard that demonstrates the maximum LEED credits that are practicable for the project and pursue these credits through the design and construction process as required by Chapter 7 of the San Francisco Environment Code. The LEED Scorecard is to be submitted to the BICE, SF Environment and ZERO Committee during the conceptual design phase and as a final as-built indicating all LEED credits that would be achieved if the project had been certified.

- (4) Sustainable Innovation Credit: Tenants who show considerable effort in incorporating sustainability into their design and operation are eligible to submit for a Sustainable Innovation Credit through RDM. SFO does not guarantee acceptance of Sustainable Innovation Credit to any tenant prior to applying.

C. BUILDING SYSTEMS

1. PLUMBING

General. Tenant is responsible for extending the sanitary and/or food service waste lines from the designated point(s) of connection as necessary, including any floor penetrations. All floor penetrations must be imaged by an Airport approved imaging method (i.e., x-ray or sonograph) at Tenant's sole cost prior to core drilling.

A. DOMESTIC COLD WATER

General. Tenant is required to reduce onsite water use through the installation of low-flow (<1.15gpm) pre-rinse spray valves, (<.5gpm) faucet aerators, and related commercial kitchen equipment (see: <http://www.fishnick.com/saveenergy/rebates/>). Potable cold water will be available to food and beverage tenants and select other tenant locations in the Terminal. Tenant water usage is metered by the Airport and the meter is provided by SFO and installed by the base building contractor. All meters will be read in cubic feet and located in an accessible and readable location and connected to the Airport SCADA system.

Airport's Work. The Airport will provide domestic cold water service to the Premises, terminated at a gate valve for Tenant's exclusive use.

Tenant's Work. Tenant shall extend water service into the Premises as needed. Tenant's domestic water system must be chlorinated and approved prior to connection to the Airport's water system. Hot water shall be provided by Tenant.

B. SANITARY SEWER

General. Sanitary sewer is available to food and beverage tenants and select other tenant locations in the Terminal.

Airport's Work. The Airport will provide a 4-inch sanitary sewer line below the slab within the confines of the Premises designated to receive sanitary sewer service and this pipe will be labeled with the space number every 10 feet and at point of connection. The Airport will also provide a 3-inch vent pipe within the Premises for Tenant's use.

Tenant's Work. Tenant shall tie into the sanitary sewer stub and vent stub. Tenant shall submit its mechanical, electrical and plumbing (MEP) design no later than two weeks

following the Airport's request.

C. GREASE WASTE

General. The Terminal's grease waste will be serviced by an Airport-contracted provider at the expense of Tenant. In addition to grease waste, Tenant shall provide for disposal of cooking oil waste, as further described in Section 9 "Cooking Oil Waste" below.

Airport's Work. The Airport will provide a 4-inch grease waste piping under the slab originating within the footprint of the Premises to an area terminating at a designated location on the ramp level, and this piping will be of materials that will not allow grease to coat the interior of the pipe line. These lines will be labeled with the space number every 10 feet and at point of connection. The Airport will also provide a 4-inch line at this designated ramp level location connected to the sanitary sewer system and a vent line connection point.

Tenant's Work. Tenant is responsible for installing a complete grease waste interceptor system in an approved location. The GI unit itself shall have a plaque with the space name and a 24 hour contact number attached to it. This designated location is where the Tenant-provided grease waste interceptor will be installed by the Tenant's plumbing contractor. Tenant shall make the necessary inter-connections to the sanitary sewer, grease waste lines and vent from its grease waste interceptor. The kitchen area floor drains and prep sinks of food and beverage tenants shall be tied to the grease waste line point of connection provided by the base building contractor.

Tenant is responsible for installing grease waste lines with the same material as the base building material within the Premises. Tenant shall submit its mechanical, electrical and plumbing (MEP) design no later than two weeks following the Airport's request

D. NATURAL GAS

General. SFO is committed to reducing greenhouse gas emissions across its operations, including among its tenants. The Airport operates using SF Public Utilities Commission greenhouse gas-free electric power and promotes the use of electric commercial cooking equipment over emission-intensive natural gas alternatives. Natural gas will be provided upon request to tenants operating concessions designated as food and beverage tenants and other select tenant locations within the Terminal. Food and beverage uses designated as Specialty Coffee or Café will not have gas service available.

The Airport's natural gas system is designed to support up to 1,500cf/hr at 0.25 psig. Each Food and Beverage space has a designated "Maximum Connected Load" associated with the space. Additional infrastructure may be added by the tenant as required. The natural gas system operates at 7" water column or 0.25 psig pressure and is available at Tenant's lease line. Tenant gas usage is metered by the Airport.

The gas meter will be provided and installed by the base building contractor. All meters will be read in cubic feet and located in an accessible and readable location and connected to the Airport SCADA system.

Airport's Work. The Airport will provide gas service to the Premises terminated at a

gate valve for Tenant's exclusive use.

Tenant's Work. Tenant is responsible for extending the gas service into the Premises as needed and acquiring an acceptance green tag for the installed system from BICE. Tenant shall submit its mechanical, electrical and plumbing (MEP) design no later than two weeks following the Airport's request. Tenant must also submit to the ZERO Committee an executed PG&E Authorization to Receive Customer Information to allow the Airport's tracking of natural gas used onsite, and keep such authorization active during the term of the tenancy.

2. Fire Sprinklers

General. The Airport will provide a "wet type" Fire Sprinkler System complying with the requirements of the NFPA 13 and the Airport Fire Marshal. A scheduled shut down will be enacted for Tenant's subcontractors to allow for adjustments to the Airport sprinkler system.

Airport's Work. The Airport will provide an adequately sized and valved fire sprinkler main, lateral or riser to the Premises. Tenant may use Airport-installed piping if appropriate for Tenant's sprinkler needs, and adequate for Airport needs.

Tenant's Work. Tenant shall install a hydraulically calculated fire sprinkler system throughout the Premises, reviewed and approved by the Airport Fire Marshal. Sprinklers shall be concealed or flush pendant quick response type heads. Tamper switches shall be provided for all valves normally in the open position and shall be PPDT self-storing type devices. All components of the fire sprinkler system shall be UL listed and comply with the requirements of NFPA 13.

3. HVAC SYSTEMS & CONTROLS

General The Terminal is serviced by a central heating, ventilation, and air conditioning (HVAC) system. The system is a variable volume conditioned air system fed from multiple air handlers, designed as either an overhead supply air system (mixing ventilation) or displacement ventilation depending on location within the Terminal (refer to utility point of connection drawings). The Premises will be designed as an overhead supply air system. Tenants located within areas served by central displacement ventilation (i.e., concourse level concessionaires) will be provided with ventilation, chilled water, and heating hot water connections to serve tenant-provided and -installed fan coil units. Tenants located within areas served by central overhead supply air systems (i.e. apron level airline operations and mezzanine level lounges) will be provided supply air, return air, and heating hot water connections to serve tenant provided and installed variable-air volume terminal units. Victaulic couplings will not be permitted on the hot water system. The Premises will not be monitored by the base building BMS.

Airport's Work. For Premises located in areas served by central displacement ventilation, the Airport will provide a point of connection to the 100% OSA system with an allowance of up to 0.4 CFM/ft² of tempered ventilation air between 65°F and 75°F. The Airport will also provide points of connection to the chilled water and hot water supply and return at isolation valves. A means to drain condensate will be provided (either sanitary or condensate drain) to

areas receiving tempered ventilation air. Cooling loads are sized to provide 150 sf/ton for food and beverage tenants and 250 sf/ton for retail tenants.

For Premises located in areas served by central overhead supply air systems, the Airport will provide points of connection to the supply and return ducts. If the Premise is located on the apron level, cooling supply air allowance will be 0.85 CFM/ft². If the Premise is located at the interior of the mezzanine level, cooling supply air allowance will be 1.0 CFM/ft². If the Premises is located at the exterior of the mezzanine level, cooling supply air allowance will be 1.5 CFM/ft². The Airport will also provide 30 Btuh/SF of heating to food and beverage tenants and 30 Btuh/SF of heating to retail tenants.

The Airport will install chilled and hot water BTU meters at the points of connection to the Premises. The BTU meters will be specified by the Airport for connection to the EMCS monitoring and control system.

Tenant's Work Tenant will connect Tenant's HVAC system at the designated location(s) of the base building's central HVAC systems and extend systems as necessary through the Premises, providing fan coil units or VAV terminal boxes and necessary DDC controls to maintain proper temperature and maximize energy conservation in the space. Should Tenant need additional cooling or heating beyond the capacity of the base building hydronic or airflow provisions, Tenant must install its own supplemental rooftop equipment at a location approved by the Airport.

Tenant is responsible for contracting with the base building roofing subcontractor for any repairs to the roof. If Tenant operates a food and beverage facility, Tenant is responsible for providing make-up air system interlocked with Tenant's grease exhaust system so that the exhaust system cannot operate without the make-up air system operating. Tenant's HVAC design shall comply with the TIG and building codes. Tenant shall also be responsible for compliance with SFO sustainable goals and objectives. HVAC design shall comply with LEED standards and California Title 24 for energy efficiency and air quality (refer to Section B above). To control odor migration, the make-up air system is to be designed such that the make-up air quantity plus outside air capacity of Tenant's HVAC system equals 80 percent of the exhaust air quantity. The Premises (enclosed spaces) are to be 0.05" water column negative pressure with respect to the Terminal or concourse area. Tenant's mechanical equipment shall be sound and vibration attenuated. Tenant shall submit plans, specifications and load calculations to BICE for permitting.

