

**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 foot 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.

## REVISED

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.

## REVISED

- 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.

## REVISED

- 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.

REVISED

- 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**

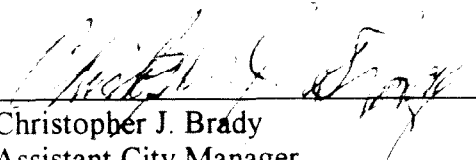
This item has been coordinated with the Asset Management Department and the City Attorney's Office.

### **SUPPLEMENTARY COMMENTS**


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

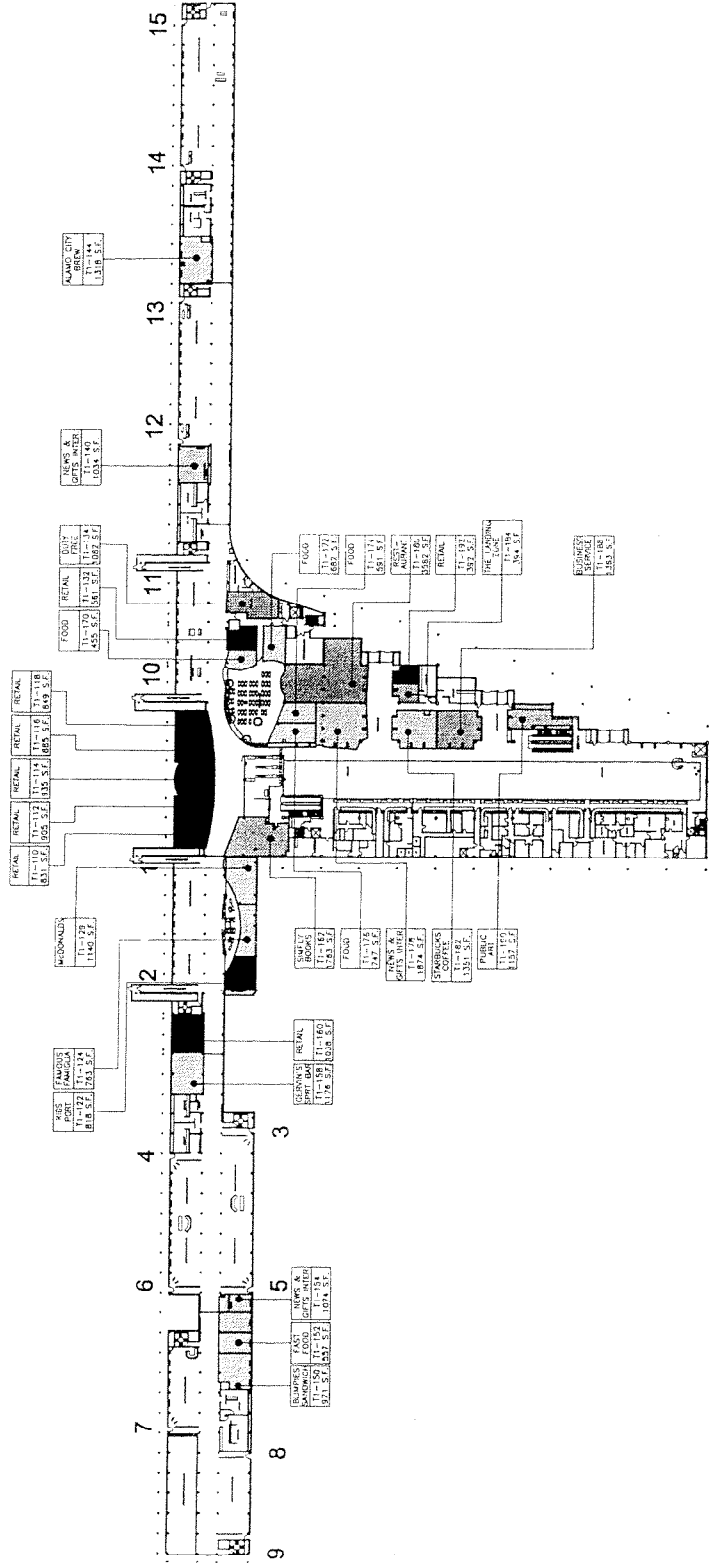
### **SIGNATURES**

  
\_\_\_\_\_  
Kevin C. Dolliole  
Aviation Director

  
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Christopher J. Brady  
Assistant City Manager

