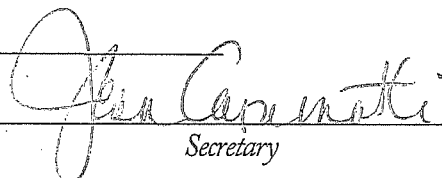


AIRPORT COMMISSION
CITY AND COUNTY OF SAN FRANCISCO
RESOLUTION NO. 17-0195

**AWARD OF THE DOMESTIC TERMINALS AUTOMATED TELLER MACHINES
LEASE B TO BANK OF AMERICA, N.A.**

- WHEREAS, by Resolution No. 17-0040, adopted February 21, 2017, the Airport Commission (the "Commission") authorized staff to commence the Request for Bids process for the Domestic Terminals Automated Teller Machines Lease B (the "Lease") and conduct an informational conference; and
- WHEREAS, by Resolution No. 17-0114, adopted May 16, 2017, the Commission authorized staff to accept bids; and
- WHEREAS, on June 30, 2017, staff received one bid from Bank of America, N.A. ("Bank of America") for a Minimum Annual Guarantee of \$211,000.00 for the first year of the Lease; and
- WHEREAS, Bank of America is a responsive and responsible bidder; now, therefore, be it
- RESOLVED, that this Commission hereby awards the Domestic Terminals Automated Teller Machines Lease B to Bank of America for a term of five years, with one option to extend the term by two years exercisable at the sole and absolute discretion of the Commission; 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* AUG 15 2017



Secretary

AGENDA SHEET

8

DIVISION:	Business and Finance (Revenue Development and Management)	MEETING DATE:	August 15, 2017
ORIGINATOR:	Leo Fermin (Trevor Brumm)	PHONE NUMBER:	650.821.5035
AGENDA ITEM TITLE: Award of the Domestic Terminals Automated Teller Machines Lease B to Bank of America, N.A.			

SUMMARY OF ITEM:

RESOLUTION (1) AWARDING THE DOMESTIC TERMINALS AUTOMATED TELLER MACHINES LEASE B TO BANK OF AMERICA, N.A.; AND (2) DIRECTING THE COMMISSION SECRETARY TO REQUEST APPROVAL OF THE LEASE FROM THE BOARD OF SUPERVISORS.

17-0195

AUG 15 2017

	ROUTING ORDER	APPROVAL INITIALS	DATE SIGNED	RE-ROUTED/ APPROVED
CHIEF OPERATING OFFICER				
ADMINISTRATION & POLICY				
BUSINESS AND FINANCE	2	LF	7.27.17	8-8-17 ^{CM} for LF } <i>adm</i>
COMMUNICATIONS & MARKETING				
DESIGN & CONSTRUCTION				
FACILITIES				
ITT (Information Technology & Telecommunications)				
LEGAL	4	LTJ	7-31-17	
OPERATIONS & SECURITY				
PLANNING & ENVIRONMENTAL AFFAIRS				
SMALL BUSINESS AFFAIRS	3		8.1.17	
ACCOUNTING				
REVENUE DEVELOPMENT	1	CM	7-25-17	
AIRPORT DIRECTOR	5	<i>[Signature]</i>	8-4-17	
COMMISSION SECRETARY	6			

DATE RECEIVED: 7/31/17
TIME RECEIVED: _____

Please call 821-5042 if you have any questions.

Airport Commission

AUG 1 / 2017

Revenue Development and Management

TB/SL



San Francisco International Airport

MEMORANDUM

August 15, 2017

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 the Domestic Terminals Automated Teller Machines Lease B to Bank of America, N.A.

DIRECTOR'S RECOMMENDATION: (1) AWARD THE DOMESTIC TERMINALS AUTOMATED TELLER MACHINES LEASE B TO BANK OF AMERICA, N.A.; AND (2) DIRECT THE COMMISSION SECRETARY TO REQUEST APPROVAL OF THE LEASE FROM THE BOARD OF SUPERVISORS.

Executive Summary

The competitive bid process for the Domestic Terminal Automated Teller Machines Lease B (the "Lease") has concluded and award of the Lease is recommended to Bank of America, N.A. ("Bank of America"). The Lease has an initial term of five years, with one option to extend of two years exercisable by the Airport Commission (the "Commission"), and a Minimum Annual Guarantee ("MAG") for the first lease year of \$211,000.00.

Background

By Resolution No. 17-0040, adopted February 21, 2017, the Commission authorized staff to commence the competitive bid process and issue a Request for Bids ("RFB") for the Lease. The RFB minimum bid amount, which would be the successful bidder's MAG for the first year of the lease, was \$150,000.00. The Lease comprises 12 ATM locations throughout Terminals 1, 2 and 3, as shown on Attachment 1. Staff conducted an informational meeting on April 6, 2017 and it was attended by seven companies

By Resolution No. 17-0114, adopted May 16, 2017, the Commission authorized staff to accept bids. In response to the RFB, the Airport received one bid for the Lease from Bank of America on June 30, 2017, with a bid amount of \$211,000.00. Staff determined that Bank of America met the minimum qualification requirements for this Lease.

THIS PRINT COVERS CALENDAR ITEM NO. 8

AIRPORT COMMISSION CITY AND COUNTY OF SAN FRANCISCO

EDWIN M. LEE
MAYOR

LARRY MAZZOLA
PRESIDENT

LINDA S. CRAYTON
VICE PRESIDENT

ELEANOR JOHNS

RICHARD J. GUGGENHIME

PETER A. STERN

IVAR C. SATERO
AIRPORT DIRECTOR

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The base rent for the Lease is the greater of the MAG or 70% of gross revenues. The term for the lease is five years, with one option to extend the term by two years exercisable at the Commission's sole and absolute discretion. The surcharge for non-bank member card holder transactions shall not exceed \$2.50.

Bank of America is headquartered in Charlotte, North Carolina and is the second largest bank in the United States by assets and the world's largest wealth management corporation. Bank of America has a large retail banking footprint with approximately 15,900 automated teller machines (ATMs).

Recommendation

I recommend awarding the Domestic Terminals Automated Teller Machines Lease B to Bank of America, N.A., and directing the Commission Secretary to request approval of the Lease from the Board of Supervisors.



Ivar C. Satero
Airport Director

Prepared by: Leo Fermin
Chief Business and Finance Officer

Attachments

Attachment 1

DOMESTIC TERMINALS AUTOMATED TELLER MACHINES LEASE B BANK OF AMERICA, N.A.

