## **CITY OF SAN ANTONIO** INTERDEPARTMENTAL MEMORANDUM AVIATION DEPARTMENT

TO:

Mayor and City Council

FROM:

Kevin C. Dolliole, Aviation Director

**THROUGH:** Terry M. Brechtel, City Manager

**COPIES TO:** Christopher J. Brady, Asset Management, Budget, Legal, Finance and File

**SUBJECT:** 

Concession Contracts at San Antonio International Airport

DATE:

November 21, 2002

#### **SUMMARY & RECOMMENDATION**

The proposed ordinance authorizes the City Manager or her designee to accept certain proposals for negotiating and entering into concession agreements that constitute the culmination of the Concession Redevelopment Program at San Antonio International Airport. This Program will result in new, dynamic and increased concession facilities, a blend of local, regional and national offerings, increased DBE participation, improved customer service, product offerings at street pricing and the relocation of the majority of concessions to post-security locations in Terminals 1 and 2. The proposed ordinance deals with concessions to be developed in twenty locations. Of these recommended concessions, 63% of concession revenues are projected to be attributable to locally owned enterprises, and 54% of concession revenues are projected to be attributable to DBE entities. An additional retail location beyond the checkpoint in Terminal 1 will be brought forward for consideration by the City Council at a later date.

The recommended concessionaires are:

## Never Too Late Business and Communication Centers, L.L.C. (Spaces 188/266)

Never Too Late Business and Communication Centers, L.L.C. (Nev2Late) is being recommended to operate a business service center in a 1,363 square foot facility in Terminal 1 and a 1,229 square feet facility in Terminal 2. Nev2Late is a joint venture between Duty Free U.S., L.L.C. and DCCI Internet Services of San Antonio. The latter is certified as a DBE by the South Central Texas Regional Certification Agency (SCTRCA). Nev2Late will offer business and financial services, including foreign currency exchange, check cashing, money orders, travelers checks, credit card advances, moneygrams, facsimile, photocopies, computer access, internet access, teleconferencing, FedEx/UPS drop, notary, printer port stations, phone cards. office supplies, flight insurance, ticket delivery, postage stamps, cell phone rental, music players and headsets, concierge and other services. Nev2Late will operate a conference room within each location that will be available for rental by members of the traveling public and others.

Additionally, Nev2Late will enter into a sublease arrangement with the City Employees Federal Credit Union to provide financial services as well as ATMs located within the business center sites. The term of the proposed contract will be a five-year period. Concessionaire will pay the greater of 4% of gross revenues for financial services, 8% of gross revenues for business services and 40% of ATM gross revenues or a Minimum Annual Guarantee of \$7,500 for the first year, \$10,000 for the second year, \$12,500 for the third year, \$15,000 for the fourth year and \$17,500 for the fifth year.

## • Farias, Inc. d.b.a. Texas Tax Back (Space 192)

Farias, Inc. is being recommended to operate a 392 square foot service location in Terminal 1, offering tax reimbursement services to foreign travelers. Farias, Inc. is certified as a MBE by the South Central Texas Regional Certification Agency (SCTRCA). Farias, Inc. currently operates several Texas Tax Back locations, including Houston, Laredo and North Star Mall in San Antonio. The term of the contract will be five years. The concessionaire will pay the greater of 4% of gross revenues or a Minimum Annual Guarantee of \$18,000 per year for the first two years and \$19,500 per year for the remaining term.

## • The Clothes Hangar, Inc. d.b.a. Landing Gear (Space 272)

The Clothes Hangar, Inc. is being recommended to operate a clothing boutique for the sales of finer apparel in a 250 square foot location across from the Food Court in Terminal 2. The proposed concessionaire is certified as a DBE by the South Central Texas Regional Certification Agency (SCTRCA) and, under the 100% ownership of Katherine Griffin, has been an apparel concessionaire at the airport for more than twenty years. Subsequent to proposal submission, it was determined that the employment of Ms. Griffin's husband as an SAPD captain conflicted with the City's Ethics Code since Ms. Griffin owned at least 10% of the corporation. Ms. Griffin subsequently sold the stock of the concessionaire to Jill Marie Trevino. Ms. Griffin, who retains less than a 10% ownership of the corporation, will remain in a managerial position. The term of the proposed contract will be a five-year period. Concessionaire will pay the greater of 15% of gross revenues for years one through five or a Minimum Annual Guarantee of \$37,000 per year for the first two years and \$40,000 per year for years three through five of the remaining term.

#### • Security Service Federal Credit Union (Package 5)

Security Service Federal Credit Union is being recommended to operate two ATM locations in Terminal 2 and three ATM locations in Terminal 1. The term of the contract will be five years. Security Service Federal Credit Union will pay the greater of 61% of gross revenues or a Minimum Annual Guarantee of \$50,000 per year for the first two years and \$53,000 per year for years three through five of the term of the term.

## • Stellar Partners Texas, LLC (formerly San Antonio Duty Free, L.L.C.) (Space 134)

Stellar Partners Texas, LLC is being recommended to operate the duty free concession in a 1,082 square foot facility in Terminal 1. The ownership of Stellar Partners Texas, LLC is comprised of Stellar Partners Duty Free, L.L.C. (70%), Distributed Communications Corporation (10%), Duty Free U.S., L.L.C. (10%) and The Honorable Mario Gallegos (10%). The first two entities are certified as DBEs by the South Central Texas Regional Certification Agency (SCTRCA). The concessionaire had originally submitted its proposal under the name of San Antonio Duty Free, L.L.C., but was unable to secure approval for this name from the Secretary of State. The concessionaire will offer duty free items to international passengers and duty paid items to domestic passengers. Such items will include fragrances, tobacco products, liquor and wines, cosmetics, edibles, watches and gifts. The term of the proposed contract will be a five-year period. Concessionaire will pay the greater of 15% of gross revenues for revenues from \$0.00 to \$500,000 and 20% of gross revenues in excess of \$500,001 or a Minimum Annual Guarantee of \$125,000 per year.

## • The Swatch Group U.S., Inc. d.b.a. Swatch Watches (Space 110)

The Swatch Group U.S., Inc. is being recommended to operate a fashion watch and jewelry facility in an 831 square foot location beyond the security checkpoint in Terminal 1. This well-known concessionaire has thirty-four locations within the United States. The term of the proposed contract will be a five-year period. For years one and two, the Concessionaire will pay the greater of 10% of gross revenues or a Minimum Annual Guarantee of \$55,000. For years three through five, the Concessionaire will pay the greater of 12% of gross revenues or a Minimum Annual Guarantee of \$65,000.

## • NGSI/DFSA - San Antonio Joint Venture (Spaces 112/114)

The Joint Venture of News & Gift Shops International, L.L.C. (NGSI) and Duty Free of San Antonio, Inc. (DFSA) is being recommended for two retail shops in Terminal 1. NGSI is the incumbent operator of the Terminal 1 news and gift facilities at San Antonio International Airport and at locations in the southwest US, Mexico and the Caribbean. DFSA, the 27% DBE participant in the joint venture, has also been operating at International Airport for many years as a sublessee of NGSI. One shop will offer in a 935 square foot location San Antonio and Texas themed gifts and souvenirs, including pottery, silver, belts, packaged food items and other Texas memorabilia. The other shop will offer in a 905 square foot location golf clothing and accessories and related items. The term of the proposed contracts will be for a five-year period. For years one and two, the Concessionaire will pay for its gift and souvenir shop the greater of 20% of gross revenues or a Minimum Annual Guarantee of \$120,000. For years three through five, the Concessionaire will pay the greater of 20% of gross revenues or a Minimum Annual Guarantee of \$127,000. For years one and two, the Concessionaire will pay for its golf shop the greater of 10% of gross revenues or a Minimum Annual Guarantee of \$30,000. For years three through five, the Concessionaire will pay for its golf shop the greater of 10% of gross revenues or a Minimum Annual Guarantee of \$32.000.

## • Alice S. Perez d.b.a. Texas Executive (Space 116)

Alice S. Perez d.b.a.Texas Executive is being recommended to operate a specialty retail boutique in an 885 square foot location beyond the security checkpoint in Terminal 1. Items to be offered will include, but not be limited to, cigars, humidors, wines and liquors, leather goods and apparel. The proposed concessionaire is certified as a DBE by the South Central Texas Regional Certification Agency (SCTRCA) and has operated as a news and gift sublessee in Terminal 2 for approximately eight years. The term of the proposed contract will be a five-year period. Concessionaire will pay the greater of 10% of gross revenues for years one through five or a Minimum Annual Guarantee of \$45,000 per year for the first two years and \$47,700 per year for years three through five of the remaining term.

## • Le Petit Bistro, Inc. (Space 170)

Le Petit Bistro, Inc. is being recommended for a 455 square foot space in the Food Court of Terminal 1. Le Petit Bistro has forty-nine locations in major malls, office buildings and airports, and offers freshly baked breads, sandwiches, including roll-ups and focaccia, salads, hot meals and baked desserts. The term of the proposed contract will be a seven-year period. Concessionaire will pay the greater of 15% of gross revenues for years one and two, 15.5% of gross revenues for years three through five and 16% of gross revenues for years six and seven, or a Minimum Annual Guarantee of \$90,000 per year for the first two years, \$100,000 per year for years three through five and \$105,000 for the remaining two years of the term.

## • LaTrelle's Management Corporation d.b.a. Marble Slab Creamery (Space 174)

LaTrelle's Management Corporation d.b.a. Marble Slab Creamery is being recommended for a 591 square foot space in the Food Court of Terminal 1. LaTrelle's Management Corporation has more than 18 years experience in operating food establishments in airports and will offer ice cream, soft-serve frozen yogurt, ice cream pies and ice cream cakes, cookies and brownies, apple pie and gourmet coffees. The term of the proposed contract will be a seven-year period. Concessionaire will pay the greater of 15% of gross revenues or a Minimum Annual Guarantee of \$75,000 per year for the first two years, \$79,500 per year for years three through five and \$84,270 for the remaining two years of the term.

## • K & M Concessions Group, Inc. d.b.a. Popeyes Chicken & Biscuits (Space 176)

K & M Concessions Group, Inc. d.b.a. Popeyes Chicken & Biscuits is being recommended for a 747 square foot space in the Food Court of Terminal 1. The principals of K & M Concessions Group, Inc. have extensive restaurant experience, and its Popeyes operation will offer a variety of chicken choices, biscuits, side dishes, soft drinks and hot cinnamon apple pie. The term of the proposed contract will be a seven-year period. Concessionaire will pay the greater of 15% of gross revenues or a Minimum Annual Guarantee of \$90,000 per year for the first two years, \$95,400 per year for years three through five and \$101,124 for the remaining two years of the term.