### **APPROVED:**

  
\_\_\_\_\_  
Terry M. Brechtel  
City Manager



**Westfield**  
Westfield Commercial, Inc.  
100 Westfield Way  
Westfield, MA 01095  
Tel: 417-259-1000

**SAN ANTONIO INTERNATIONAL AIRPORT**  
8700 Airport Blvd., Suite 300 San Antonio, Texas 78216 210.343.0030

**PROPOSED MERCHANDISING PLAN**

**TERMINAL 1**

**SCALE**

1" = 10' - 0"

**LEGEND**

- AIRWAY
- FOOD & BEVERAGE
- RESTAURANT & CAFE
- RETAIL
- SHOP
- SERVICE
- TRAVEL
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## Evaluation of Concession Proposals

SPACE NUMBER 188/266 Business Center							
Major Categories and Descriptions.	Points Available	Never Too Late		Participation Amounts	Points Award	Participation Amounts	Points Award
		Participation Amounts	Points Award				
<b>1. Merchandising Concept and Type of Merchandise</b> 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%	6  7	0  13				
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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				
<b>3. Business Plan</b> 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 1	12				
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies	10%	3 3 2	8				
<b>5. Economic Proposal</b> Proposed minimum annual rent Proposed percent of sales rent Counter to proposed rent levels	10%	2 2	4				
<b>6. Financial Strength</b> 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	9				
<b>7. Sales Performa, Projection and Street Pricing</b> 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 1	4				
<b>8. Local and Disadvantaged Business Enterprise Performance</b> 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%	8.5   4.25 4	16.75				
<b>Totals</b>	100%		75.00				



## Evaluation of Concession Proposals

SPACE NUMBER 192 Tax Reimbursement		Texas Tax Back					
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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  7.5	0  14.5				
<b>2. Experience and Qualifications</b> <b>Development and Marketing Plan</b> 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				
<b>3. Business Plan</b> 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	12				
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies	10%	4 4 1	9				
<b>5. Economic Proposal</b> Proposed minimum annual rent Proposed percent of sales rent Counter to proposed rent levels	10%	3 2	5				
<b>6. Financial Strength</b> 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	10				
<b>7. Sales Performa, Projection and Street Pricing</b> 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%	2  1  1  1.25	5.25				
<b>8. Local and Disadvantaged Business Enterprise Performance</b> 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	13				
<b>Totals</b>	100%		77.75				

## Evaluation of Concession Proposals

SPACE NUMBER 272 - Retail		Clothes Hangar		Old San Antonio Gifts			
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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%	6   6	12	5   4	9		
<b>2. Experience and Qualifications</b> <b>Development and Marketing Plan</b> 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	10	2 2 2 3 0	9		
<b>3. Business Plan</b> 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 1 3 0 1 1	9	3 1 3 1 1 1	9		
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies	10%	2 2 1	5	3 1 1	5		
<b>5. Economic Proposal</b> 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		
<b>6. Financial Strength</b> 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 1	5		
<b>7. Sales Performa, Projection and Street Pricing</b> 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%	4 0 0 2	6	3 0 0 2	5		
<b>8. Local and Disadvantaged Business Enterprise Performance</b> 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%	10   5 5	20	10   5 5	20		
<b>Totals</b>	100%		75.00		72.00		

### Evaluation of Concession Proposals

SPACE NUMBER ATM Package 5		Southtrust		Bank One		Security Service Federal		Travelex	
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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%		15		15		15		15
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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
<b>3. Business Plan</b> 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
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies	10%		10		10		10		10
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%		8		6		8		10
<b>6. Financial Strength</b> 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
<b>7. Sales Performance, Projection and Street Pricing</b> 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
<b>8. Local and Disadvantaged Business Enterprise Performance</b> 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%					10	0	0	
		6		6		0		0	
		0		0		0		5	
		0		0		1			
			6		6		11		5
<b>Totals</b>	100%		74		72		79		70