Tenant shall prepare an Air Balance Report for its mechanical systems as part of the required BICE permit closeout submittals. Tenant is required to use the base building air balancing subcontractor.

4. GREASE EXHAUST

General. Food and beverage tenants will be required to install a grease exhaust system (Smog Hog) at their own expense where hamburgers or other grease-producing foods are a main menu item.

Airport's Work. The Airport will work with Tenant to determine an appropriate location for Tenant's roof equipment. The Airport will provide a right-of-way, when necessary, to pass through occupied space above Tenant's Premises.

Tenant's Work. Where required, Tenant will furnish and install a grease exhaust system

“Smog Hog” or approved equal that complies with NFPA 96, CBC and CHC requirements, including hood design, duct design, equipment mounting requirements and fire extinguishing system. The hoods must be UL rated, IR approved capable of capturing 90% of the grease from the exhaust air at the hood. As part of the BICE permitting process, the system manufacturer must warrant in writing that the proposed system will extract, at a minimum, 90% of the air laden grease prior to the issuance of a building permit.

Tenant is responsible for contracting with the base building roofing subcontractor for any repairs to the roof, and Tenant shall coordinate exhaust vent location design with base building designers. Tenant is responsible for screening any rooftop equipment from public view, and this screen must be reviewed with the base building design team. Tenant is responsible for the maintenance of the grease exhaust systems.

5. ELECTRICAL

General. Tenant will receive either a 3 phase, 4 wire 277/480V or 120/208 electrical service for the Premises fed from a Tenant Metering Switchboard located in the Airport Metering Room. Tenant will be allowed a connected maximum load of 72W per square foot in food preparation areas and a maximum of 15W per square foot in seating areas. Tenant shall provide all electrical information on proposed tenant equipment to BICE to verify the actual load with the available service.

If Tenant requires electrical service greater than noted above, Airport staff will work with the Tenant’s designer on a case by case basis to provide the capacity required. Any additional electrical equipment and associated work necessary to accommodate the request shall be provided by Tenant.

Airport’s Work. Airport shall provide a 2” conduit with pull string from the Airport’s Tenant Metering Switchboard to a point of connection within the Premises. Tenant shall be responsible for procurement and installation of all other work required to provide a complete electrical distribution system including feeder circuit breakers and electrical meter circuit transformers (CT’s) in the Airport’s Tenant Metering Switchboard and feeder wiring from the Switchboard to the Tenant’s Distribution Panel. The Airport will install the Tenant Meter and energize the service to the space upon BICE approval of the Tenant’s electrical system installation. Tenant shall contact the Airport Electrical Shop at (650) 821-5489 to schedule installation of the SFO-provided meter into the metering panel after the Tenant’s electrical system has been approved by BICE Inspectors.

Tenant’s Work. To limit the number of electrical shutdowns and associated coordination during construction, a “shutdown week” will be scheduled by the Airport during which all pertinent Tenant electrical contractors must install their CTs and feeder breakers and install and terminate their feeders from the Tenant’s Distribution Panel to the Airport’s Tenant Metering Switchboard. From that week forward, Tenant’s electrical contractor can lock-out/tag-out the main breaker and continue with its work at its own pace.

The Airport specifies all products to purchase to ensure a match at the Airport Electrical Rooms including, but not limited to the following:

For a 277/480V electrical service connection, Tenant shall install a maximum of 200A feeder

circuit breaker in the Tenant Metering Switchboard. Ground fault breakers within the Airport's 277/480V Tenant Metering Switchboard shall be Square D model Power Pact type HJ with GFM (ground fault module add-on). Tenant may transform the 480V service to another voltage from the Tenant's Distribution Panel. Tenant's Distribution Panel and all other Tenant-installed electrical equipment shall be located within the lease line as indicated on the Tenant's lease outline drawings.

For a 120/208V electrical service connection, Tenant shall install a maximum 50A feeder circuit breaker in the Tenant Metering Switchboard. Breakers within the Airport's Tenant Metering Switchboard shall be Square D model SE R ET. Tenant's Distribution Panel and all other Tenant-installed electrical equipment shall be located within the lease line as indicated on the Tenant's lease outline drawings.

Electrical meter circuit transformers (CTs) are sized according to the service load: for 100A service use 100:5 CT. CT wiring should be lengthened when necessary with color coded twisted pair #16 gauge using butt splices (not wire nuts) and clearly labeled where terminated at the shorting block. CT ratio shall be labeled at the shorting block where the CTs are terminated.

6. FIRE ALARM

General. The Terminal will have a fire alarm system that covers the base building and leased spaces in compliance with applicable codes.

Airport's Work. The Airport will install one empty ¾" conduit with pull strings from the base building fire alarm system to within the Premises. One conduit will be provided for a "Class B" fire alarm system except in the International Terminal where conduits will be provided for a "Class A" fire alarm system.

Tenant's Work. Tenant shall provide a fire alarm terminal box inside the Premises and connect all required fire alarm devices to allow for Airport monitoring and control functions of both the Airport's and Tenant's fire alarm equipment. Tenant's fire alarm devices and equipment must connect to SFO base building fire alarm system and/or fire alarm network. Tenant is required to use the same fire alarm system as the base building's fire alarm system and must be able to communicate with the base building Fire Alarm Control Panel (FACP). Signal wiring to leasehold sensing devices will be in a separate conduit from signal wiring from leasehold sensing devices. Storage cages are excluded. Tenant must use the base building fire alarm subcontractor for all tie-ins to the base building fire alarm system. Tenant shall meet interim fire alarm requirements and conditions per the TIG until Tenant's system is tied-in to the base building fire alarm system.

7. COMMUNICATIONS INFRASTRUCTURE

General. The Airport's Information Technology and Telecommunication Department (ITT) provides a multitude of services via the Airports Passive Infrastructure and Active Systems. Services include but are not limited to: Airport Shared Tenant Services (STS); (Voice, Ethernet, Common Use Connectivity, etc.), Extension of Service Provider WAN Services, and DirecTV services via IP (IPTV) throughout the Airport Campus.

For all provisioning of New Services, Moves, Adds or Changes (MAC) to existing

services please contact the Airport ITT Provisioning Group at 650-821-HELP (4357) Option 1, or sfohelpdesk@flysfo.com.

Airport's Work. The Airport will install from the Premises to the designated Airport Tenant Wiring Closet (TWC) an empty dedicated Communications Utility Conduit which will be sized appropriately and stubbed into the Premises with pull string. This Utility Conduit will need to be extended as part of Tenant's Work, to Tenant's designated Communications Backboard or Space within their Premises.

Tenant's Work. Tenant is responsible for the installation of the required backbone infrastructure from the Premises to the designated Airport TWC utilizing the Airport-provided Communications Utility conduit. Tenant will also be responsible for the build-out of all horizontal infrastructure and installation of the necessary active equipment to support its operations within the Premises.

All infrastructure installed within the Premises and extending to the designated Airport TWC will need to follow Airport Standards set forth within the Tenant Improvement Guide (TIG) and must meet all applicable codes and industry standards.

Below you will find general technical recommendations on Voice and Data Backbone Infrastructure. Please consult with the Airport ITT Provisioning Group at 650-821-HELP (4357) Option 1, or sfohelpdesk@flysfo.com to verify what type of cabling will be required so that SFO can extend the necessary services to the Premises.

NOTE: All Tenant Backbone Infrastructure terminating within an Airport TWC will need to be coordinated with SFO ITT Infrastructure Engineer (650) 821-4361 so that termination locations can be assigned prior to final termination by the Tenant's Contractor.

- a. Copper Feeder Cable from the Premises for Voice and SONET Transport Service: Tenant is recommended to furnish and install a single 25 pair (or greater) copper

feeder cable, inside of a dedicated Tenant Communications Utility Conduit, from the Airport TWC to a Tenant backboard located inside of the Premises. The 25-pair cable inside of the Airport TWC will need to be terminated on an Airport provided 110 style termination block by Tenant. Inside the Premises, it is recommended that the feeder cable be terminated on a 66 or 110 style termination block. Tenant shall install the termination block on an accessible communication backboard or 19 inch relay rack.

- b. If Ethernet or Internet Services will be required within the Premises in addition to the Voice Feeder Cable, individual CAT 6A Data Cables or Single Mode Fiber shall be installed within the dedicated Tenant Communications Utility Conduit so Data services from SFO can be distributed into this space. If more than four (4) individual connections are required then a router/network switch shall be installed in the Premises by Tenant which can be fed by fiber or copper to the closest Airport TWC for Ethernet/Internet Service.

The individual CAT6A and/or Single Mode Fiber cabling inside of the Airport TWC will need to be terminated on an Airport provided Ethernet Patch Panel and/or Fiber LIU by Tenant. Inside the Premises, it is recommended that the cable be terminated on an

Ethernet Patch Panel and/or Fiber LIU on an accessible communication backboard or 19-inch relay rack.