## • Creative Host Service, Inc. d.b.a. Las Palapas (Space 180)

Creative Host Service, Inc. d.b.a. Las Palapas is being recommended to operate a full service restaurant and bar in a 3,582 square foot space in the Food Court of Terminal 1. The concessionaire, which has purchased a Las Palapas franchise, has extensive restaurant experience and currently has a presence in 25 airports. Its Las Palapas restaurant will offer a wide variety of Cal-Tex-Mex dishes. The term of the proposed contract will be a seven-year period. Concessionaire will pay the greater of 13.5% of gross revenues for the first two years and 14% thereafter or a Minimum Annual Guarantee of \$155,000 per year for the first two years, \$160,000 per year for years three through five and \$170,000 for the remaining two years of the term.

Staff recommends the approval of this ordinance.

#### **BACKGROUND INFORMATION**

In response to the City's request and through its Concession Manager, Westfield Concession Management, proposals were submitted by the due dates of May 31, 2002 and July 19, 2002. The proposals were reviewed and evaluation points assigned by the Concession Selection Committee, as provided in the Concession Procedures Manual and Policy Statement, approved by City Council on January 11, 2001. The Concession Selection Committee consisted of the representatives from the Aviation Department, Asset Management Department, Convention and Visitors Bureau, Economic Development Department, Airport Advisory Committee, Unison Maximus (the City's Airport concession development consultant) and Westfield Concession Management. The selections were based on the Selection Committee's determination of the strength of the written proposal as well as the offerings in locally based ownership, Disadvantaged Business Enterprise (DBE) participation, financial offerings, merchandising concepts, experience and qualifications, business plan, commitment to customer service and street pricing. The evaluation matrices supporting the recommendations are attached. It is anticipated that most of the concession agreements will be finalized by December 1, 2002. The proposed agreements were presented to the Economic & Human Development Council Committee on November 7, 2002, and the Committee members concurred with bringing this item forward for City Council consideration.

#### **POLICY ANALYSIS**

The proposed ordinance is consistent with prior policy, as evidenced by the City Council approved Concession Procedures Manual and Policy Statement of January 11, 2001, and will result in a dynamic and new concession program at San Antonio International Airport.

#### FISCAL IMPACT

Total Minimum Annual Guarantees to be paid to the City during the first full year of operation of the concessions to be awarded pursuant to this proposed ordinance will be \$955,000. Minimum Annual Guarantees for the complete terms of the contracts to be awarded pursuant to the proposed ordinance total \$3,460,000.

## **COORDINATION**

This item has been coordinated with the Asset Management Department and the City Attorney's Office.

## **SUPPLEMENTARY COMMENTS**

The Ethics Ordinance Required Disclosures forms completed by the proposed concessionaires are attached.

## **SIGNATURES**

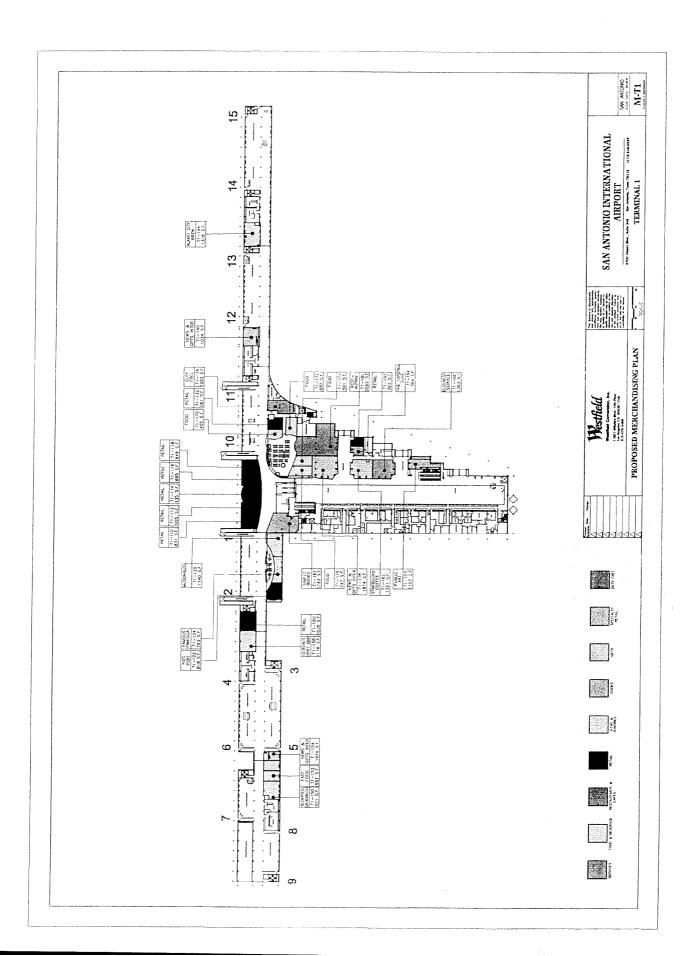
Kevin C. Dolliole Aviation Director

Christopher J. Brady Assistant City Manager

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APPROVED:

Terry M. Brechtel City Manager



SPACE NUMBER 188/266 Business Center		Never T				L		
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award		Participation Amounts	Points Award
Merchandising Concept and Type of Merchandise     Merchandising Concept- Uniqueness of Product     Presentation and "fit" into overall Terminal     Merchandising Theme	15%	6	0					
Type of Product- Appropriateness of product to the Airport environment, the quality, visual appeal and the support of the concept through the product offering.		7	13					
Experience and Qualifications     Development and Marketing Plan     Overall experience in the type of business proposed     Success of current business- industry sales averages     Stated accomplishments in past experience.     Overall personal business experience	10%	2.25 2 2 2	8.25					
3. Business Plan  Completeness and supporting documentation of plan.  Allowance for start up period, slow sales periods  Understanding of Airport business environment  Marketing /Advertising Plan  Identification of suppliers and vendors  Inventory Projections	15%	3 3 1 2 2 2	12		14 14 14 14 14			
4. Commitment to Customer Service and Policy Written customer service policy Customer service training program Returned goods, refunds and warranty policies	10%	3 3 2	0					
5. Economic Proposal  Proposed minimum annual rent Proposed percent of sales rent Counter to proposed rent levels	10%	2 2	8					
6. Financial Strength  Capital reserves for start up period  Current debt structure  Financing secured or capital reserves for construction  Percentage of concession which will be financed  Partnership of Joint Venture Agreement Provided	10%	2 2 1 1 3						
7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages	10%	1	9					
Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business		1	. 4					
8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6	20%	8.5	:		7.5			
Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage		4.25						
Totals	100%		16.75					

SPACE NUMBER 192 Tax Reimbursement	2 + + 2 28	Texas T	ax Back		:			. ,,,
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award		Participation Amounts	Points Award
1. Merchandising Concept and Type of Merchandise  Merchandising Concept- Uniqueness of Product  Presentation and "fit" into overall Terminal  Merchandising Theme  Type of Product- Appropriateness of product to the  Airport environment, the quality, visual appeal and the support of the concept through the product offering.	15%	7.5	0					
2. Experience and Qualifications  Development and Marketing Plan  Overall experience in the type of business proposed  Success of current business- industry sales averages  Stated accomplishments in past experience.  Overall personal business experience	10%	3 2 2 2	9					
3. Business Plan  Completeness and supporting documentation of plan.  Allowance for start up period, slow sales periods  Understanding of Airport business environment  Marketing /Advertising Plan  Identification of suppliers and vendors  Inventory Projections	15%	2 2 2 2 2 2 2	12		7 (1) 7 (1)			
4. Commitment to Customer Service and Policy Written customer service policy Customer service training program Returned goods, refunds and warranty policies	10%	4 4 1	9					
5. Economic Proposal  Proposed minimum annual rent Proposed percent of sales rent Counter to proposed rent levels	10%	3 2	5					
6. Financial Strength  Capital reserves for start up period  Current debt structure  Financing secured or capital reserves for construction  Percentage of concession which will be financed  Partnership of Joint Venture Agreement Provided	10%	2 2 2 2 2 2						
7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business	10%	1 1 1.25	10					
8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	20%	6 5 2	5.25					
Totals	100%		77.75			-		

SPACE NUMBER 272 - Retail			Hangar	Old San Ar	ntonio Gifts		
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points	Participation	Points
and Descriptions.	Available	Amounts	Award	Amounts	Award	Amounts	Award
Merchandising Concept and Type of Merchandise     Merchandising Concept- Uniqueness of Product     Presentation and "fit" into overall Terminal     Merchandising Theme	15%	6		5			
Type of Product- Appropriateness of product to the Airport environment, the quality, visual appeal and the support of the concept through the product offering.		6	12	4	9	:	
2. Experience and Qualifications  Development and Marketing Plan  Overall experience in the type of business proposed  Success of current business- industry sales averages  Stated accomplishments in past experience.  Overall personal business experience  Financial Investment	10%	2 2 2 3 1	9	2 2 2 3 3			
3. Business Plan	15%	1	10	0	9		
Completeness and supporting documentation of plan.  Allowance for start up period, slow sales periods  Understanding of Airport business environment  Marketing /Advertising Plan  Identification of suppliers and vendors  Inventory Projections		3 1 3 0 1	9	3 1 3 1	9		
4. Commitment to Customer Service and Policy  Written customer service policy  Customer service training program  Returned goods, refunds and warranty policies	10%	2 2 1	5	3 1 1	5		
5. Economic Proposal  Acceptance of proposed minimum annual rent  Acceptance of proposed percent of sales rent  Counter to proposed rent levels	10%	4 5	9	5 5	10		
6. Financial Strength  Capital reserves for start up period  Current debt structure  Financing secured or capital reserves for construction  Percentage of concession which will be financed  Partnership of Joint Venture Agreement Provided	10%	1 1 1 1 0	4	1 1 1 1	5		
7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages	10%	4 0		3			·
Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business		0 2	6	0	5		
8. Local and Disadvantaged Business Enterprise Performance Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2	20%	10		10			1
DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	10000	5	20	5	20		
	100%		75.00		72.00		