## Evaluation of Concession Proposals

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

## Evaluation of Concession Proposals

SPACE NUMBER 110

Major Categories and Descriptions.	Points Available	Swatch		Big and Bright Entertainment		Participation Amounts	Points Award
		Participation Amounts	Points Award	Participation Amounts	Points Award		
<b>1. Merchandising Concept and Type of Merchandise</b> 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	15	4.5	9		
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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		7		
<b>3. Business Plan</b> 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%		15		8		
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%		10		7		
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%		8		10		
<b>6. Financial Strength</b> 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		4		
<b>7. Sales Performa, Projection and Street Pricing</b> 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%		10		7		
<b>8. Local and Disadvantaged Business Enterprise Performance</b>  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%	3	3	10 5 4	19		0
<b>Totals</b>	100%		81.00		71.00		0

## Evaluation of Concession Proposals

SPACE NUMBER 112		Host - LoneStar		ASP- Texas Executive		NGSI - Golf	
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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  7.5	15	7  7	14	7.5  7.5	15
<b>2. Experience and Qualifications</b> <b>Development and Marketing Plan</b> 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		7		10
<b>3. Business Plan</b> 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%		15		8		13
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%		10		8		9
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%		10		8		6
<b>6. Financial Strength</b> 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		4		10
<b>7. Sales Performa, Projection and Street Pricing</b> 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%		10		8		9
<b>8. Local and Disadvantaged Business Enterprise Performance</b>  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%	3.5   1.75 4	9.25	10   5 4	19	10   1.35 4	15.35
<b>Totals</b>	100%		89.25		76.00		87.35

## Evaluation of Concession Proposals

SPACE NUMBER 114

Major Categories and Descriptions.	Points Available	NGSI - Golf			NGSI - Texas Territories			ASP - Texas Essence	
		Participation Amounts	Points Award		Participation Amounts	Points Award		Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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			7.5			6	
		7.5			7.5			6	
			15			15			12
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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			7
<b>3. Business Plan</b> 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			12			8
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%								
			9			9			8
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%								
			6			10			4
<b>6. Financial Strength</b> 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
<b>7. Sales Performa, Projection and Street Pricing</b> 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			10			8
<b>8. Local and Disadvantaged Business Enterprise Performance</b> 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%	10			10			10	
		1.35			1.35			5	
		5			4			5	
			16.35			15.35			20
<b>Totals</b>	100%		88.35			90.35			74.00

## Evaluation of Concession Proposals

SPACE NUMBER 170		Le Petit Bistro		Bush- Smoothie Q		Fresquez - Baskin Robbins	
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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	15	6	12	7.5	15
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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		8
<b>3. Business Plan</b> 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%		15		10		9
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%		10		9		7
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%		10		8		3
<b>6. Financial Strength</b> 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		6		6
<b>7. Sales Performa, Projection and Street Pricing</b> 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%		10		9		7
<b>8. Local and Disadvantaged Business Enterprise Performance</b>  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%	4	4	1.2 0.6 3	4.8	0 5 3	8
<b>Totals</b>	100%		84.00		67.80		63



## Evaluation of Concession Proposals

SPACE NUMBER 170

Major Categories and Descriptions.	Points Available	Host - Fay Willie			LaTrelle- Marble Slab			Subway	
		Participation Amounts	Points Award		Participation Amounts	Points Award		Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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  6	13		7.5  7.5	15		6  6	12
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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			8
<b>3. Business Plan</b> 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			11			8
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%		10			10			9
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%		1			8			8
<b>6. Financial Strength</b> 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			7			5
<b>7. Sales Performa, Projection and Street Pricing</b> 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%		8			8			0
<b>8. Local and Disadvantaged Business Enterprise Performance</b>  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%	3.5    1.75 4	9.25		0    5 5	10		10    0 1	11
<b>Totals</b>	100%		73.25			79.00			61