- c. If IPTV Services will be required within the Premises in addition to the cables referenced above a dedicated CAT 6A Cable per Set Top Box shall be installed within the dedicated Tenant Communications Utility Conduit so IPTV services from SFO can be distributed into this space. If more than four (4) individual connections are required then a router/network switch shall be installed in the Premises which can distribute multiple IPTV connections. The individual CAT 6A cabling inside of the Airport TWC will need to be terminated on an Airport provided Ethernet Patch Panel by Tenant. Inside the Premises, it is recommended that the cable be terminated on an Ethernet Patch Panel on an accessible communication backboard or 19-inch relay rack or physically at the TV location on a modular type outlet.
- d. Horizontal Station Cabling inside of the Premises is Tenant's responsibility and shall be installed in a manner that follows applicable codes and industry standards. If for any reason the horizontal infrastructure within the Premises is not installed in an acceptable manner or non-accessible this will need to be addressed by Tenant prior to final extension of Airport Services.
- e. Tenant shall provide the following information in its Communication Drawings within its BICE submittal package: (1) a space plan which identifies the location of the Tenant Communications Backboard, Voice, Data and Cable TV WAO with callouts identifying what cable will be installed at each location within the Premises. (2) a single line riser diagram showing the Airport Communication Utility conduit(s) run from the Premises to the designated Airport TWC, including what will be installed within the conduit.

8. SOLID WASTE MANAGEMENT

General. San Francisco has adopted a goal of zero waste by 2020. Tenant is required to divert as much waste generated through its operations from the landfill as possible by maximizing the rate of onsite composting, recycling and source separation.

Airport's Work. The Airport will supply specially designed compost, recyclables and landfill waste containers for depositing source separated materials in Material Recovery Areas in the terminal and share a map to easily distinguish these areas. The Airport will ensure that all food and beverage concessions have access to adequate composting facilities to ensure that food waste and compostable serviceware can be collected and reclaimed in these Material Recovery Areas. The Airport will also make available signage to distinguish recycling, composting, and landfill materials to tenants for use within their leasehold area that mirrors signage present throughout the terminals and in the Materials Recovery Areas.

Tenant's Work. Tenant is required to minimize solid waste to landfill and maximize composting and recycling and shall submit to the ZERO Committee a Zero Waste Management Plan to achieve zero waste from its operations. Tenant shall design the space for source separation of the following materials: (a) Compostable; (b) Recyclable; (c) Cardboard; and (d) Landfill. Tenant is required to provide recycling, composting and landfill receptacles within its Premises and shall ensure these source separated materials are deposited in the appropriate collection container within the designated courtyard / Materials Recovery Area.

9. COOKING OIL WASTE

The Airport will provide cooking oil storage tanks located within the Materials Recovery Area, which are serviced by an Airport contractor. All food and beverage tenants are required to purchase and store within their space a model 2500C Oil Caddy from Darling International to transport cooking oil waste from their kitchens to the storage tanks, and shall be responsible for transporting caddy oil material from their kitchen to the storage tank location. Caddies are available from Darling International at (415) 647-4890, or <http://www.darlingii.com/UsedOilStorage.aspx>.

10. TENANT DOORS AND LOCKS

Tenant is responsible for maintaining the rating of all of its base-building doors. Any modification of a door by Tenant which changes the rating of a door is prohibited. It will be the responsibility of Tenant to furnish and install a replacement door of equal or greater quality to replace any base-building door which it may have modified for its own use. Any added doors, door hardware or modifications to doors which open on public, or secure common areas such as lobbies, Tenant corridors, or storage areas, must match the existing SFIA hardware in appearance and standard. Cylindrical and tubular locks, or any lock requiring an ANSI 161 prep, are prohibited. Only mortise locks are permitted.

Locks must conform to the SFIA standard:

- SCHLAGE L-9000 Series, with 17A lever trim and 630 or 318 finish
- VON DUPRIN 98, 98XP or 35 Series panic devices
- ALLEGION AD-200 Series mortise cipher locks

No SFIA lock or security device shall be removed or altered in any way without the written consent of the SFIA Lock shop.

Installation of doors and locks will follow the standards established by the Airport Carpenter and Locksmith Shops. It is Tenant's responsibility to inform its locksmith contractors of the standards.

All locks which are for the exclusive use of Tenant shall be rekeyed and combined by Tenant's locksmith, unless the Airport requires access, or if the door accesses a secure or sterile area.

11. STORAGE CAGE AREAS

General. The Airport has limited areas set up for leasable tenant product storage. These are usually either 150 sf or 300 sf chain link fenced cages that have a lockable gate. The height of each fence will stand at 3" max below the ceiling height of the caged areas.

Airport's Work. These caged areas will have a sealed concrete floor with floor sinks shared between the cages for future tenant condensate lines. The storage areas will be fully conditioned spaces with capacity for added heat loads by tenant walk-in refrigerators. These spaces shall have fire protection per code. The ceiling tiles will be normal tiles for retail cages

and washable type for all Food & Beverage cages. A 120/208VAC distribution panel set up with a BCPM (Branch Circuit Power Meter) will power and meter the cage areas. Each cage will be assigned a maximum of four 20A circuits, three outlets and one lighting circuit with a switch per cage feed from the distribution panel. Corridors and elevator lobby crash protection shall be installed from the floor to 3' high along each wall and include corner guards. Some retail cages will be provided with an empty 3/4" conduit with a pull string above the ceiling tile. Each conduit will terminate within the nearest TWC for tenant data use.

Tenant's Work. If Tenant requires additional power within its cage, the power shall be supplied by Tenant's main distribution panel within its Premises. This work must be performed by Tenant's contractor.

D. TENANT LEASEHOLD DESIGN AND CONSTRUCTION

1. GENERAL

Tenant shall design, engineer and construct, at its sole expense, all improvements and alterations necessary for Tenant to conduct the Permitted Use in the Premises, in accordance with all applicable Laws and other requirements. Any work not specifically described as the "Airport's Work" shall be performed by Tenant at the sole expense of Tenant without reimbursement or other compensation from the Airport. Workshops and meetings are delineated herein that will provide information about the process, criteria and schedule that should enable Tenant and its consultants to accomplish their responsibilities in a timely, cost effective manner. It is Tenant's responsibility to manage its project, consultants and contractors. Attendance at all workshops and meetings is mandatory.

2. DESIGN

Plan Development and Approvals. Tenant shall engage architectural/engineering professionals licensed by the State of California, experienced in food, retail or other concession service design, to prepare Tenant's leasehold improvement plans. Tenant and Tenant's design professional shall meet with the Airport's base building architect to understand design intent. Tenant is responsible for obtaining all necessary approvals, including Airport Design Review Committee (DRC) design approval, a building permit issued by Building Inspection and Code Enforcement (BICE), LEED Certification (if required), ZERO Committee approval, and a health permit issued by the San Mateo County Environmental Health Department (if required). BICE will not accept an application for a building permit without prior approval by the Airport's DRC, ZERO Committee and IRC.

- a. **Lease Outlines, Point of Connection, and Base Building Drawings.** The Airport will distribute Tenant Lease Outline Drawings and Point of Connection Drawings in AutoDesk Revit format to enable Tenant's design consultants to prepare Tenant's leasehold improvement plans.
- b. **Tenant Verification of Existing Conditions.** Tenant shall physically survey the Premises at the earliest opportunity after executing the Lease to verify existing conditions and acknowledge the results in writing on an Airport-provided form.
- c. **Tenant Signage Requirements.** All Tenants primary, blade and unique signage will be powered by a base building circuit. Tenant shall submit vector

image graphics for its primary, blade, secondary branding and unique tenant signage and logos to the RDM Property Manager within 30 days after the Architectural Kickoff Meeting.

- i. **Vector Image.** A vector image is composed of lines and shapes represented by mathematical equations and can be scaled without any loss to quality. Vector graphics are generated by illustration software such as Adobe. Examples of file extensions for vector files are "ai" and "eps". Raster graphic, regular PDF and JPEG files are not acceptable because they cannot be scaled without loss of quality.
 - ii. **Layout.** The graphic must fit within the Maximum Allowable Tenant Graphic Zone. Tenant shall include dimensions in the graphics files.
 - iii. **Color Specifications.** Tenant shall specify standard translucent vinyl products for the colors. PMS color codes are not acceptable.
 - iv. **Point of Contact.** Tenant shall provide a contact for the artwork who can work directly with a project representative to resolve issues with the graphics files.
- d. **Design Review and Permitting Workshop.** The Revenue Development and Management Property Manager will host an informational workshop to provide insight into the DRC Design Review and BICE Permitting process. The presentation includes a period for questions and answers.
- e. **Design Review and ZERO Committee Meetings.** Tenant shall complete the design review process in a timely manner allowing Tenant to start construction in time to be operational upon opening day of the Terminal/Concourse or other date designated by the Director. The Airport will provide Tenant with the estimated opening date upon execution of the Lease and will inform Tenant in writing of any changes to said date. Design Review steps include, but are not limited to, the following:
- i. **Base Building Coordination.** Tenant shall submit one electronic set and two hard copies (half size) of the following sets of plans: 50% construction, permit set and all revisions to permit set to the Tenant Coordinator for coordination with base building systems. Plans shall be sent to the RDM at 575 N. McDonnell Dr. 3rd Floor, suite 3-329. San Francisco, CA 94128.
 - ii. **DRC & ZERO Committee Approval.** Upon completion of Tenant's schematic leasehold design, Tenant shall submit plans for review by Revenue Development and Management (RDM) Property Manager and Base Build Project Team. The Property Manager will review plans to ensure Tenant's design meets space requirements and Permitted Use as defined in the Lease. If plans meet Lease requirements, and have met project sustainability requirements and ZERO Committee requirements described in the Design Review and ZERO Committee Guidelines, the Property Manager will

schedule a preliminary review with the DRC and the ZERO Committee. To expedite the conceptual design phase Tenant is encouraged to schedule informal meetings as soon as possible with the DRC. At such early meetings Tenant may provide rough sketches and floor plans.