SPACE NUMBER ATM Package 5			itrust	Bank	One	Security Se	rvice Federal	Trave	elex
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award
Merchandising Concept and Type of Merchandise     Merchandising Concept- Uniqueness of Product     Presentation and "fit" into overall Terminal	15%		15		15		15		16
Experience and Qualifications     Development and Marketing Plan     Overall experience in the type of business proposed     Success of current business- industry sales averages     Stated accomplishments in past experience.     Overall personal business experience	10%		10		10		10		10
3. Business Plan Completeness and supporting documentation of plan. Allowance for start up period, slow sales periods Understanding of Airport business environment Marketing /Advertising Plan Identification of suppliers and vendors Inventory Projections	15%		15		15		15		15
Commitment to Customer Service and Policy     Written customer service policy     Customer service training program     Returned goods, refunds and warranty policies	10%		10		10		10		10
5. Economic Proposal  Acceptance of proposed minimum annual rent  Acceptance of proposed percent of sales rent  Counter to proposed rent levels	10%		8		6		8		10
6. Financial Strength  Capital reserves for start up period  Current debt structure  Financing secured or capital reserves for construction  Percentage of concession which will be financed  Partnership of Joint Venture Agreement Provided	10%		10		10		10		10
7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business	10%		0		0		0		0
8. Local and Disadvantaged Business Enterprise Performance Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	20%	6 0 0		6 0 0		10 0 1	0	0 0 5	
Totals	100%		6 74	-	.6		11 79		5 70

· Evaluation	on of Co	oncession	Proposals		
SPACE NUMBER 134 Duty Free			: Americans	San Antonio	Duty Free
	Points	Participation	Points from	Participation	Points from
Major Categories and Descriptions.  1. Merchandising Concept and Type of	Available	Amounts	Oral Interview	Amounts	Oral Interview
Merchandise	15%		1		
Merchandising Concept- Uniqueness of Product	1		1.47		
Presentation and "fit" into overall Terminal	-	-	4		
Merchandising Theme		7.5		7.5	- 17
, and the second					
Type of Product- Appropriateness of product to the			1.43		
Airport environment, the quality, visual appeal and the					
support of the concept through the product offering.		7.5		7.5	
			15		15
2. Experience and Qualifications	10%				a +1 g y 1
Development and Marketing Plan					
Overall experience in the type of business proposed		2.5		2.25	9 (1) 1407
Overall experience in the type of business proposed		2.3		2.25	
Success of current business- industry sales averages		2.5		2.5	
Stated accomplishments in past experience.		2.3		2.3	
Overall personal business experience		2	.#	2.25	
`			9		9
3. Business Plan	15%				294
Completeness and supporting documentation of plan.		2	2.1	2.5	
Allowance for start up period, slow sales periods		2	41	2	801173
Understanding of Airport business environment		3		3	
Marketing /Advertising Plan		2		3.5	
Identification of suppliers and vendors		2	. 344	2	
Inventory Projections		2		2	
4. Commitment to Customer Service and Policy	10%		-13		15
Written customer service policy	1070	3		3	
Customer service training program		3		3	
Returned goods, refunds and warranty policies		3		3	
, , , , , , , , , , , , , , , , , , , ,			9		9
5. Economic Proposal	10%		8.34		
Proposed minimum annual rent		4.5	4	4.5	
Proposed percent of sales rent		4.5	A	3.5	
( Figure 1 Ct and the	100/		9		
6. Financial Strength  Capital reserves for start up period	10%	2		2	
Current debt structure		2 2		2	
Financing secured or capital reserves for construction		2		2	
Percentage of concession which will be financed		2	- 38	2	
Partnership of Joint Venture Agreement Provided		2	27.2	2	7.
			10		10
7. Sales Performa, Projection and Street Pricing	10%				
Sales projections provided		2	4	3	
Sales projections based on enplanements within				1	
industry averages Price points projected within street pricing and product		2		2	
type		2		-2	
Profit and loss assumptions adequate to maintain a		2		2	
viable business		2	걸했다	2	
			8		9
8. Local and Disadvantaged Business Enterprise					erit. Ha
Performance	20%				[1] [1] [1] [1]
Located in SA -10		0	- 1 S	2	
Located in Bexar County-4			<b>198</b>		
Branch located in SA -6		6		1 201	
Branch located in Bexar County -2 DBE certification-5					
Good Faith Effort Plan -5		0		5 5	
DBE participation percentage		1		,	
2.22 participation percentage			7		12
Totals	100%		80.00		87.00

SPACE NUMBER 110	ſ	Swatc	h l	Big and Bright E	Intertainment		· .
	Points	Participation	Points	Participation	Points	Participation	Points
Major Categories and Descriptions.	Available	Amounts	Award	Amounts	Award	Amounts	Award
1. Merchandising Concept and Type of						. 7 .	
Merchandise	15%	ĺ				The state of the s	
Merchandising Concept- Uniqueness of Product							
Presentation and "fit" into overall Terminal		***************************************					1
Merchandising Theme	₹ 1	7.5		4.5			
The state of the s		7.3		.4.3			
Type of Product- Appropriateness of product to the			1				
Airport environment, the quality, visual appeal and the							
support of the concept through the product offering.		7.5		4.5		17.5	
			15		9		
2. Experience and Qualifications	10%						
Development and Marketing Plan				''			
Overall experience in the type of business proposed					12.1		
Success of current business- industry sales averages Stated accomplishments in past experience.		:					
Overall personal business experience					· ·		
O Totali personal dusiness experience			10	]		2.2	
3. Business Plan	15%		10		4		
Completeness and supporting documentation of plan.							
Allowance for start up period, slow sales periods						The second	
Understanding of Airport business environment		}		1 200			
Marketing /Advertising Plan							
Identification of suppliers and vendors	1						
Financial Investment in Concession Location			15		8		
1 Commitment to Continue Co.							
4. Commitment to Customer Service and Policy	10%						
Written customer service policy							
Customer service training program Returned goods, refunds and warranty policies		-				1.0	
Training and Employee Development						127 1	
5. Economic Proposal	10%		10		7		
Acceptance of proposed minimum annual rent	1070					7.4 6.5 kg (1.5 kg)	
Acceptance of proposed percent of sales rent							
Counter to proposed rent levels							
as and to proposed tent te tols			8		.10		
6. Financial Strength	10%			<u> </u>	.10		
Capital reserves for start up period							
Current debt structure							
Financing secured or capital reserves for construction							
Percentage of concession which will be financed						4 47 4	
Partnership of Joint Venture Agreement Provided							
7. Sales Performa, Projection and Street Pricing	100/		10		4		
Sales projections provided	10%				'		
Sales projections based on enplanements within			ĺ				
industry averages							
Price points projected within street pricing and product		İ					
type					1		
Profit and loss assumptions adequate to maintain a			ĺ				
viable business						1 1000	
			10		7	The second second	
3. Local and Disadvantaged Business Enterprise			,			193	
Performance	20%	A. de la constante de la const				7 34 3	
Located in SA -10				10	.		
Located in Bexar County-4		Accessora			<i>:</i>		
Branch located in SA -6		unaaaaaaa			.		
Branch located in Bexar County -2							
DBE certification-5	and the second	_		5			
Good Faith Effort Plan -5 DBE participation percentage		3		4	10.00		
DOE participation percentage			3				
otals	100%		81.00		19		
	10070		01.00		71.00		(

SPACE NUMBER 112	1	Host - Loi	ieStar	ASP- Texas I	Executive	1	NGSI	- Golf
	Points	Participation	Points -	Participation	Points		Participation	Points
Major Categories and Descriptions.	Available	Amounts	Award	Amounts	Award		Amounts	Award
			-					
1. Merchandising Concept and Type of Merchandise	15%					١.		
Merchandising Concept- Uniqueness of Product								
Presentation and "fit" into overall Terminal			-					
Merchandising Theme		7.5		7			7.5	
_	İ							
Type of Product- Appropriateness of product to the	ļ							
Airport environment, the quality, visual appeal and the								
support of the concept through the product offering.		7.5		7			7.5	
			15		14			1:
2. Experience and Qualifications	10%						1 21	
Development and Marketing Plan								
Overall experience in the type of business proposed								
Success of current business- industry sales averages				- 1				
Stated accomplishments in past experience.								
Overall personal business experience								
			10		7			10
3. Business Plan	15%							
Completeness and supporting documentation of plan.	.						200	
Allowance for start up period, slow sales periods								
Understanding of Airport business environment							Territoria.	
Marketing /Advertising Plan								
Identification of suppliers and vendors Financial Investment In Concession Location	İ		1.5					
i manetai investinent in Concession Location			15		8			13
4. Commitment to Customer Service and Policy	10%							
Written customer service policy								
Customer service training program								
Returned goods, refunds and warranty policies	Ì						1,1	
Training and Employee Development			10		8			9
5. Economic Proposal	10%							
Acceptance of proposed minimum annual rent								
Acceptance of proposed percent of sales rent	İ							
Counter to proposed rent levels								
6 Financial Stranget	100/		10		8			6
6. Financial Strength  Capital reserves for start up period	10%							
Current debt structure								
Financing secured or capital reserves for construction		1	1					
Percentage of concession which will be financed	İ							
Partnership of Joint Venture Agreement Provided		No.						
		İ	10		4			10
7. Sales Performa, Projection and Street Pricing	10%				'			10
Sales projections provided								
Sales projections based on enplanements within			.					
industry averages		ŀ						
Price points projected within street pricing and product								
type								
Profit and loss assumptions adequate to maintain a								
viable business		:						
8. Local and Disadvantaged Business Enterprise			10		8			9
Performance	20%				.			
Located in SA -10	~~~	3.5		10		1	10	
Located in Bexar County-4	anni de la companya d	3.3		10			10	
Branch located in SA -6	-					j		
Branch located in Bexar County -2								
DBE certification-5		1.75	4	.5			1.35	
Good Faith Effort Plan -5		4	*	4	1		4	
DBE participation percentage	and the same of th				1			
			9.25		19			15.35
Totals	100%		89.25	1	76.00			87.35

SPACE NUMBER 114		NGSI - O	Solf	NGSI - Texa	s Territories	۱.	ASP - Tex	xas Essence
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points		Participation	Points
Merchandising Concept and Type of     Merchandise     Merchandising Concept- Uniqueness of Product     Presentation and "fit" into overall Terminal	15%	Allouns	Awasu	Amounts	Award		Amounts	Award
Merchandising Theme  Type of Product- Appropriateness of product to the		7.5	and the second s	7.5			6	
Airport environment, the quality, visual appeal and the support of the concept through the product offering.		7.5	15	7.5	15		6	1
Experience and Qualifications     Development and Marketing Plan     Overall experience in the type of business proposed     Success of current business- industry sales averages     Stated accomplishments in past experience.     Overall personal business experience	10%		10		9			
3. Business Plan  Completeness and supporting documentation of plan.  Allowance for start up period, slow sales periods  Understanding of Airport business environment  Marketing /Advertising Plan  Identification of suppliers and vendors  Financial Investment in Concession Location	15%		13					
4. Commitment to Customer Service and Policy Written customer service policy Customer service training program Returned goods, refunds and warranty policies	10%		13		12	-		
Training and Employee Development  5. Economic Proposal  Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%	·	6		9			
6. Financial Strength  Capital reserves for start up period  Current debt structure  Financing secured or capital reserves for construction  Percentage of concession which will be financed  Partnership of Joint Venture Agreement Provided	10%		10		10			
7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type	10%		10		: 10			
Profit and loss assumptions adequate to maintain a viable business			9		10			:
B. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation proportion	20%	1.35		10 1.35 4			10	1) V (1)
DBE participation percentage	100%		16.35 88.35		15.35 90.35			74.00