## Evaluation of Concession Proposals

SPACE NUMBER 170

Major Categories and Descriptions.	Points Available	360 Burritos		Participation Amounts	Points Award	Participation Amounts	Points Award
		Participation Amounts	Points Award				
<b>1. Merchandising Concept and Type of Merchandise</b> 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	2		9		0
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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		
<b>3. Business Plan</b> 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		
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%				10		
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%				8		
<b>6. Financial Strength</b> 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%				6		
<b>7. Sales Performa, Projection and Street Pricing</b> 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%				10		
<b>8. Local and Disadvantaged Business Enterprise Performance</b>  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%	2			2		0
<b>Totals</b>	100%		67.00		0.00		0

## Evaluation of Concession Proposals

SPACE NUMBER 174

Major Categories and Descriptions.	Points Available	LaTrelle - Marble Slab			Fresquez -Steak Escape			LaTrelle- Chruchs Chicken	
		Participation Amounts	Points Award		Participation Amounts	Points Award		Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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			1			1	
		7.5			1			1	
			15			2			2
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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			8
<b>3. Business Plan</b> 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%								
			11			8			8
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%								
			10			7			10
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%								
			10			8			10
<b>6. Financial Strength</b> 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			8			7
<b>7. Sales Performa, Projection and Street Pricing</b> 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%								
			8			9			10
<b>8. Local and Disadvantaged Business Enterprise Performance</b> 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%				0				
		5			5			5	
		5			3			5	
			10			8			10
<b>Totals</b>	100%		81.00			59.00			65

## Evaluation of Concession Proposals

SPACE NUMBER 174

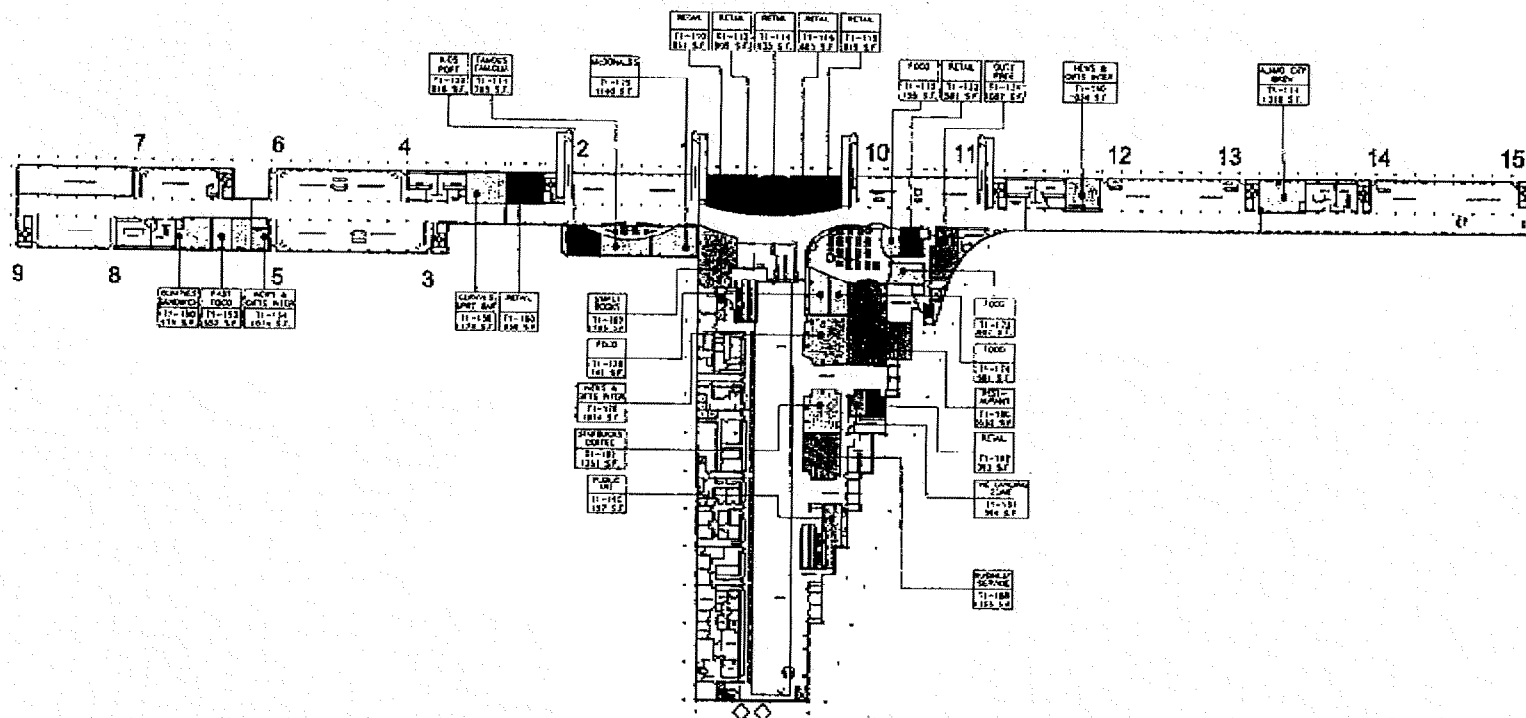
Major Categories and Descriptions.	Points Available	Fresquez - Quizno's			Taste of Orient			Participation Amounts	Points Award
		Participation Amounts	Points Award		Participation Amounts	Points Award			
<b>1. Merchandising Concept and Type of Merchandise</b> Merchandising Concept- Uniqueness of Product 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%	5	9		6	13			
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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			8			
<b>3. Business Plan</b> 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			9			
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%		7			8			
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%		10			6			
<b>6. Financial Strength</b> 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%		8			6			
<b>7. Sales Performa, Projection and Street Pricing</b> 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%		8			8			
<b>8. Local and Disadvantaged Business Enterprise Performance</b>  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%	0	8		10	18			0
<b>Totals</b>	100%		72.00			76.00			0