- iii. **DRC Approval.** After approval of conceptual design palette Tenant may proceed with the formal design review process. Tenant shall submit six copies of plans and an electronic copy for preliminary and subsequent DRC reviews. Full material boards, renderings, plans and elevations are required for DRC meetings. Additional DRC reviews may be required to obtain final design approval. In the event Tenant needs to change the design after DRC approval has been given, Tenant must return to the DRC for approval of any changes, including substitutions of materials.
- iv. **ZERO Committee Approval.** SFO's ZERO (Zero Energy & Resilient Outcomes) Committee is responsible for ensuring all projects align with the Guiding Principles of Sustainability and contribute to the attainment of the Airport's 5-Year Strategic Plan goals of becoming a zero net energy, zero carbon and zero waste to landfill campus. To that end, Tenants must electronically submit a Sustainability Project Narrative (noting areas of alignment with SFO's Guiding Principles of Sustainability and SFO's Sustainable Planning, Design and Construction Guidelines), Green Business Checklist, LEED Scorecard (SF GS-6 Form representing the project's LEED Checklist, CALGreen Checklist), Energy Performance Target, and a Construction and Demolition Debris Management Plan (CDDMP) to the ZERO Committee for review during schematic design. Tenant will present these materials to the ZERO Committee at a regularly scheduled meetings and be expected to provide a Final Diversion Report (Construction and Demolition Debris Report), PG&E Authorization to Receive Customer Information, Final LEED Scorecard and other materials as requested by the ZERO Committee.
- f. **BICE Review and Permitting.** Tenant shall submit complete construction documents to BICE for review and permitting. BICE will review Tenant's plans for conformance with local, state and federal code requirements as defined in Part 1.A of this Work Letter - Governing Codes. Upon satisfaction of BICE reviews and requirements, including submittal of the "Conformed Drawings" in AutoDesk Revit format, Tenant will be issued building permit. Construction inspection requirements will be defined in the Building Permit. Tenant shall provide the SFO Tenant Coordinator with one 1/2 size set and one electronic set of permit drawings prior to starting construction on site.
- g. **San Mateo County Health Permit.** Food and beverage tenants shall submit an application to the County of San Mateo for a Health Permit, concurrent with their BICE review. San Mateo County Health Permit requirements and processes can be found at www.co.sanmateo.ca.us.
- h. **ABC Liquor License Permit.** Tenants seeking a transfer, renewal, or new Liquor License may go to: <http://www.abc.ca.gov/>. For information regarding zoning as it applies to ABC forms, contact Tiare Pena at the San Mateo County Planning

Department (650) 363-1850. Posting of liquor license notices shall be coordinated with the Tenant Coordinator.

4. CONSTRUCTION

- a. **Notice That Premises Are Ready for Tenant's Work.** The Airport shall provide written notification to Tenant that the Premises are ready for Tenant's Work.
- b. **Tenant Verification of Existing Conditions.** Upon notification that the Premises are ready for Tenant's Work, Tenant and Tenant's contractor will physically survey the Premises with a representative of RDM and the Tenant Coordinator and acknowledge in writing to RDM that the space is acceptable.
- c. **Local Hiring Ordinance.** Per the San Francisco Local Hiring Ordinance (LHO), construction cannot start on any projects with an estimated cost of \$750,000 or more per building permit, until Tenant has submitted the appropriate forms to the Airport Employment Quality & Standards office.
- d. **Tenant Contractor Insurance.**
 - i. **Insurance.** Prior to the issuance of a building permit from Building Inspection and Code Enforcement (BICE), Tenant's contractor shall obtain the following insurance:
 1. Workers' Compensation Insurance with Employer's Liability limits not less than \$1,000,000 each accident, illness or injury.
 2. Commercial General Liability Insurance with limits not less than \$1,000,000 each occurrence Combined Single Limit for Bodily Injury and Property Damage, including Contractual Liability, Personal Injury, Products Liability and Completed Operations Coverage's.
 3. Commercial Automobile Liability Insurance with limits not less than \$2,000,000 each occurrence Combined Single Limit for Bodily Injury and Property Damage, including Employer's non-ownership liability and hired auto coverage's.
 4. Builder's Risk Insurance on an all risk form, with coverage and limits equal to one hundred percent (100%) of the completed value to date of the work to be completed under this Tenant Work Letter.
 - ii. **Form of Policies.** All insurance required by Tenant's contractor hereunder shall be pursuant to policies in form and substance and issued by companies satisfactory to City and City's City Attorney. City may, upon reasonable notice and reasonable grounds increase or change the required insurance hereunder, in which event Tenant's contractor shall obtain such required insurance. Without limiting the generality of the foregoing, all Commercial General Liability Insurance, and Commercial Automobile Liability Insurance, policies shall be endorsed to provide the following:

Exhibit D - Page 18

1. Name as additional insured the Tenant, the City and County of San Francisco, the Airport Commission and its members, and all of the officers, agents, and employees of each of them (collectively, “Additional Insureds”);
 2. That such policies are primary insurance to any other insurance available to the Additional Insureds, with respect to any claims arising out of this Lease, and that insurance applies separately to each insured against whom claim is made or suit is brought.
 3. That the insurance company shall give thirty (30) days prior written notice to City of cancellation, non-renewal or reduction in coverage or limits, delivered to City at City’s Insurance/Deposit Notice Address.
- iii. **Delivery of Certificates.** Upon request by the Airport, Tenant’s contractor shall submit copies of its insurance certificates and additional insured endorsements evidencing the above insurance requirements for review and approval.
- iv. **Subrogation.** Tenant’s contractor waives any right of recovery against City for any loss or damage to the extent the same is required to be covered by Tenant’s contractor’s insurance hereunder.
- e. **Cooperation with Base Building Contractor.** Tenant and other entities hired by the Tenant including Tenant’s contractor and design professionals must cooperate with the base building contractor at all times. This includes compliance with all airport rules pursuant to Section 3.8 [Other Operational Requirements] of your Lease and adherence to the prohibited activities restrictions in Section 3.9 [Prohibited Activities] of your Lease. Failure to comply may result in fines up to \$300.00 per day per incident, as stated in Section 15.8 [Fines]. Tenant’s contractor must coordinate with the base building contractor for all construction activities, including overtime work. Tenant’s contractor must accommodate the base building contractor during the installation of any time intensive work, such as the installation of terrazzo flooring. Access to the Premises may be limited or restricted at times. Tenant’s contractor is responsible for proper trash and debris disposal. Tenant is required to submit an SFO-approved debris management plan prior to starting work.
- f. **Site Logistics.** Tenant contractors must plan for lay down space within their tenant space. The base building contractor will supply and maintain the following items on site for the use of all of tenant contractors.
- Lavatory facilities;
 - Debris boxes;
 - Temp power – Tenants requiring welding will need to provide for their power;
 - Parking within the construction site: One foreman truck per tenant GC to be

negotiated with the Base Building Contractor.

- g. **Construction Safety.** Tenant's contractor must comply with all local, state and federal OSHA guidelines to support San Francisco International Airport's core value "Safety and Security is our first priority." A base building jobsite construction safety orientation program shall be required of all tenant construction workers prior to starting work at the Airport. The jobsite construction safety orientation program will be made available to Tenant's contractor through the base building contractor.
- h. **Preconstruction Meeting.** The Base Building Contractor, Tenant and Tenant's contractor shall attend a preconstruction meeting on site prior to beginning construction.
- i. **Construction Coordination Meetings.** The Base Building Contractor, Tenant and/or Tenant's contractor is required to attend weekly construction coordination meetings to ensure coordination of Tenant's Work with the base building contractor's work.
- j. **Deliveries.** All Tenant deliveries will be coordinated with the base building contractor and Airport Operations during the weekly construction meeting. Any large tenant items will need to be stored offsite until such items are ready to be installed within the Premises. Lay down and staging areas onsite are limited and requests for laydown or staging will be reviewed on a case-by-case basis.
- k. **Airport ID Badging.** All construction workers will have to have an Airport ID badge while working in a live terminal or making deliveries from the airfield.
- l. **Tenant Construction Schedule.** Tenant shall submit a construction schedule at the preconstruction meeting. Tenant shall submit schedule updates to the Tenant Coordinator on a bi-weekly basis until completion of Tenant's Work.
- m. **Barricades.** Upon receipt of notification from the Airport that the Premises are ready for Tenant's Work, Tenant shall install a construction barricade along openings at the lease line. Tenant shall coordinate with base building contractor prior to installation of the barricade. Tenant is responsible for maintenance, demolition, and disposal at completion of Tenant's Work. Tenant is responsible for mitigation dust control.
- n. **Security.** Tenant and Tenant's contractor are responsible for storing and security of all equipment and materials on the construction site.
- o. **Demolition, Cutting, Patching, and Fireproofing**
 - i. **Airport's Work.** The Premises will be delivered with bare demised metal stud walls and/or curtain walls, and a contiguous, monolithic concrete floor, broom cleaned. There may be integral base building systems including, but not necessarily limited to, mechanical ductwork, electrical or telecommunication conduits, hot and cold-water piping and rain water leaders within the demised premises that will become part of the existing conditions.
 - ii. **Tenant's Work.** Tenant will notify the base building contractor at least one

week in advance of any demolition, cutting and or patching that may be necessary outside the confines of the Premises to facilitate Tenant's construction. The Airport's designated roofing contractor will perform the repair of any Tenant contractor's roof penetrations at the sole cost of Tenant. Tenant is responsible for maintaining the integrity of any required fire caulking and fireproofing within the confines of the Premises. Any fireproofing that is removed by Tenant or its subcontractors will need to be repaired by the base building fireproofing subcontractor at the soul cost to the tenant. Tenant must keep the exterior floor and areas adjacent to the construction barricade clean and free of dust and debris.

p. **Demising Walls**

- i. **Airport's Work.** The Airport will construct all demising walls that separate the Premises from adjoining tenancies or other Airport space. The wall will be constructed of 6" steel studs. Demising walls between tenant spaces will be constructed of double 6" bare stud walls. The base building side of the wall will be finished, insulated and fire stopped (if required) at the top and bottom track. All other required finishes and fire stopping shall be performed by Tenant, at Tenant's expense. Tenant will repair any damage to the demising wall assembly resulting from Tenant's construction.
- ii. **Tenant's Work.** Finished demising walls must extend from the floor to the roof deck. Any wall finishes and furnishings must meet the flame- spread requirements as defined in Table 8B of the California Building Code (CBC).