Major Categories and Descriptions.  Available Amounts  Am	ACE NUMBER 170		Le Petit I	Bistro	Bush- Si	moothie Q	]	Fresquez - B	askin Robbins
Literchandising Concept and Type of Merchandis   Merchandis   Concept and Type of Merchandis   Concept   Uniqueness of Product   Presentation and rife rise overall Terminal   Merchandising Thems   7.5   6   7.5	tion Catagories and Decorintians		Participation	1 1	Participation	Points		Participation	Points
Merchandise Merchandising Concept Uniqueness of Product Presentation and "If" into overall Terminal Merchandising Theme 2.5 6 7.5  Type of Product. Appropriateness of product to the Aripert environment, the quality, visual appeal and the appropriate for except through the product offering.  7.5 15 6 7.5  2. Experience and Qualifications Development and Marketing Plan Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal of Appart business experience Overall personal of Appart business experience Overall personal of Appart business experience Overall personal of Appart business experience Overall personal overall experience and vendors Overall personal overall experience and vendors Overall personal overall experience and vendors Overall personal pers	Jor Categories and Descriptions.	Available	Amounts	Award	Amounts	Award		Amounts	Award
Merchandise Merchandising Concept Uniqueness of Product Presentation and "If" into overall Terminal Merchandising Theme 2.5 6 7.5  Type of Product. Appropriateness of product to the Aripert environment, the quality, visual appeal and the appropriate for except through the product offering.  7.5 15 6 7.5  2. Experience and Qualifications Development and Marketing Plan Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience. Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal business experience Overall personal of Appart business experience Overall personal of Appart business experience Overall personal of Appart business experience Overall personal of Appart business experience Overall personal overall experience and vendors Overall personal overall experience and vendors Overall personal overall experience and vendors Overall personal pers	Merchandising Concept and Type of		7						
Merchandsing Concept Uniqueness of Product Presentation and "fin" time coverall Terminal Arephandsing Timen Type of Product. Appropriateness of product to the Airport environment, the quality, visual appeal and the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the product of the support of the concept through the support of the concept through the support of the concept through the support of the s		15%					-		
Presentation and "fire" into overall Terminal Mertentionising Tieme 2.5 6 7.5  Type of Product- Appropriateness of product to the Ariport exvironment, the quality, visual appeal and the support of the concept through the product offering. 7.5 15 6 17 7.5  2. Experience and Qualifications 10.00  Development and Marketing Plan 10.00  Overall experience in the type of flusiones proposed Stated accomplishments in past experience. Octavity personal animals superience. Octavity personal animals superience. Octavity personal animals superience. Octavity personal animals superience. 150  J. Business Vian 10.00  A Business Vian 10.00  A Business Vian 10.00  A Completence and apporting documentation of plan. All advantanting of Apport business experience. 150  A Business Vian 10.00  A Completence and apporting documentation of plan. All advantanting of Apport business experience. 150  A Completence and apporting documentation of plan. All advantanting of Apport business experience. 150  A Commitment to Customer Service and Policy Castomer Service and Policy Ca	Merchandising Concept- Uniqueness of Product								
Merchandsing Tiene 7.5 6 7.5 7.5									
Type of Product. Appropriateness of product to the African environment, the quality, visual appeal and the support of the concept through the product offering.  7.5 15 6 12 7.5  2. Experience and Qualifications Development and Marketing Plan Overal experience in the type of business proposed Stated accomplishments in past experience. Overall pessage business experience Overall pessage business experience Overall pessage business experience  3. Business Plan Completeness and supporting documentation of plan. Althousare for surf up period. John value priods Understanding of Aprictal pulsage and vendors Financial Investment in Concession Location 4. Commitment to Customer Service and Policy Written extoatome service projects Customer service training program Returned goods, refunds and warranty policies Praining and Employee Development Acceptance of proposed percent of sales rest Counter to proposed rest exists Causter to proposed rest exists Causter for proposed rest of sales rest Causter for proposed rest evels Capital reserves for start up period Capital reserves for start up period Capital reserves for start up period Sales projections based on emplanements within industry as a period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of the proposed period of proposed period of sales rest Capital reserves for start up period Capital reserves for start up period Sales projections based on emplanements within industry averages in proposed period proposed period to the proposed period proposed period to the proposed period proposed period proposed period proposed period proposed period period proposed period period proposed period			7.5			6		7.5	
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Training and Employee Development 10% 9  Economic Proposal 10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	Returned goods refunds and warranty policies		.						
Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed percent levels  6. Financial Strength Capital reserves for start up period Current debt structure Financing secured or capital reserves for construction Percentage of concession which will be financed Partnership of Joint Venture Agreement Provided 7. Sales Performa, Projection and Street Pricing Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County -4 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage									_
Acceptance of proposed minimum annual rent Acceptance of proposed prenet of sales rent Counter to proposed rent levels  10 8 6. Financial Strength Capital reserves for start up period Current debt structure Financing secured or capital reserves for construction Percentage of concession which will be financed Partnership of Joint Venture Agreement Provided 7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product Uppe Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in Bexar County-2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage		100/		10		9			7
Acceptance of proposed percent of sales rent Counter to proposed rent levels  6. Financial Strength Capital reserves for start up period Current debt structure Financing secured or capital reserves for construction Percentage of concession which will be financed Partnership of Joint Venture Agreement Provided  7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product Type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County-2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	•	10%		1					
Counter to proposed rent levels  6. Financial Strength Capital reserves for start up period Current debt structure Financing secured or capital reserves for construction Percentage of concession which will be financed Partnership of Joint Venture Agreement Provided  7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA-10 Located in Bexar County-4 Branch located in SA 6 Branch located in Bexar County-2 DBE certification-5 Good Path Effort Plan-5 DBE participation percentage				1					
6. Financial Strength Capital reserves for start up period Current debt structure Financing secured or capital reserves for construction Percentage of concession which will be financed Partnership of Joint Venture Agreement Provided 7. Sales Performa, Projection and Street Pricing Sales projections based on emplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business 8. Local and Disadvantaged Business Enterprise Performance Located in SA -10 Located in Bexar County-4 Branch located in Bexar County-4 Branch located in Bexar County-2 DBE certification-5 Good Faith Effort Plan-5 DBE participation percentage									
Capital reserves for start up period Current debt structure Financing secured or capital reserves for construction Percentage of concession which will be financed Partmership of Joint Venture Agreement Provided  7. Sales Performa, Projection and Street Pricing Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in Bexar County-4 Branch located in Bexar County-4 Branch located in Bexar County-4 Code Faith Effort Plan - 5 Code Faith Plan - 5 Code Faith Pla	Counter to proposed rent levels								
Capital reserves for start up period Current debt structure Financing secured or capital reserves for construction Percentage of concession which will be financed Partnership of Joint Venture Agreement Provided  7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  10  9  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County-4 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	inancial Strength	1007		10		- 8			3
Current debt structure Financing secured or capital reserves for construction Percentage of concession which will be financed Partnership of Joint Venture Agreement Provided  7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in SA -6 Branch located in Bexar County-2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage		10%					- 33		
Financing secured or capital reserves for construction Percentage of concession which will be financed Partnership of Joint Venture Agreement Provided  7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in SA -6 Branch located in SA -6 Good Faith Effort Plan -5 Good Faith Effort Plan -5 DBE participation percentage									
Percentage of concession which will be financed Partnership of Joint Venture Agreement Provided  7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County-2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage		1							
Partuership of Joint Venture Agreement Provided  7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in BA -6 Branch located in Bexar County-2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	Paragraph of appearance which will be forward								
7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in Bexar County-2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage									
Sales projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  3. Local and Disadvantaged Business Enterprise Performance  Located in SA -10  Located in Baxar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	randership of John Venture Agreement Provided								
Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10  Located in SA -6  Branch located in SA -6  Branch located in Bexar County -2  DBE certification-5  Good Faith Effort Plan -5  DBE participation percentage	ples Performs Projection and Street Building	1007		10		6			6
Sales projections based on enplanements within industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage		10%							
industry averages Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage				2					
Price points projected within street pricing and product type Profit and loss assumptions adequate to maintain a viable business  10  3. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage									
Profit and loss assumptions adequate to maintain a viable business  8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage									
Profit and loss assumptions adequate to maintain a viable business  3. Local and Disadvantaged Business Enterprise Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage									
viable business  3. Local and Disadvantaged Business Enterprise Performance  Located in SA -10  Located in Baxar County-4  Branch located in SA -6  Branch located in Bexar County -2  DBE certification-5  Good Faith Effort Plan -5  DBE participation percentage			1		İ				
Branch located in Bexar County-4 Branch located in Bexar County-2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage									
B. Local and Disadvantaged Business Enterprise  20%  Located in SA -10  Located in Bexar County-4  Branch located in SA -6  Branch located in Bexar County -2  DBE certification-5  Good Faith Effort Plan -5  DBE participation percentage	viable business								
Performance  Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	ocal and Disadvantaged Ruciness Enterprise			10	-	9			7
Located in SA -10 Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage		200/				' '			
Located in Bexar County-4 Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage		4070							
Branch located in SA -6 Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	1			1	1.2			0	
Branch located in Bexar County -2 DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage	* 1		ļ		1				
DBE certification-5 Good Faith Effort Plan -5 DBE participation percentage				1			.		
Good Faith Effort Plan -5 DBE participation percentage						1			
DBE participation percentage	· · · · · · · · · · · · · · · · · · ·		4		0.6		.		
					3	1		3	
4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	DBE participation percentage			-					
				4		4.8			
Totals         100%         84.00         67.80	ils	100%		84.00		67.80			63

