

AIRPORT COMMISSION  
CITY AND COUNTY OF SAN FRANCISCO  
RESOLUTION NO. 18-0368

**AWARD OF THE BOARDING AREA C RETAIL CONCESSION LEASE NO. 2 TO THE MARSHALL RETAIL GROUP, LLC.**

WHEREAS, on June 5, 2018, the Airport Commission (“Commission”) adopted Resolution No. 18-0165, authorizing Staff to commence the competitive selection process and issue a Request for Proposals (“RFP”) for the two Boarding Area C Retail Concession Leases, Lease No. 2 being for a Newsstand (“Lease”); and

WHEREAS, on September 4, 2018, the Commission adopted Resolution No. 18-0286, approving the minimum qualification requirements and lease specifications, and authorizing Staff to accept proposals for the Lease; and


WHEREAS, on October 10, 2018, Staff received five proposals for Lease No. 2 from the following proposers: HG SFO Retailers 2017 JV; NewsLink of SF, LLC; Pacific Gateway Concessions, LLC; Paradies Lagardere @ SFO 2018, LLC; and The Marshall Retail Group, LLC; and

WHEREAS, a three-member panel reviewed the qualifying proposals and determined The Marshall Retail Group, LLC to be the highest-ranking, responsive, and responsible proposer; now, therefore, be it

RESOLVED, that this Commission hereby awards the Boarding Area C Retail Concession Lease No. 2 to The Marshall Retail 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 seven years with two (2) one-year options exercisable at the sole and absolute discretion of the Commission, and a Minimum Annual Guarantee of \$600,000.00 for the first year of the lease term; 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* NOV 20 2018

  
Secretary