- q. **Ceilings and Access Doors.** Tenant shall install finished ceilings throughout the Premises. Tenant is responsible for providing access doors for base building systems that may exist within the Premises
- r. **Floor Finishes.** Tenant shall install finish flooring throughout the Premises. Tenant shall install a waterproof membrane under Tenant's finish flooring in all areas that have water service, such as kitchens, bars, etc. Tenant's finished floor shall conform to adjoining Airport floor finishes.
- s. **Record Drawings.** One (1) set of record drawings depicting the fire sprinkler and fire alarm system must be submitted in electronic PDF format to BICE within 30 days of issuance of the Temporary Certificate of Occupancy (TCO). One (1) set of all other record drawings must be submitted in electronic BIM/Revit format to the designated Airport Property Manager within ninety (90) days of issuance of TCO. Electronic files on either a CD or Travel Disk in BIM/Revit format should be mailed to Tenant's Property Manager at: Revenue Development and Management, San Francisco International Airport, 575 North McDonnell Road, Suite 3-329, San Francisco, CA. 94128.
- t. **Indemnity.** Tenant's release and indemnification of the Airport as set forth in Sections 12.1 and 12.2 of the Lease also shall apply with respect to any and all Losses related in any way to any act or omission of Tenant, its contractor, subcontractor, engineer, consultant, employee or agent, or anyone directly or indirectly employed by any of them, with respect to Tenant's Work, or in connection

with Tenant's non-payment of any amount arising out of or related to Tenant's Work.

END OF DOCUMENT

AIRPORT COMMISSION
CITY AND COUNTY OF SAN FRANCISCO
RESOLUTION NO. 19-0197

APPROVAL OF AMENDMENT NO. 1 TO THE TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASE 6 WITH SOARING FOOD GROUP, LLC DBA ILLY'S CAFFE

WHEREAS, on July 10, 2018, by Resolution No. 18-0214, the Airport Commission (Commission) awarded the Terminal 1 Food and Beverage Concession Lease 6 (Lease) to Soaring Food Group, LLC (Tenant); and

WHEREAS, the Lease has a term of 10 years with one 2-year option, and Staff has determined that the development costs exceeded supportable underwriting standards related to sales projections, rent structure and the term of the Lease; and

WHEREAS, Staff proposes extending the Lease by two years to improve the financial health of the Lease by allowing for a longer development cost amortization period; and

WHEREAS, Tenant has agreed to enter into an amendment so extending the term of the Lease; now, therefore, be it

RESOLVED, that this Commission hereby approves Amendment No. 1 to the Lease with Soaring Food Group, LLC, extending the base operating term of the Lease to July 31, 2031; and, be it further

RESOLVED, that the Commission Secretary is hereby directed to request approval of Amendment No. 1 to the Lease by Resolution of the Board of Supervisors pursuant to Section 9.118 of the Charter of the City & County of San Francisco.

I hereby certify that the foregoing resolution was adopted by the Airport Commission

at its meeting of _____ **SEP 10 2019** _____



Secretary



San Francisco International Airport

MEMORANDUM

September 10, 2019

SEP 10 2019

19-0194 *tra* 19-0223

TO: AIRPORT COMMISSION
Hon. Larry Mazzola, President
Hon. Linda S. Crayton, Vice President
Hon. Eleanor Johns
Hon. Richard J. Guggenlime
Hon. Malcolm Yeung

FROM: Airport Director

SUBJECT: Lease Extensions for Concession Leases with Development Costs Exceeding Supportable Investment Amounts

DIRECTOR'S RECOMMENDATION: APPROVE LEASE EXTENSIONS OF TWO YEARS FOR 30 LEASES THAT HAVE COMMENCED SINCE JANUARY 1, 2017 WHICH HAVE DEVELOPMENT COSTS EXCEEDING THE SUPPORTABLE INVESTMENT AMOUNT.

Executive Summary

Since January 2017, development and construction costs at the Airport for concessionaires have far exceeded the projections upon which the business deals were underwritten. Of the 41 leases which have commenced since January 1, 2017, Staff has determined that the economics for 30 such leases are outside of standard supportable levels, as measured by development cost per square foot. Staff is recommending one 2-year lease extension for 30 recently commenced leases to allow longer amortization periods for development costs.

Background

Since January 2017, 41 new stores and restaurants have opened at the Airport. Design and construction costs (as certified by the tenants) for the majority of these new tenants exceeded the forecast costs to the point of rendering the business deals financially unhealthy. Prior to all leasing efforts for each location, Staff estimates sales, rent and construction costs. For some leases, Staff creates projected profit and loss statements that include cost of goods sold and labor, among other expenses. All of these estimates inform decisions regarding the bundling of leases and the length of lease terms.

In the last three years, design and construction costs are far exceeding minimum investment requirements, which have ranged from \$450 to \$1,000 per square foot, depending upon when the location was leased and the type of concession to be constructed. Actual costs have ranged from

THIS PRINT COVERS CALENDAR ITEM NO. 2

AIRPORT COMMISSION CITY AND COUNTY OF SAN FRANCISCO

LONDON N. BREED
MAYOR

LARRY MAZZOLA
PRESIDENT

LINDA S. CRAYTON
VICE PRESIDENT

ELEANOR JOHNS

RICHARD J. GUGGENHIME

MALCOLM YEUNG

IVAR C. SATERO
AIRPORT DIRECTOR

\$593 per square foot to over \$2,000 per square foot. From the time of our last significant redevelopments, Terminal 3 Boarding Area E in 2012 and Terminal 3 East in 2014, average retail development costs have risen 45% and average food and beverage development costs have risen 69%.

The business deals were crafted projecting, among other things, that development costs would not exceed \$1,300 per square foot for food and beverage locations and \$900 for retail locations (Supportable Investment Amount). These metrics were thought to be conservative when Staff created them. Each business deal is unique; however, Staff has determined that any development costs above these metrics render the business deals fragile at best, but in many cases unsupportable.

Undue pressure on a concessionaire's profit and loss statement can result in cost savings measures which are undesirable from the Airport's standpoint, such as reducing staffing and maintaining less product on shelves. In an extreme example, a tenant will request a renegotiation, an assignment or an early termination. All of our concessions locations are necessary to provide the level of customer service that our guests expect, and keeping each of them operating at an optimal level is key to that goal. Additionally, we view our concessions tenants and their joint venture partners as our business partners. We are committed to providing them sustainable opportunities.

There are currently 118 food and beverage and retail leases, excluding the duty free lease and vending leases. These leases can be described as follows:

| Description | Number of leases | Action Sought |
|---|------------------|--|
| Leases commenced between 2017 and 2019 | 41 | Lease extensions are sought under this memorandum for 30 tenants whose development costs exceeded Supportable Investment Amount. |
| Leases commenced between 2011 and 2016 | 41 | None. Investment levels were supportable. |
| Leases in holdover status or which have been extended | 10 | None. Investments fully amortized. |
| Leases which have been awarded but not constructed or are scheduled for award in October 2019 | 26 | None. |
| Total Leases | 118 | |

Attachment A is a list of the 30 leases for which a lease extension is sought. Attachment B lists the 26 leases which may be appropriate for lease extensions in the future but are not being considered at this time. These leases are either awarded but not yet constructed or are scheduled to be awarded in October 2019. After build-out, Staff will compile the development costs and determine if extensions should be sought utilizing the Supportable Investment Amount criteria mentioned above.

Proposal

Staff is recommending one 2-year lease term extension to the base operating term of each Lease as a revenue neutral solution to ease financial pressure for 30 tenants who have opened a new location since January 1, 2017 and whose development costs exceed the Supportable Investment Amount.

Recommendation

I recommend the Commission (1) adopt the accompanying resolutions approving lease amendments for 30 leases that include premises which became operational between January 1, 2017 and July 31, 2019 and whose development costs exceeded the Supportable Investment Amount, as determined by Airport staff, and (2) direct the Commission Secretary to request the approval of the lease amendments from the San Francisco Board of Supervisors pursuant to Section 9.118 of the Charter of the City and County of San Francisco.