SPACE NUMBER 170		Host - Fay		LaTrelle- N	Aarble Slab		Sul	oway
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation	Points		Participation	Points
irrajor Categories and Descriptions.	Available	Amounts	Award	Amounts	Award	-	Amounts	Award
1. Merchandising Concept and Type of								
Merchandise	15%						and the contract of	
Merchandising Concept- Uniqueness of Product							4177, 1999	
Presentation and "fit" into overall Terminal								
Merchandising Theme		7		7.5	5		$\epsilon$	
Type of Product- Appropriateness of product to the								
Airport environment, the quality, visual appeal and the	İ						1.0	
support of the concept through the product offering.		6		7.5	1 .		6	
			13		15	ļ		I
2. Experience and Qualifications	10%							
Development and Marketing Plan	1076							
Overall experience in the type of business proposed								
Success of current business- industry sales averages	-							
Stated accomplishments in past experience.								
Overall personal business experience								
Overall personal dusiness experience			10		1			
3. Business Plan	15%		10		. 10	-		
Completeness and supporting documentation of plan.	1370						200	
Allowance for start up period, slow sales periods								
Understanding of Airport business environment						3.53	1 2	
Marketing /Advertising Plan						1	100	
Identification of suppliers and vendors								
Financial Investment in Concession Location			12		11		The French	
1 manetar investment in Concession Escation			12					
4. Commitment to Customer Service and Policy	10%				1			
Written customer service policy	10,0							
Customer service training program					100			
Returned goods, refunds and warranty policies								
Training and Employee Development			10		10			
5. Economic Proposal	10%				10	-		
Acceptance of proposed minimum annual rent			- 1					
Acceptance of proposed percent of sales rent								
Counter to proposed rent levels								
	1		1		8			
6. Financial Strength	10%					<del>                                     </del>	in the state of the state of	
Capital reserves for start up period								
Current debt structure	ł							
Financing secured or capital reserves for construction								
Percentage of concession which will be financed	1		Ī					
Partnership of Joint Venture Agreement Provided		ar er	10				1.2.2	
					7			
7. Sales Performa, Projection and Street Pricing	10%							
Sales projections provided	1							
Sales projections based on enplanements within								
industry averages								
Price points projected within street pricing and product			***************************************		1.4			
type			l					
Profit and loss assumptions adequate to maintain a								
viable business	- / I							
8. Local and Disadvantaged Business Enterprise			8		8			
Performance	20%				]			
Located in SA -10	2070	3.5		0	]		10	
Located in Bexar County-4	-	3.3					10	
Branch located in SA -6								
Branch located in Bexar County -2								
DBE certification-5		1.75		_			Ó	,
Good Faith Effort Plan -5	İ	1./3		5			0	
DBE participation percentage		. 4		)				
DEE participation percentage		· · · · · · · · · · · · · · · · · · ·	9.25		10			
Fotals	100%		73.25					<u> </u>
VIHIO	(7070		13.23		79.00		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	6

SPACE NUMBER 170		360 Buri	ritos					
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award		Participation Amounts	Points Award
Merchandising Concept and Type of     Merchandise     Merchandising Concept- Uniqueness of Product     Presentation and "fit" into overall Terminal     Merchandising Theme	15%							
Type of Product- Appropriateness of product to the Airport environment, the quality, visual appeal and the support of the concept through the product offering.		2	9					
2. Experience and Qualifications  Development and Marketing Plan  Overall experience in the type of business proposed  Success of current business- industry sales averages  Stated accomplishments in past experience.  Overall personal business experience	10%		10					
3. Business Plan  Completeness and supporting documentation of plan.  Allowance for start up period, slow sales periods  Understanding of Airport business environment  Marketing /Advertising Plan  Identification of suppliers and vendors  Financial Investment in Concession Location	15%		12	2.5				
4. Commitment to Customer Service and Policy Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%		10			-		
5. Economic Proposal  Acceptance of proposed minimum annual rent  Acceptance of proposed percent of sales rent  Counter to proposed rent levels	10%		8					
6. Financial Strength  Capital reserves for start up period  Current debt structure  Financing secured or capital reserves for construction  Percentage of concession which will be financed  Partnership of Joint Venture Agreement Provided	10%							
7. Sales Performa, Projection and Street Pricing Sales projections provided Sales projections based on enplanements within industry averages Price points projected within street pricing and product	10%		6					
type Profit and loss assumptions adequate to maintain a viable business			10					
8. Local and Disadvantaged Business Enterprise Performance  Located in SA -10  Located in Bexar County-4  Branch located in Bexar County -2  DBE certification-5  Good Faith Effort Plan -5  DBE participation percentage	20%	2	2					,
Totals	100%		67.00		0.00			(

SPACE NUMBER 174		LaTrelle - Ma	arble Slab	1	Fresquez -St	teak Escape	1	LaTrelle- Ch	ruchs Chicken
Major Categories and Descriptions.	Points	Participation	Points		Participation	Points		Participation	Points
Major Categories and Descriptions.	Available	Amounts	Award .	-	Amounts	Award	-	Amounts	Award
1. Merchandising Concept and Type of								Personal Control	
Merchandise	15%								
Merchandising Concept- Uniqueness of Product							1		
Presentation and "fit" into overall Terminal								1 1/4 / 1	
Merchandising Theme		7.5			1			1	
The section of the se									
Type of Product- Appropriateness of product to the								Programme and the second	
Airport environment, the quality, visual appeal and the support of the concept through the product offering.		7.5				i .			
support of the concept unough the product offering.		7.5	15		l l	2		1	,
		··········	13			- 2	-		
2. Experience and Qualifications	10%								
Development and Marketing Plan						]			
Overall experience in the type of business proposed									
Success of current business- industry sales averages									
Stated accomplishments in past experience.				•		4			
Overall personal business experience									
			10			. 9			5
<b>3. Business Plan</b> Completeness and supporting documentation of plan.	15%								
	.								
Allowance for start up period, slow sales periods Understanding of Airport business environment							1	Martin Comment	
Marketing /Advertising Plan Identification of suppliers and vendors									
Financial Investment in Concession Location			7.3						
Private at the estiment in Concession Location			11			8			8
4. Commitment to Customer Service and Policy	10%								
Written customer service policy								100	
Customer service training program									
Returned goods, refunds and warranty policies									
Training and Employee Development			10			7			10
5. Economic Proposal	10%	<u> </u>							
Acceptance of proposed minimum annual rent									
Acceptance of proposed percent of sales rent								5.000	
Counter to proposed rent levels									
			10			8			10
6. Financial Strength	10%								
Capital reserves for start up period									
Current debt structure									
Financing secured or capital reserves for construction									
Percentage of concession which will be financed					<i>*</i> .				
Partnership of Joint Venture Agreement Provided									
7. Sales Performa, Projection and Street Pricing	10%		/			- 8			7
Sales projections provided	,070							10 July 10 Jul	
Sales projections based on enplanements within									
industry averages									
Price points projected within street pricing and product	-								
type									
Profit and loss assumptions adequate to maintain a						- 1			
viable business						* ***			
			8			9			10
8. Local and Disadvantaged Business Enterprise									
Performance	20%							1 ,20	
Located in SA -10	.	İ	. 1		0				
Located in Bexar County-4		1							
Branch located in SA -6 Branch located in Bexar County -2		- 4			***************************************		٠		
DBE certification-5			2.1		اءِ ء				
Good Faith Effort Plan -5		5			: .5			5	
DBE participation percentage		اد			3			5 5	
DDE participation percentage	4		10			8			10
rotals	100%		81.00			59.00			65
			01.00			37.00		200	0.5

SPACE NUMBER 174	[	Fresquez - Q	uizno's	1	Taste of	Orient		
	Points	Participation	Points		Participation	Points	 Participation	Points
Major Categories and Descriptions.	Available	Amounts	Award		Amounts	Award	Amounts	Award
1. Merchandising Concept and Type of								
Merchandise	15%							2
Merchandising Concept- Uniqueness of Product								
Presentation and "fit" into overall Terminal								
Merchandising Theme		- 5			6			
		•						
Type of Product- Appropriateness of product to the								
Airport environment, the quality, visual appeal and the		4			_	1		
support of the concept through the product offering.		4			/	13		
				<del>                                     </del>				
2. Experience and Qualifications	10%		200					
Development and Marketing Plan				1				
Overall experience in the type of business proposed							and the second	
Success of current business- industry sales averages  Stated accomplishments in past experience.				1				
Overall personal business experience						/		
Overan personal business experience			10			8		
3. Business Plan	15%							
Completeness and supporting documentation of plan.							1227	
Allowance for start up period, slow sales periods					-			
Understanding of Airport business environment  Marketing /Advertising Plan								
Identification of suppliers and vendors						et e		
Financial Investment in Concession Location			12			9		
4. Commitment to Customer Service and Policy	10%							
Written customer service policy							1.5	
Customer service training program								
Returned goods, refunds and warranty policies Training and Employee Development			7			8		
5. Economic Proposal	10%					0		
Acceptance of proposed minimum annual rent	1070		200					
Acceptance of proposed percent of sales rent			1.00					
Counter to proposed rent levels								
F - 7			10			6		
6. Financial Strength	10%							
Capital reserves for start up period Current debt structure							24 m f	
Financing secured or capital reserves for construction		. *						
Percentage of concession which will be financed	,		4.					
Partnership of Joint Venture Agreement Provided								
			8			6		
7. Sales Performa, Projection and Street Pricing	10%							
Sales projections provided Sales projections based on enplanements within								
Sales projections based on enplanements within industry averages								
Price points projected within street pricing and product								
type					-			
Profit and loss assumptions adequate to maintain a								
viable business							70 F. A.	
			8			8		
8. Local and Disadvantaged Business Enterprise Performance	20%	*			· 2			
Located in SA -10	2070	0			10			
Located in Bexar County-4							139 (1)	
Branch located in SA -6								
Branch located in Bexar County -2						2.00		
DBE certification-5		5			5		200	
Good Faith Effort Plan -5		3			3			
DBE participation percentage								1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -
			8			18		.: (0
Totals	100%		72.00			76.00	the source of	0