Ivar C. Satero
Airport Director

Prepared by: Leo Fermin
Chief Business and Finance Officer

Attachments

Attachment A

List of Leases for Which Lease Extensions Are Sought

| | <u>Doing Business as Name</u> | <u>Location</u> | <u>Existing Base Term / Existing Options</u> |
|----|---------------------------------------|--|--|
| 1 | Amy's Drive Thru | Harvey Milk Terminal 1 | 10 years + one 2-year option |
| 2 | Bourbon Pub | Harvey Milk Terminal 1 | 10 years + one 2-year option |
| 3 | Bun Mee | Harvey Milk Terminal 1 | 10 years + one 2-year option |
| 4 | Illy's Caffe | Harvey Milk Terminal 1 | 10 years + one 2-year option |
| 5 | iStore | Harvey Milk Terminal 1 | 10 years |
| 6 | Mills Cargo | Harvey Milk Terminal 1 | 7 years + two 1-year options |
| 7 | Skyline News | Harvey Milk Terminal 1 | 7 years + two 1-year options |
| 8 | Starbird | Harvey Milk Terminal 1 | 10 years + one 2-year option |
| 9 | The Little Chihuahua | Harvey Milk Terminal 1 | 10 years + one 2-year option |
| 10 | Farmerbrown | Terminal 1, Boarding Area C | 7 years + two 1-year options |
| 11 | Sweet Maple | Terminal 2 | 10 years |
| 12 | The Chocolate Market | Terminal 2 | 7 years |
| 13 | Amoura Café | Terminal 3 | 6 years + two 1-year options |
| 14 | Ladle & Leaf | Terminal 3 | 6 years + two 1-year options |
| 15 | Limon Rotisserie | Terminal 3 | 6 years + two 1-year options |
| 16 | San Francisco Giants Clubhouse | Terminal 3 | 7 years + two 1-year options |
| 17 | Super Duper Burger | Terminal 3 | 6 years + two 1-year options |
| 18 | Black Point Coffee | International Terminal A | 8 years + two 1-year options |
| 19 | Boudin Bakery & Café | International Terminal A | 10 years + two 1-year options |
| 20 | DFS Watches | International Terminal A | 7 years + two 1-year options |
| 21 | The Manufactory Marina's Café | International Terminal A Building 674 | 10 years + two 1-year options |
| 22 | The New Stand | International Terminal A | 7 years + two 1-year options |
| 23 | 1300 on Fillmore | International Terminal G | 10 years + two 1-year options |
| 24 | Joe & the Juice | International Terminal G | 10 years + two 1-year options |
| 25 | The Chocolate Market | International Terminal G | 7 years + two 1-year options |
| 26 | The New Stand | International Terminal G | 7 years + two 1-year options |
| 27 | Samovar Tea House | International Terminal Main Hall, Pre-Security | 7 years + three 1-year options |
| | Napa Farms Market, and Mustards Grill | International Terminal G | 10 years + two 1-year options |
| 28 | Tomokazu | International Terminal G | 10 years + two 1-year options |
| 29 | Koi Palace | International Terminal Pre-Security | 7 years + three 1-year options |
| 30 | Roasting Plant | International Terminal Pre-Security | 7 years + three 1-year options |

Attachment B

List of Leases Awarded but not Constructed

| | <u>Doing Business As Name</u> | <u>Location</u> | <u>Term</u> |
|----|---|-----------------------------|------------------------------|
| 1 | Flyaway by Drakes | Harvey Milk Terminal 1 | 10 years + one 2-year option |
| 2 | Goldilocks | Harvey Milk Terminal 1 | 10 years + one 2-year option |
| 3 | Bay Area Bistrot | Harvey Milk Terminal 1 | 10 years + one 2-year option |
| 4 | Departures | Harvey Milk Terminal 1 | 10 years |
| 5 | L'Occitane | Harvey Milk Terminal 1 | 7 years + two 1-year options |
| 6 | NYS Eyeware | Harvey Milk Terminal 1 | 7 years + two 1-year options |
| 7 | G.R. Chocolates | Harvey Milk Terminal 1 | 7 years |
| 8 | 49 Mile Market | Terminal 1, Boarding Area C | 7 years + two 1-year options |
| 9 | The Scoop | Terminal 1, Boarding Area C | 7 years + two 1-year options |
| 10 | Sunglass Hut | Terminal 2 | 7 years |
| 11 | Hello Karl! | Terminal 2 | 7 years |
| 12 | XpresSpa | Terminal 2 | 7 years |
| 13 | Brookstone | Terminal 2 | 7 years |
| 14 | Green Beans Coffee & San Francisco Mac & Cheese Kitchen | Terminal 3 | 8 years |
| 15 | Farley's Community Café | Terminal 3 | 10 years |
| 16 | Sunglass Hut | Terminal 3 | 7 years |
| 17 | Be Relax | Terminal 3 | 10 years |
| 18 | InMotion Entertainment | Terminal 3 | 10 years |
| 19 | InMotion Entertainment | Terminal 3 | 10 years |
| 20 | InMotion Entertainment | International Terminal | 10 years |
| 21 | Be Relax | International Terminal | 10 years |

List of Active RFP Processes

| | <u>Concept</u> | <u>Location</u> | <u>Term</u> |
|----|--|-----------------------------|--------------------------------|
| 22 | Food and Beverage Kiosk, Small Business Enterprise (SBE) | Terminal 1, Boarding Area C | 7 years |
| 23 | Food and Beverage Kiosk, SBE | Terminal 3 | 7 years |
| 24 | Employee Café | Terminal 2 | 7 years + one 2-year option |
| 25 | Gourmet Grab n Go | Terminal 3 | 10 years |
| 26 | News and Multi-Concept Retail Stores | Terminal 3 | 7 years and two 1-year options |

AIRPORT COMMISSION

CITY AND COUNTY OF SAN FRANCISCO

RESOLUTION NO. 18-0214

AWARD OF THE TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASE 6 TO SOARING FOOD GROUP, LLC

WHEREAS, By Resolution No. 17-0304 adopted on December 5, 2017, the Airport Commission ("Commission") authorized Staff to commence the competitive selection process through a Request for Proposals ("RFP") for nine Leases, Lease 6 being for a Cafe; and

WHEREAS, By Resolution No. 18-007, adopted March 20, 2018, the Commission approved the revised lease specifications, and authorized Staff to accept proposals for the nine Leases; and

WHEREAS, on May 2, 2018, Staff received eleven proposals for Lease 6 from the following proposers: Airport Coffee Experts, LLC; Andale Management Group, Inc.; Andre-Boudin Bakeries, Inc.; High Flying Foods; Joe & The Juice SFO, LLC; JRenee SFO; S Two Puffs, LLC; SBM SFO; Soaring Food Group, LLC; West Coast, LLC; Whisk & Bowl - SFO Group; and

WHEREAS, a panel reviewed the qualifying proposals and determined Soaring Food Group, LLC to be the highest-ranking, responsive, and responsible proposer; now, therefore, be it

RESOLVED, that this Commission hereby awards the Terminal 1 Food and Beverage Concession Lease 6 to Soaring Food Group, LLC, under the conditions set forth in the Staff memorandum on file with the Commission Secretary, including, but not limited to, a term of ten years with one (1) two-year option to extend exercisable at the sole and absolute discretion of the Commission, and a Minimum Annual Guarantee of \$385,000.00 for the first year of the Lease; and, be it further

RESOLVED, that the Commission Secretary is hereby directed to request approval of the Lease by Resolution of the Board of Supervisors pursuant to Section 9.118 of the Charter of the City and County of San Francisco.

I hereby certify that the foregoing resolution was adopted by the Airport Commission

at its meeting of

JUL 10 2018


Secretary



San Francisco International Airport

JUL 10 2018

MEMORANDUM

July 10, 2018

18-0209
18-0210
18-0211
18-0212
18-0213
18-0214
18-0215
18-0216
18-0217

TO: AIRPORT COMMISSION
Hon. Larry Mazzola, President
Hon. Linda S. Crayton, Vice President
Hon. Eleanor Johns
Hon. Richard J. Guggenhime
Hon. Peter A. Stern

FROM: Airport Director

SUBJECT: Award of Nine Terminal 1 Food and Beverage Concession Leases

DIRECTOR'S RECOMMENDATION: (1) AWARD NINE TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASES, AND (2) DIRECT THE COMMISSION SECRETARY TO REQUEST APPROVAL OF THE LEASES FROM THE BOARD OF SUPERVISORS.

Executive Summary

The proposal evaluation process for nine Terminal 1 Food and Beverage Concession Leases ("Leases") has concluded and Staff recommends award of the Leases to the following operators: Bun Mee, LLC (Lease 1 - Asian Quick Serve Restaurant); SSP America, Inc. (Lease 2 - Mexican, Latin or South American Quick Serve Restaurant); Amy's Kitchen Restaurant Operating Company, LLC (Lease 3 - American Quick Serve Restaurant); Paradies Lagardere @ SFO 2018 (F&B), LLC (Lease 4 - Sit-down Restaurant and Bar); Tastes On The Fly San Francisco, LLC (Lease 5 - Chicken Quick Serve Restaurant); Soaring Food Group, LLC (Lease 6 - Café); Lady Luck Gourmet, LLC (Lease 7 - Asian Quick Serve Restaurant); Host International, Inc. (Lease 8 - Café and Market); and SF Foodways, LLC (Lease 9 - Sit-down Restaurant and Bar).

Background

By Resolution No. 17-0304 adopted on December 5, 2017, the Airport Commission ("Commission") authorized Staff to commence the competitive selection process through a Request for Proposals ("RFP") for the Leases.

Staff issued the RFP and conducted an informational meeting wherein each of the Leases were presented to the interested parties. Staff gathered feedback from potential proposers and clarified or changed business terms where appropriate.

By Resolution No. 18-0078 adopted March 20, 2018, the Commission approved the revised lease specifications, and authorized Staff to accept proposals. In response to the RFP, the Airport received 62 proposals by the May 2, 2018 Submittal Deadline. Three of the proposals were rejected and not scored, two of which were for failure to meet the minimum qualifications, and one failed to submit the correct proposal bond amount.