SPACE NUMBER 176		K & M Po	peye's		LaTrelle's	Dickey's	]	Harlans - Cha	arleys Steakery
	Points	Participation	Points	1	rticipation	Points		Participation	Points
Major Categories and Descriptions.	Available	Amounts	Award		Amounts	Award		Amounts	Award
1. Merchandising Concept and Type of									
Merchandise	15%	-		1		-			
Merchandising Concept- Uniqueness of Product									
Presentation and "fit" into overall Terminal									
Merchandising Theme		7.5			6.5			4	
Time of Bundant Agazzanistana a familia ta the								i i jekari sari	
Type of Product- Appropriateness of product to the Airport environment, the quality, visual appeal and the									
support of the concept through the product offering.		7.5	1		6.5				
support of the concept through the product offering.		7.5	15		0.5	13		,	
			10		·	1			
2. Experience and Qualifications	10%							121	
Development and Marketing Plan									
Overall experience in the type of business proposed									
Success of current business- industry sales averages									
Stated accomplishments in past experience.									
Overall personal business experience									
3. Business Plan	15%		-8			10			
Completeness and supporting documentation of plan.	1370					1		A. 227.55	
Allowance for start up period, slow sales periods		1							
Understanding of Airport business environment									
Marketing /Advertising Plan			İ						
Identification of suppliers and vendors									
Financial Investment in Concession Location		-	15			11			14
4. Committee and to Continue Consider and D. V.	1007								
4. Commitment to Customer Service and Policy Written customer service policy	10%					-			
Customer service training program									
Returned goods, refunds and warranty policies			1						
Training and Employee Development		+7	10			10			10
5. Economic Proposal	10%					10			10
Acceptance of proposed minimum annual rent									
Acceptance of proposed percent of sales rent									
Counter to proposed rent levels		-							
( E'	100/		10			10			8
6. Financial Strength  Capital reserves for start up period	10%								
Capital reserves for start up period  Current debt structure									
Financing secured or capital reserves for construction									
Percentage of concession which will be financed									
Partnership of Joint Venture Agreement Provided									
			9			7			
7. Sales Performa, Projection and Street Pricing	10%								
Sales projections provided									
Sales projections based on enplanements within			İ						
industry averages Price points projected within street pricing and product									
type	-	STATE OF THE PROPERTY OF THE P					3.5		
Profit and loss assumptions adequate to maintain a							14		
viable business			***************************************		11				
			.10			9			10
8. Local and Disadvantaged Business Enterprise									
Performance	20%								
Located in SA -10 Located in Bexar County-4		1.2							
Branch located in SA -6		2			per l				
Branch located in Bexar County -2		*				4			
DBE certification-5		5			. 5			5	
Good Faith Effort Plan -5		5			5			3	
DBE participation percentage					-	2.2			
			11.2			10			8
Totals	100%		88.20			80.00			76

SPACE NUMBER 180		Creative Host	- Las Palapas	HMS Host -	Rosario's			######################################
	Points	Participation	Points	Participation	Points		Participation	Points
Major Categories and Descriptions.	Available	Amounts	Award	Amounts	Award		Amounts	Award
1. Merchandising Concept and Type of Merchandise	15%				11.0			
Merchandising Concept- Uniqueness of Product					1			
Presentation and "fit" into overall Terminal							La perior	
Merchandising Theme		7.5		7.5	1			
_								
Type of Product- Appropriateness of product to the								
Airport environment, the quality, visual appeal and the								
support of the concept through the product offering.		7.5		7.5				
			15		15		i en e	
		111111111111111111111111111111111111111						
2. Experience and Qualifications	10%					+ .		
Development and Marketing Plan								
Overall experience in the type of business proposed								
Success of current business- industry sales averages								
Stated accomplishments in past experience.								
Overall personal business experience								
2 Positione Plan	15%		: 10		10			
Business Plan     Completeness and supporting documentation of plan.	15%							
Allowance for start up period, slow sales periods								
Understanding of Airport business environment								
Marketing /Advertising Plan								
Identification of suppliers and vendors		* 2			2.5			
Financial Investment in Concession Location			15	•	12			
			13		1			
4. Commitment to Customer Service and Policy	10%					-		
Written customer service policy								
Customer service training program					1.2			
Returned goods, refunds and warranty policies								
Training and Employee Development			10		. 10			
5. Economic Proposal	10%							
Acceptance of proposed minimum annual rent		:						
Acceptance of proposed percent of sales rent								
Counter to proposed rent levels								
			10		1			
6. Financial Strength	10%		1					
Capital reserves for start up period								
Current debt structure			1		2.00		67.72	
Financing secured or capital reserves for construction Percentage of concession which will be financed			1					
Partnership of Joint Venture Agreement Provided					1.44			
rannership of Joint Venture Agreement Provided			10		10			
7. Sales Performa, Projection and Street Pricing	10%							
Sales projections provided								
Sales projections based on enplanements within industry							177	
averages								
Price points projected within street pricing and product								
type								
Profit and loss assumptions adequate to maintain a								
viable business								
			10		8			<del> </del>
8. Local and Disadvantaged Business Enterprise	3087						20.00	
Performance	20%			3.5				
Located in SA -10 Located in Bexar County-4		5		3.5				
Branch located in SA -6								
Branch located in BA -6 Branch located in Bexar County -2					1200			
DBE certification-5		0		1.75				
Good Faith Effort Plan -5		3		1./5	1			
DBE participation percentage		3		4			1 1 1 1 1	
DBE participation percentage			8		9.25			2
			0		1	ı	1	

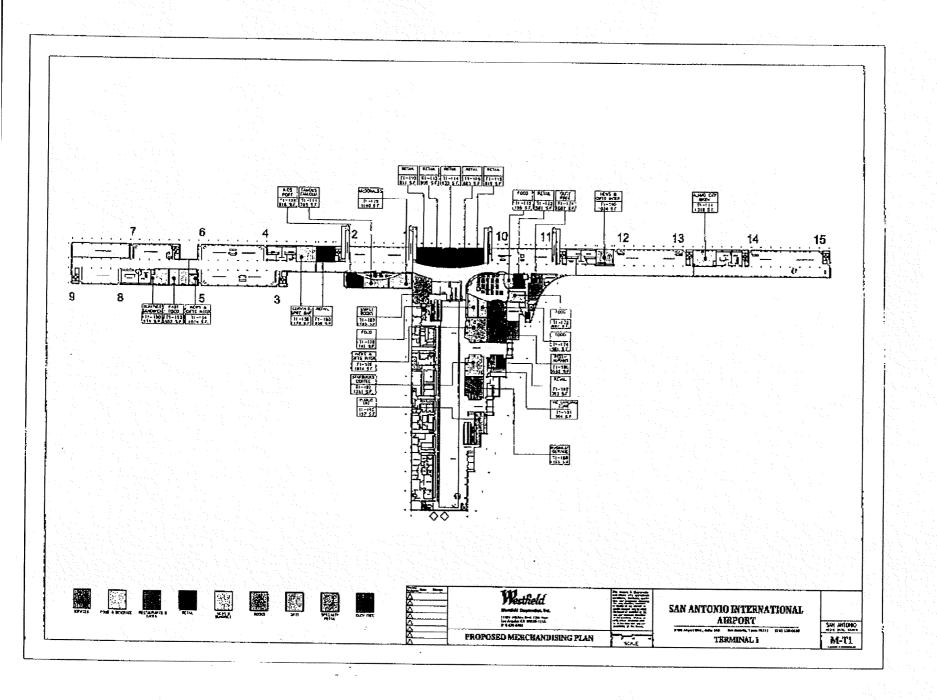


Exhibit 8-C

# City of San Antonio Discretionary Contracts Disclosure\*

Exhibit 10

For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1&2
Attach additional sheets if space provided is not sufficient.

State Not Applicable for questions that do not apply.

\* This form is required to be supplemented in the event there is any change in the information under (1), (2), or (3) below, before the discretionary contract is the subject of council action, and no later than five (5) business days after any change about which information is required to be filed.

#### Disclosure of Parties, Owners, and Closely Related Persons

For the purpose of assisting the city in the enforcement of provisions contained in the City Charter and the code of ethics, an individual or business entity seeking a discretionary contract from the city is required to disclose in connection with a proposal for a discretionary contract:

(1) the identity of any indiv	idual who wo	ould be a party to	the discreti	onary contract;
No individuals	would be	parties to	the dise	retionary

- (2) the identity of any <u>business entity</u> that would be a party to the discretionary contract: Never Too Late Business and Communication Centers, UC and the name of:
  - (A) any individual or business entity that would be a *subcontractor* on the discretionary contract;
- · DCCI Internet Services, a dba of Distributed Communications Corporation
- . Duty Free US, LLC
  - (B) any individual or <u>business</u> entity that is known to be a <u>partner</u>, or a <u>parent</u> or <u>subsidiary</u> business entity, of any individual or <u>business</u> entity who would be a <u>party</u> to the discretionary contract;
  - . DCCI Internet Services, a dba of Distributed Communications Corporation
  - . Duty Free US, LLC
- (3) the identity of any lobbyis' or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a party to the discretionary contract.

None

A business entity means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

#### Political Contributions

Any individual or business entity seeking a discretionary contract from the city must disclose in connection with a proposal for a discretionary contract all political contributions totaling one hundred dollars (\$100) or more within the past twenty-four (24) months made directly or indirectly to any current or former member of City Council, any candidate for City Council, or to any political action committee that contributes to City Council elections, by any individual or business entity whose identity must be disclosed under (1), (2) or (3) above; indirect contributions by an individual include, but are not limited to, contributions by an entity include, but are not limited to, contributions made through the officers, owners, attorneys, or registered lobbyists of the entity.

To Whom Made:	Amount:	Date of Contribution:
Ed Garza - By Narcoo Cano	₹500.00	May 2001
Ed Garza - By Ramon Bosquez	±500,°°	June 2000

Disclosures in Proposals

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a question as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

None		
Signature:	Title: Prosident	Date:
Nam Caro	Company: Never Too Late Business and Communication Centers, LLC	05-30-02

<sup>&</sup>lt;sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

# City of San Antonio Discretionary Contracts Disclosure\*

For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1&2
Attach additional sheets if space provided is not sufficient.
State"Not Applicable" for questions that do not apply.

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#### Disclosure of Parties, Owners, and Closely Related Persons

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Not applicable		
the identity of any business entity  Not applicable	$\mathbf{y}^{\scriptscriptstyle 1}$ that would be a party to the	
_and the name of:		
(A) any individual or business enti contract;	ity that would be a subcontra	actor on the discretion
Not applicable		
(B) any individual or business entity business entity, of any individ discretionary contract;		
business entity, of any individ		
business entity, of any individ		
business entity, of any individual discretionary contract;		
business entity, of any individual discretionary contract;  Not applicable	lual or business entity who very series of the series of t	would be a party to
business entity, of any individual discretionary contract;  Not applicable  the identity of any lobbyist or pub discretionary contract being sough	lual or business entity who very series of the series of t	would be a party to

<sup>&</sup>lt;sup>1</sup> A business entity means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

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To Whom Made:	Amount:	Date of Contribution:
Not applicable		

## Disclosures in Proposals

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a question as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract. Note the property of the

et Herit Herit Herit		
Signature	Title: President  Company: Fanias, Inc.  dba Texas Tax Ba	<b>Date:</b>

<sup>&</sup>lt;sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is

# City of San Antonio Discretionary Contracts Disclosure\*

Discretionary Contracts Disclosure\*
For use of this form, see City of Sen Antonio Ethics Code, Part D. Sections 182
Attach poditional sheets if space provided is not sufficient
State "Not Applicable" for questions that do not apply

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(1) the dentity at any individual who woulding a light to the description ary contract	<b>11</b>
Jill Marie Trenhs	
(2) the Identify of the disenses entity it.	art (
(A) any individual or pusmess entry and the association on the contractor on the	seretionary
W/A	
(B) any individual or blistness entity the business (intrinsion) as a continue would like a discretionary contract.	ilea Mentid
N/A	
(3) the identity of any lobbylst or public relations in intemployed for purposes a discretionary contract being sought by the local party to the discretionary contract.	The state of the
N/A	

A business entity means a sole proprietorable, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

Political Continuations

Any individually business entity seeking a discretion with a proposal for a discretional hundred defines assubly or many without indirectly to any current or fermal members of the conflict only political action committee that conflict ousiness exist, where the that conflict ousiness exist, where the that conflict ousiness exist, where the transfer out individuals sometimes whether statisticity individuals sometimes whether statisticity registered lobbasis of the entity. condition for it Bactons by ), (2) or (3)), Contributions of (Contribution) 0 NOC: OF 10 3 0

To Whom Made:	Amount:	Date of Contribution:
2 / 4	500 C	

A. Trem	Signature:	Any indydual of bus messeminy seeking a schown facts with the despitably understoners to more compleyed, would will be seed on the order of the chicago of the dispretionary to an official action of the dispretionary to an official action of the dispretionary to an official action.
The Mothes Howard Dut.	Title: majority Stockholer Date:	dy seeking seeking wasteld wasteld in a constant of the consta
too (/ 8 / 11	oles Date:	the right that the right and t

<sup>\*</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a dismersaled person would conclude that the facts, if true, require required or require cereful consideration of whether or not recusal.

# City of San Antonio Discretionary Contracts Disclosure\*

For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1&2
Attach additional sheets if space provided is not sufficient.
State"Not Applicable" for questions that do not apply.

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(1) the identity of any <u>individual</u> who would be a party to the discretionary contract;  N/A
(2) the identity of any <u>business entity</u> ! that would be a party to the discretionary contract:andthe
name of:
<ul> <li>(A) any individual or business entity that would be a subcontractor on the discretionary contract;</li> </ul>
N/A
(B) any individual or business entity that is known to be a partner, or a parent or subsidiary business entity, of any individual or business entity who would be a party to the discretionary contract;
N/A
(3) the identity of any <i>lobbyist</i> or <i>public relations firm</i> employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a party to the discretionary contract.
N/A

<sup>&</sup>lt;sup>1</sup> A *business entity* means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

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To Whom Made: N/A	Amount:	Date of Contribution:
Disclosures in Proposals		antination Ethiopian in 1964 in
Any individual or business entity se	eking a discretionary contract with	the city shall disclose any
known facts which, reasonably und employee would violate Section 1	of Part B, Improper Economic I	wnetner any city οπιcial or Benefit, by participating in
official action relating to the discreti-	onary contract.	
Signature:	Title: Senior Vice President	Date: 14 December 2001
Aludwanty	Company: Security Serv	
June Ville	Federal Credit Union	ļ

<sup>&</sup>lt;sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

# City of San Antonio Discretionary Contracts Disclosure\* For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1 &2

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#### Disclosure of Parties, Owners, and Closely Related Persons

For the purpose of assisting the city in the enforcement of provisions contained in the City Charter and the code of ethics, an individual or business entity seeking a discretionary contract from the city is required to disclose in connection with a proposal for a discretionary contract:

The identity of any business entity that would be a party to the discretionary contract:  Stellar Partners Duty Free, L.L.C; Distributed Communications Corporation  Duty Free U.S. and the name of:  (A) any individual or business entity that would be a subcontractor on the discretionary contract;  Not Applicable  (B) any individual or business entity that is known to be a partner, or a parent or subsidial business entity, of any individual or business entity who would be a party to the discretionary contract.  Stellar Partners, Inc.  the identity fo any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a to the discretionary contract.	rio Gallegos	
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(A) any individual or business entity that would be a subcontractor on the discretionary contract;  Not Applicable  (B) any individual or business entity that is known to be a partner, or a parent or subsidial business entity, of any individual or business entity who would be a party to the discretionary contract.  Stellar Partners, Inc.  the identity fo any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a to the discretionary contract.		communications Corporation;
contract;  Not Applicable  (B) any individual or business entity that is known to be a partner, or a parent or subsidial business entity, of any individual or business entity who would be a party to the discretionary contract.  Stellar Partners, Inc.  the identity fo any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a judy to the discretionary contract.	uty Free U.S. and the name of :	
contract;  Not Applicable  (B) any individual or business entity that is known to be a partner, or a parent or subsidial business entity, of any individual or business entity who would be a party to the discretionary contract.  Stellar Partners, Inc.  the identity fo any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a judy to the discretionary contract.		k contractor on the discretionary
(B) any individual or business entity that is known to be a partner, or a parent or subsidiate business entity, of any individual or business entity who would be a party to the discretionary contract.  Stellar Partners, Inc.  the identity fo any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a party to the discretionary contract.		bcontractor on the discretionary
(B) any individual or business entity that is known to be a partner, or a parent or subsidiate business entity, of any individual or business entity who would be a party to the discretionary contract.  Stellar Partners, Inc.  the identity fo any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a to the discretionary contract.		
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business entity, of any individual or business entity who would be a party to the discretionary contract.  Stellar Partners, Inc.  the identity fo any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a to the discretionary contract.		
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the identity fo any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a to the discretionary contract.	discretionary contract.	who would be a party to the
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discretionary contract being sought by any individual or business entity who would be a to the discretionary contract.		
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Not Applicable		
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	scretionary contract being sought by any individual or the discretionary contract.	
	scretionary contract being sought by any individual or the discretionary contract.	

# City of San Antonio Discretionary Contracts Disclosure\*

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State"Not Applicable" for questions that do not apply.

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(1) the identity of any individual who would be a party to the	e discretionary contract;
None	
	party to the discretionary contract:
and the name of:	
(A) any individual or business entity that would be a contract;	subcontractor on the discretionary
None	
<ul> <li>(B) any individual or business entity that is known to be business entity, of any individual or business en discretionary contract;</li> </ul>	a partner, or a parent or subsidiary tity who would be a party to the
None	Zineva e e e e e e e e e e e e e e e e e e
(3) the identity of any <i>lobbyist</i> or <i>public relations firm</i> em discretionary contract being sought by any individual oparty to the discretionary contract.	ployed for purposes relating to the or business entity who would be a
None	

<sup>&</sup>lt;sup>1</sup> A business entity means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

#### **Political Contributions**

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To whom Made: Ed Garza – By Narciso Cano Ed Garza – By Ramon Bosquez	Amount: \$500.00 \$500.00	Date of Contribution: May 2001 June 2000	A CONTRACTOR OF THE PARTY OF TH

### **Disclosures in Proposals**

Any individual or business entity seeking a discretionary contract from the city shall disclose any known facts which, reasonably understood, raise a question as to whether any city official or employee would violate section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

Not Applicable	<b>РАЙ-А Бістуріу мер</b> ода бура і темпера бісу та пера од надзерену до до переду бура од переду од переду право од по	
<u> </u>	T	·
Signature:	Title:	Date:
	Managing Partner	5-29-02
Ausau H. Placehour	Company:	0-20-02
(	San Antonio Duty Free	
	L.L.C	

#### **Political Contributions**

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To Whom Made:	Amount:	Date of Contribution:
None		
	and the second	

### **Disclosures in Proposals**

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a question<sup>2</sup> as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

C		
XV.		
Signature: Joseph Mella	Title: Vice President	Date: 11/05/2002
1/2	Company:	
Yann Gamard, President	The Swatch Group (U.S.)	Inc.
	and the second of the second of the second	

<sup>&</sup>lt;sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

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(1) the identity of any <u>individual</u> who would be a party to the discretionary contract;
N/A
(2) the identity of any business entity that would be a party to the discretionary contract:
NGSI/DFSA San Antonio Joint Venture (News & Gift Shops International, L.L.C. and Duty
Free of San Antonio, Inc.
and the name of:
<ul> <li>(A) any individual or business entity that would be a subcontractor on the discretionary contract;</li> </ul>
N/A
<ul> <li>(B) any individual or business entity that is know to be a partner, or a parent or subsid business entity, of any individual or business entity who would be a party to the discretionary contract;</li> </ul>
N/A
(3) the identity of any lobbyist or public relations firm employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a party to the discretionary contract.
Kaufman & Associates Fullbright & Jaworski

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To Whom Made:	Amount:	Date of Contribution:
District 5 Committee for Progress	\$250.00	8/1/2000
Councilman Raul Prado Campaign	\$100.00	9/19/2000
Friends of Debra Guerrero	\$100.00	10/9/2000
Enrique "Kike" Martin Campaign	\$400.00	12/19/2000
Edward Garza Campaign	\$1,000.00	2/6/2001
Tim Banwolf for SA Mayor	\$250.00	3/7/2001
Bobby Perez Campaign	\$1,000.00	3/29/2001
John Saunders Campaign	\$900.00	3/29/2001
Roland Gutierrez Campaign	\$500.00	3/29/2001
David Garcia Campaign	\$500.00	3/29/2001
Enrique Barrera Campaign	\$500.00	3/29/2001
Julian Castro Campaign	\$250.00	3/29/2001
Carroll Schubert Campaign	\$1,000.00	3/29/2001
David Carpenter for City Council	\$1,000.00	3/29/2001
Edward Garza Campaign	\$500.00	5/1/2001
Toni Morehouse Campaign	\$250.00	6/18/2001
David Garcia Campaign	\$250.00	7/18/2001
Enrique "Kike" Martin Campaign	\$600.00	10/24/2001
Raul Prado Campaign	\$100.00	11/30/2001
David Garcia Campaign	\$250.00	12/20/2001
The Ed Garza Campaign	\$100.00	2/15/2002
Committee to Elect Roger Perez	\$250.00	2/22/2002
Edward Garza Campaign	\$100.00	5/6/2002

### **Disclosures in Proposals**

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a questions as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

N/A		· · · · · · · · · · · · · · · · · · ·
Signature:	Title:	Date:
Sm	Company	7-16-2002

(2) For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1&2
Attach additional sheets if space provided is not sufficient.
State "Not Applicable" for questions that do not apply.

\* This form is required to be supplemented in the event there is any change in the information under (1), (2), or (3) below, before the discretionary contract is the subject of council action, and no later than five (5) business days after any change about which information is required to be filed.