THIS PRINT COVERS CALENDAR ITEM NO. 5

AIRPORT COMMISSION CITY AND COUNTY OF SAN FRANCISCO

MARK FARRELL MAYOR LARRY MAZZOLA PRESIDENT LINDA S. CRAYTON VICE PRESIDENT ELEANOR JOHNS RICHARD J. GUGGENHIME PETER A. STERN IVAR C. SATERO AIRPORT DIRECTOR

Staff determined that the remaining proposals met the RFP's minimum qualifications. A four-member evaluation panel was convened to review and score the qualifying proposals. The panel consisted of the following: a former Director of Airport Concessions at Toronto Pearson International Airport, the Founder and Editor of VANE Airport Magazine, a Sr. Vice President at Backstrom McCarley Berry & Co., and a Project Manager for the Airport. The evaluation panel's selections for highest ranking, responsive, and responsible proposers are identified below, along with all other qualifying proposers for each Lease. The Minimum Annual Guarantee ("MAG") for the first lease year and percentage rent structure are also identified, with base rent being the greater of the MAG or percentage rent. All Leases have a term of ten years, with one option to extend by two years, exercisable at the sole discretion of the Commission.

Lease 1 – Asian Quick Serve Restaurant

MAG - \$365,000.00. Percentage Rent – 8% of Gross Revenues achieved up to and including \$500,000.00, plus 10% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00, plus 12% of Gross Revenues achieved over \$1,000,000.00.

| PROPOSER | CONCEPT NAME | SCORE |
|--|-----------------------------|-------|
| <u>Highest-Ranking:</u> | | |
| Bun Mee, LLC | Bun Mee | 90.50 |
| Paradies Lagardere @ SFO 2018 (F&B), LLC | Asian Box | 88.75 |
| Tastes on the Fly San Francisco, LLC | Out The Door | 88.25 |
| Sankaku, Inc. | Sa Su Ke, Sake Sushi House | 86.00 |
| Airside Delights SFO Inc. | Shunro | 85.75 |
| Lady Luck Gourmet, LLC | Goldilocks Filipino Cuisine | 84.50 |
| Teriyaki Madness - SFO Group | Teriyaki Madness | 74.75 |
| JDDA Concession Management, Inc. | Panda Express | 74.00 |
| Flagship LLC | Yum Roll | 69.00 |

Lease 2 – Mexican, Latin or South American Quick Serve Restaurant

MAG - \$365,000.00. Percentage Rent – 8% of Gross Revenues achieved up to and including \$500,000.00, plus 10% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00, plus 12% of Gross Revenues achieved over \$1,000,000.00.

| PROPOSER | CONCEPT NAME | SCORE |
|----------------------------------|----------------------|-------|
| <u>Highest-Ranking:</u> | | |
| SSP America, Inc. | The Little Chihuahua | 89.50 |
| Andale Management Group, Inc. | Andale | 81.25 |
| JDDA Concession Management, Inc. | Qdoba | 76.50 |
| Nopa Ventures | Tortas Colibri | 74.75 |

Lease 3 – American Quick Serve Restaurant

MAG - \$475,000.00. Percentage Rent – 8% of Gross Revenues achieved up to and including \$500,000.00, plus 10% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00, plus 12% of Gross Revenues achieved over \$1,000,000.00.

| PROPOSER | CONCEPT NAME | SCORE |
|---|---------------------------|-------|
| <u>Highest-Ranking:</u> | | |
| Amy's Kitchen Restaurant Operating Company, LLC | Amy's Drive Thru | 88.25 |
| Bay Area Hospitality Group 2 LLC | The Mission | 83.75 |
| Beecher's Airport Restaurants-CAI, LLC | Beecher's Handmade Cheese | 83.75 |
| Rylo Management, LLC | The Counter | 83.25 |
| S.F. Mac & Cheese Kitchen - SFO Group | S.F. Mac & Cheese Kitchen | 83.25 |
| The Veggie Grill, Inc. | Veggie Grill | 78.75 |
| Gate 74, Inc. | Burger King | 72.50 |
| M5 SFO | Jamba Juice & Wetzels | 68.75 |
| | Pretzels | |

Lease 4 – Sit-Down Restaurant and Bar

MAG - \$600,000.00. Percentage Rent – 8% of Gross Revenues achieved up to and including \$1,500,000.00, plus, 10% of Gross Revenues achieved from \$1,500,000.01 up to and including \$2,000,000.00, plus, 12% of Gross Revenues achieved over \$2,000,000.00.

| PROPOSER | CONCEPT NAME | SCORE |
|--|---------------------------|-------|
| <u>Highest-Ranking:</u> | | |
| Paradies Lagardere @ SFO 2018 (F&B), LLC | Bourbon Pub | 91.50 |
| Host International, Inc. | Magnolia Brewing | 87.50 |
| SSP America, Inc. | Original Joe's | 84.75 |
| Bayport Concessions, LLC | Mama's of San Francisco | 84.50 |
| Beecher's Airport Restaurants-CAI, LLC | Beecher's Handmade Cheese | 83.75 |
| Mission Yogurt, Inc. | San Francisco Joe's | 80.00 |
| Nopa Ventures | Parranga | 79.25 |

Lease 5 – Chicken Quick Serve Restaurant

MAG - \$310,000.00. Percentage Rent – 8% of Gross Revenues achieved up to and including \$500,000.00, plus 10% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00, plus 12% of Gross Revenues achieved over \$1,000,000.00.

| PROPOSER | CONCEPT NAME | SCORE |
|--|------------------|-------|
| <u>Highest-Ranking:</u> | | |
| Tastes On The Fly San Francisco, LLC | Starbird | 91.75 |
| Paradies Lagardere @ SFO 2018 (F&B), LLC | The Organic Coup | 87.50 |

Lease 6 – A Café

MAG - \$385,000.00. Percentage Rent – 8% of Gross Revenues achieved up to and including \$500,000.00, plus 10% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00, plus 12% of Gross Revenues achieved over \$1,000,000.00.

| PROPOSER | CONCEPT NAME | SCORE |
|-------------------------------|------------------------|-------|
| <u>Highest-Ranking:</u> | | |
| Soaring Food Group, LLC | Illy Caffè | 91.00 |
| Joe & The Juice SFO, LLC | Joe & The Juice | 86.00 |
| West Coast, LLC | Max's | 86.00 |
| Whisk & Bowl - SFO Group | Whisk & Bowl | 82.00 |
| JRenee SFO | Fraiche | 75.50 |
| Airport Coffee Experts, LLC | Dogpatch Caffè | 71.40 |
| Andre-Boudin Bakeries, Inc. | Boudin's | 70.20 |
| SBM SFO | Jamba Juice | 69.25 |
| High Flying Foods | Peets Coffee & Tea | 67.60 |
| Andale Management Group, Inc. | Ritual Coffee Roasters | 65.20 |
| S Two Puffs, LLC | Coffee + pi | 59.75 |

Lease 7 – Asian Quick Serve Restaurant

MAG - \$240,000.00. Percentage Rent – 8% of Gross Revenues achieved up to and including \$500,000.00, plus 10% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00, plus 12% of Gross Revenues achieved over \$1,000,000.00.

| PROPOSER | CONCEPT NAME | SCORE |
|----------------------------------|------------------------------|-------|
| <u>Highest-Ranking:</u> | | |
| Lady Luck Gourmet, LLC | Goldilocks Filipino Cuisine | 91.25 |
| Bun Mee LLC | Bun Mee | 86.50 |
| Sankaku, Inc. | Waku Waku | 86.00 |
| Bayport Concessions, LLC | Koi Palace Express | 84.25 |
| JDDA Concession Management, Inc. | Hibachi-San Japanese Kitchen | 78.50 |
| Gate 74, Inc. | Koja Kitchen | 78.25 |
| CA Clipper Foods, LLC | Thai Express | 78.00 |
| Teriyaki Madness - SFO Group | Teriyaki Madness | 73.25 |
| S Two Puffs, LLC | Sous Vide SFO | 59.00 |

Lease 8 – Café & Market

MAG - \$475,000.00. Percentage Rent – 8% of Gross Revenues achieved up to and including \$1,500,000.00, plus 10% of Gross Revenues achieved from \$1,500,000.01 up to and including \$2,000,000.00, plus 12% of Gross Revenues achieved over \$2,000,000.00.

| PROPOSER | CONCEPT NAME | SCORE |
|--------------------------|----------------------|-------|
| <u>Highest-Ranking:</u> | | |
| Host International, Inc. | The Bistrot Bay Area | 91.25 |
| Rylo Management, LLC | Jack Rabbit Market | 80.50 |

Lease 9 – A Sit-Down Restaurant and Bar

MAG - \$620,000.00. Percentage Rent – 8% of Gross Revenues achieved up to and including \$1,500,000.00, plus, 10% of Gross Revenues achieved from \$1,500,000.01 up to and including \$2,000,000.00, plus, 12% of Gross Revenues achieved over \$2,000,000.00.