### Disclosure of Parties, Owners, and Closely Related Persons

For the purpose of assisting the city in the enforcement of provisions contained in the City Charter and the code of ethics, an individual or business entity seeking a discretionary contract from the city is required to disclose in connection with a proposal for a discretionary contract:

(1) the identity of any <b>indiv</b>	Madai Wilo Would be	a party to the disc	cuonary contract,
Not Applicable			
1			
(2) the identity of any bu	siness entity <sup>1</sup> that	would be a party	to the discretionary contract
and the name of:			
(A) any individual or b contract;	ousiness entity that	would be a subc	ontractor on the discretionar
Not Applicable			
	A STATE OF THE STA		
	f any individual or		rtner, or a parent or subsidiar tho would be a party to the
business entity, of discretionary contra	f any individual or		
business entity, of discretionary contra	f any individual or		
business entity, of discretionary contra	f any individual or		
business entity, of discretionary contra	f any individual or		
business entity, of discretionary contra Not Applicable  (3) the identity of any lob	f any individual or act;  obyist or public relationing sought by an	business entity w	tho would be a party to the
business entity, of discretionary contract party to the discretionary	f any individual or act;  by ist or public relation being sought by an arry contract.	business entity w	tho would be a party to the
business entity, of discretionary contract  Not Applicable  (3) the identity of any lob discretionary contract party to the discretiona  Baltazar R. Serna, Jr., Att	f any individual or act;  by ist or public relation being sought by an arry contract.	business entity w	
business entity, of discretionary contra  Not Applicable  (3) the identity of any lob discretionary contract	f any individual or act;  obyist or public relations being sought by an ary contract.  torney	business entity w	tho would be a party to the

<sup>&</sup>lt;sup>1</sup> A *business entity* means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

Any individual or business entity seeking a discretionary contract from the city must disclose in connection with a proposal for a discretionary contract all political contributions totaling one hundred dollars (\$100) or more within the past twenty-four (24) months made directly or indirectly to any current or former member of City Council, any candidate for City Council, or to any political action committee that contributes to City Council elections, by any individual or business entity whose identity must be disclosed under (1), (2) or (3) above. Indirect contributions by an individual include, but are not limited to, contributions made by the individual's spouse, whether statutory or common-law. Indirect contributions by an entity include, but are not limited to, contributions made through the officers, owners, attorneys, or registered lobbyists of the entity.

To Whom Made:	Amount:	Date of Contribution:
Please see attached		

### **Disclosures in Proposals**

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a question<sup>2</sup> as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

Not Applicable		
Signature:	Title: Principal	Date: July 18, 2002
al Die	Company: Alice S. Perez d/b/a ASP Ventures	

<sup>&</sup>lt;sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

# DISCRETIONARY CONTRACRS DISCLOSURE\* CITY OF SAN ANTONIO

For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1 & 2Attach additional sheets if space provided is not sufficient. State "Not Applicable" for questions that do not apply.

information is required to be filed. the discretionary contract is the subject of council action, and no later than five (5) business days after any change about which \*This form is required to be supplemented in the event there is any change in the information under (1), (2), or (3) below, before

Disclosure of Parties, Owners, and Closely Related Persons art of provisions contained in he City Charter and the code of ethics, an or Or

(2) the identity of any business entity 1 that would be a party to the discretionary contract:	Cenneth A. James, W.A. James, Jr., LaTrelle D. James, Gladys L. James	(1) the identity of any individual who would be a party to the discretionary contract;	ndividual or business entity seeking a discretionary contract from the city is required to disclose in connection with a proposal factorionary contract.
--	---	--	--

N/A

LaTrelle's Management Corporation

(A) any individual or business entity that would be a subcontractor on the discretionary contract;

and the name of:

For use of this form, see City of San Antonio Ethics Code, Part D, Sections 1&2 Attach additional sheets if space provided is not sufficient. State"Not Applicable" for questions that do not apply.

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### Disclosure of Parties, Owners, and Closely Related Persons

For the purpose of assisting the city in the enforcement of provisions contained in the City Charter and the code of ethics, an individual or business entity seeking a

discretionary contract from the city is required to disclose in connection with a proposal for a discretionary contract:
(1) the identity of any individual who would be a party to the discretionary contract;
None
(2) the identity of any business entity that would be a party to the discretionary contract:  and the name of:  (A) any individual or business entity that would be a subcontractor on the discretionary contract;
None
(B) any individual or business entity that is known to be a partner, or a parent or subsidiary business entity, of any individual or business entity who would be a party to the discretionary contract;
None
(3) the identity of any <i>lobbyist</i> or <i>public relations firm</i> employed for purposes relating to the discretionary contract being sought by any individual or business entity who would be a party to the discretionary contract.
None

<sup>&</sup>lt;sup>1</sup> A business entity means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

Any individual or business entity seeking a discretionary contract from the city must disclose in connection with a proposal for a discretionary contract all political contributions totaling one hundred dollars (\$100) or more within the past twenty-four (24) months made directly or indirectly to any current or former member of City Council, any candidate for City Council, or to any political action committee that contributes to City Council elections, by any individual or business entity whose identity must be disclosed under (1), (2) or (3) above. Indirect contributions by an individual include, but are not limited to, contributions made by the individual's spouse, whether statutory or commonlaw. Indirect contributions by an entity include, but are not limited to, contributions made through the officers, owners, attorneys, or registered lobbyists of the entity.

To Whom Made:	Amount:	Date of Contribution:
pount		

Disclosures in Proposals

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a question<sup>2</sup> as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

	Wone				
Signature:	an aga aga ann an an aga aga aga aga an an an aga aga	Title:	PRESIDE.	w T	Date: 6/27/02
 /12		Compar	ny: LE PETT	T BiSTRO	6/27/02 INC.

<sup>&</sup>lt;sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

(3) the identity of any lobbyist or public relations firm employed for purposes relating to the discretionary contract being
sought by any individual or business entity who would be a party to the discretionary contract.  A
7
I business entity means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated ssociation, or any other entity recognized by law.
litical Contributions or business entity seeking a discretionary contract form the city must disclose in connection with a proposal for a seretionary contract all political contributions totaling one hundred dollars (\$100) or more within the past twenty-four (24) on the made directly or indirectly to any current or former member of City Council, any candidate for City Council, or to any litical action committee that contributes to City Council elections, by any individual or business entity whose identity must be individually action committee that contributions by an individual include, but are not limited to, contributions made by individually appears, whether statutory or common-law. Indirect contributions by an entity include, but are not limited to, individually appears through the officers, owners, attorney's, or registered lobbyists of the entity.

(B) any individual or business entity that is known to be a partner, or a parent or subsidiary business entity, of any

individual of any individual or business entity who would be a party to the discretionary contract;

		or their representatives.
		San Antonio by LaTrelle's Management
		made to any public official in the city of
		No political contributions have been
Date of Contribution:	:momA:	To Whom Made:

Disclosures in Proposals
Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a question 2 as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

	Company:LaTrelle's Management	
Date: 7/18/02	Title: Vice President	Signature
		, i

For purposes of this rule, facts are 'reasonably understood" to 'raise a question about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

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For the purpose of assisting the city in the enforcement of provisions contained in the City Charter and the code of ethics, an individual or business entity seeking a discretionary contract from the city is required to disclose in connection with a proposal for a discretionary contract:

(1) the identity of any <b>individual</b> who would be a p	arty to the discretionary contract;
CHRISTINE KING	
FAY WILLIE MOORE	
ARTIST MOORE	
THIOT MUDDEC	
(2) the identity of any by its according to	
(2) the identity of any business entity that would have politically and the name of: KM CONCESSION OF	and be a party to the discretionary contract:
and the name of: VIA CONCRECTION	Eloup WILLIES BDQ
and the name of A PA COM CESSIVE C	
(A) any individual or business entity that wou	ald be a subcontractor on the discretionary
contract:	and be a subscentification of the disoretionary
<ul> <li>(B) any individual or business entity that is kno business entity, of any individual or bus discretionary contract;</li> </ul>	own to be a <i>partner</i> , or a <i>parent</i> or <i>subsidiary</i> iness entity who would be a party to the
(3) the identity of any lobbyist or public relations	firm employed for purposes relating to the
discretionary contract being sought by any in	
party to the discretionary contract.	

<sup>&</sup>lt;sup>1</sup> A *business entity* means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, receivership, trust, unincorporated association, or any other entity recognized by law.

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To Whom	Made:	Amoun	t:	Date of Contribution:
Any individend known fact employee v	s which, reasonably unde	erstood, raise a qu of Part B, Improp	iestion² as to	ith the city shall disclose any owhether any city official or- Benefit, by participating in
Signature:		Title: KM Con	Ce 55lon	Distance: 11/02/02
Chris	tine King	Company: President		

<sup>&</sup>lt;sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.

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		<i>√</i>	/A·		
the identity of contract:	any <u>busines</u>	s entity that v	would be a par $\mathcal{N}/\mathcal{X}$	ty to the disc	retionary
and the	name of:	200			
	dual or busine ry contract;	ess entity that	would be a	subcontractor	on the
		N	/A ·		
		Barrier 1	A Kings		
subsidiary		, of any individ	known to be a ual or business		
			A		
the discretiona	ary contract be		firm employed any individual o		

company, receivership, trust, unincorporated association, or any other entity recognized by law.

Any individual or business entity seeking a discretionary contract from the city must disclose in connection with a proposal for a discretionary contract all political contributions totaling one hundred dollars (\$100) or more within the past twenty-four (24) months made directly or indirectly to any current or former member of City Council, any candidate for City Council, or to any political action committee that contributes to City Council elections, by any individual or business entity whose identity must be disclosed under (1), (2) or (3) above. Indirect contributions by an individual include, but are not limited to, contributions made by the individual's spouse, whether statutory or commonlaw. Indirect contributions by an entity include, but are not limited to, contributions made through the officers, owners, attorneys, or registered lobbyists of the entity.

To Whom Made:	Amount:	Date of Contribution:
N/A		

### **Disclosures in Proposals**

Any individual or business entity seeking a discretionary contract with the city shall disclose any known facts which, reasonably understood, raise a question<sup>2</sup> as to whether any city official or employee would violate Section 1 of Part B, Improper Economic Benefit, by participating in official action relating to the discretionary contract.

Signature:	Title:	PRESIDENT	Date: 07/15/02-
	Comp	any: ATIVE HOST SERVICE	0710/02

<sup>&</sup>lt;sup>2</sup> For purposes of this rule, facts are "reasonably understood" to "raise a question" about the appropriateness of official action if a disinterested person would conclude that the facts, if true, require recusal or require careful consideration of whether or not recusal is required.