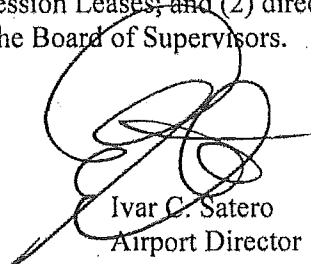
| PROPOSER | CONCEPT NAME | SCORE |
|--|--------------------------------|-------|
| <u>Highest-Ranking:</u> | | |
| SF Foodways, LLC | Flyaway by Drake's Brewing Co. | 93.75 |
| Host International, Inc. | Sam's Chowder House | 87.25 |
| Amoura International | Amoura | 86.75 |
| SSP America, Inc. | Trick Dog | 86.75 |
| Mission Yogurt, Inc. | Corridor | 86.25 |
| Paradies Lagardere @ SFO 2018 (F&B), LLC | Bourbon Pub | 86.25 |
| Flagship, LLC | Blatt Beer & Table | 77.75 |

Among the nine leases recommended for award, six are proposers from the Greater Bay Area. The other three proposals were tendered from firms in Bethesda, MD; Lansdowne, VA; and Atlanta, GA, each consisting of a joint venture which includes between 15% to 20% ownership by local partners. Additionally, three of the nine proposers are Airport Concession Disadvantaged Business Enterprise ("ACDBE") certified, and four more proposers included ACDBE partners with 12% to 35% joint venture ownership. Among those recommended for award are six concepts founded in San Francisco and the Bay Area: Amy's Drive Thru, Bun Mee, Bourbon Pub, Flyaway by Drake's Brewing Company, Starbird, and The Little Chihuahua.

Upon request, debriefings will be held with proposers to assist them in understanding how the proposals were viewed by the evaluation panel. These efforts will be encouraged as Requests for Proposals for future food and beverage locations will be issued for the remainder of 2018 and into 2019.

Recommendation

I recommend this Commission (1) award to the recommended operators the aforementioned nine Terminal 1 Food and Beverage Concession Leases, and (2) direct the Commission Secretary to request approval of the Leases from the Board of Supervisors.



Ivar C. Satero
Airport Director

Prepared by: Leo Fermin
Chief Business & Finance Officer

Attachments



RECEIVED
BOARD OF SUPERVISORS
SAN FRANCISCO
San Francisco International Airport

February 7, 2020

2020 FEB 18 PM 1:55

BY _____

Ms. Angela Calvillo
Clerk of the Board
Board of Supervisors
City Hall
1 Dr. Carlton B. Goodlett Place, Room 244
San Francisco, CA 94102-4689

Subject: Approval of Amendment No. 1 to the Terminal 1 Food and Beverage Concession Lease 6 Lease No. 18-0214, between Soaring Food Group, LLC and the City and County of San Francisco, acting by and through its Airport Commission

Dear Ms. Calvillo:

Pursuant to Section 9.118 of the City Charter, I am forwarding, for the Board of Supervisors' approval the proposed Resolution, which approves the Amendment No. 1 of the Terminal 1 Food and Beverage Concession Lease 6 Lease No. 18-0214, between the City and County of San Francisco, acting by and through its Airport Commission, and Soaring Food Group, LLC.

The following is a list of accompanying documents:

- Board of Supervisors Resolution (one original and one copy);
- Approved Airport Commission Resolution No. 19-0197;
- Memorandum accompanying Airport Commission Resolution No. 19-0197;
- Approved Airport Commission Resolution No. 18-0214 for Lease Award;
- Memorandum accompanying Airport Commission Resolution No. 18-0214 for Lease Award;
- SFEC-126(f)4 for Soaring Food Group, LLC;
- A copy of the Terminal 1 Food and Beverage Concession Lease 6 Lease No. 18-0214, and;
- A copy of the Amendment No. 1 for Terminal 1 Food and Beverage Concession Lease 6 Lease No. 18-0214.

The following person may be contacted regarding this matter:

Cheryl Nashir
Director
Revenue Development and Management
650.821.4500
cheryl.nashir@flysfo.com

Very truly yours,


Corina Monzón
Commission Secretary

Enclosures

cc: Cheryl Nashir, Revenue Development and Management
Cathy Widener, Governmental Affairs

AIRPORT COMMISSION CITY AND COUNTY OF SAN FRANCISCO

LONDON N. BREED
MAYOR

LARRY MAZZOLA
PRESIDENT

ELEANOR JOHNS

RICHARD J. GUGGENHIME

MALCOLM YEUNG

IVAR C. SATERO
AIRPORT DIRECTOR



San Francisco Ethics Commission

25 Van Ness Avenue, Suite 220, San Francisco, CA 94102
 Phone: 415.252.3100 . Fax: 415.252.3112
ethics.commission@sfgov.org . www.sfethics.org

Received On:

File #:

200207

Bid/RFP #:

Notification of Contract Approval

SFEC Form 126(f)4

(S.F. Campaign and Governmental Conduct Code § 1.126(f)4)

A Public Document

Each City elective officer who approves a contract that has a total anticipated or actual value of \$100,000 or more must file this form with the Ethics Commission within five business days of approval by: (a) the City elective officer, (b) any board on which the City elective officer serves, or (c) the board of any state agency on which an appointee of the City elective officer serves. For more information, see: <https://sfethics.org/compliance/city-officers/contract-approval-city-officers>

1. FILING INFORMATION

TYPE OF FILING

Original

DATE OF ORIGINAL FILING (for amendment only)

AMENDMENT DESCRIPTION – Explain reason for amendment

2. CITY ELECTIVE OFFICE OR BOARD

OFFICE OR BOARD

Board of Supervisors

NAME OF CITY ELECTIVE OFFICER

Members

3. FILER'S CONTACT

NAME OF FILER'S CONTACT

Angela Calvillo

TELEPHONE NUMBER

415-554-5184

FULL DEPARTMENT NAME

office of the Clerk of the Board

EMAIL

Board.of.Supervisors@sfgov.org

4. CONTRACTING DEPARTMENT CONTACT

NAME OF DEPARTMENTAL CONTACT

Cheryl Nashir

DEPARTMENT CONTACT TELEPHONE NUMBER

650.821.4500

FULL DEPARTMENT NAME

AIR Airport Commission

DEPARTMENT CONTACT EMAIL

Cheryl.Nashir@flysfo.com

| 5. CONTRACTOR | |
|--|------------------------------------|
| NAME OF CONTRACTOR Soaring Food Group, LLC | TELEPHONE NUMBER (510) 710-1914 |
| STREET ADDRESS (including City, State and Zip Code) 833 Oxford Street, Berkeley, CA 94707 | EMAIL jcook@soaringfood.com |

| 6. CONTRACT | | |
|---|-------------------------|---------------------------------------|
| DATE CONTRACT WAS APPROVED BY THE CITY ELECTIVE OFFICER(S) | ORIGINAL BID/RFP NUMBER | FILE NUMBER (If applicable) 200207 |
| DESCRIPTION OF AMOUNT OF CONTRACT \$385,000 | | |
| NATURE OF THE CONTRACT (Please describe) The operation of a coffee shop in Harvey Milk Terminal 1 at San Francisco Int'l. Airport, Lease No. 18-0214, operating as Illy's Caffe. | | |

| 7. COMMENTS |
|-------------|
| |

| 8. CONTRACT APPROVAL | |
|-------------------------------------|--|
| This contract was approved by: | |
| <input type="checkbox"/> | THE CITY ELECTIVE OFFICER(S) IDENTIFIED ON THIS FORM |
| <input checked="" type="checkbox"/> | A BOARD ON WHICH THE CITY ELECTIVE OFFICER(S) SERVES Board of Supervisors |
| <input type="checkbox"/> | THE BOARD OF A STATE AGENCY ON WHICH AN APPOINTEE OF THE CITY ELECTIVE OFFICER(S) IDENTIFIED ON THIS FORM SITS |

9. AFFILIATES AND SUBCONTRACTORS

List the names of (A) members of the contractor's board of directors; (B) the contractor's principal officers, including chief executive officer, chief financial officer, chief operating officer, or other persons with similar titles; (C) any individual or entity who has an ownership interest of 10 percent or more in the contractor; and (D) any subcontractor listed in the bid or contract.

| # | LAST NAME/ENTITY/SUBCONTRACTOR | FIRST NAME | TYPE |
|----|--------------------------------|------------|-------------|
| 1 | Cook | Josepha | Shareholder |
| 2 | | | |
| 3 | | | |
| 4 | | | |
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9. AFFILIATES AND SUBCONTRACTORS

List the names of (A) members of the contractor’s board of directors; (B) the contractor’s principal officers, including chief executive officer, chief financial officer, chief operating officer, or other persons with similar titles; (C) any individual or entity who has an ownership interest of 10 percent or more in the contractor; and (D) any subcontractor listed in the bid or contract.

| # | LAST NAME/ENTITY/SUBCONTRACTOR | FIRST NAME | TYPE |
|----|--------------------------------|------------|------|
| 20 | | | |
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| 22 | | | |
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9. AFFILIATES AND SUBCONTRACTORS

List the names of (A) members of the contractor’s board of directors; (B) the contractor’s principal officers, including chief executive officer, chief financial officer, chief operating officer, or other persons with similar titles; (C) any individual or entity who has an ownership interest of 10 percent or more in the contractor; and (D) any subcontractor listed in the bid or contract.

| # | LAST NAME/ENTITY/SUBCONTRACTOR | FIRST NAME | TYPE |
|----|--------------------------------|------------|------|
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| 50 | | | |

Check this box if you need to include additional names. Please submit a separate form with complete information. Select "Supplemental" for filing type.

10. VERIFICATION

I have used all reasonable diligence in preparing this statement. I have reviewed this statement and to the best of my knowledge the information I have provided here is true and complete.

I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

| | |
|---|-------------|
| SIGNATURE OF CITY ELECTIVE OFFICER OR BOARD SECRETARY OR CLERK <p style="text-align: center;">BOS Clerk of the Board</p> | DATE SIGNED |
|---|-------------|