## Evaluation of Concession Proposals

SPACE NUMBER 176		K & M Popeye's		LaTrelle's Dickey's		Harlans - Charleys Steakery	
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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	15	6.5	13	4	9
<b>2. Experience and Qualifications Development and Marketing Plan</b> 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%		8		10		9
<b>3. Business Plan</b> 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%		15		11		14
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%		10		10		10
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%		10		10		8
<b>6. Financial Strength</b> 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%		9		7		8
<b>7. Sales Performa, Projection and Street Pricing</b> 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%		10		9		10
<b>8. Local and Disadvantaged Business Enterprise Performance</b> 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%	1.2	11.2	5	10	5	8
<b>Totals</b>	100%		88.20		80.00		76

## Evaluation of Concession Proposals

SPACE NUMBER 180		Creative Host - Las Palapas		HMS Host - Rosario's			
Major Categories and Descriptions.	Points Available	Participation Amounts	Points Award	Participation Amounts	Points Award	Participation Amounts	Points Award
<b>1. Merchandising Concept and Type of Merchandise</b> 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  7.5	15	7.5  7.5	15		
<b>2. Experience and Qualifications</b> <b>Development and Marketing Plan</b> 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		
<b>3. Business Plan</b> 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%		15		12		
<b>4. Commitment to Customer Service and Policy</b> Written customer service policy Customer service training program Returned goods, refunds and warranty policies Training and Employee Development	10%		10		10		
<b>5. Economic Proposal</b> Acceptance of proposed minimum annual rent Acceptance of proposed percent of sales rent Counter to proposed rent levels	10%		10		1		
<b>6. Financial Strength</b> 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		
<b>7. Sales Performa, Projection and Street Pricing</b> 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%		10		8		
<b>8. Local and Disadvantaged Business Enterprise Performance</b>  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%	5    0 3	8	3.5    1.75 4	9.25		0
<b>Totals</b>	100%		88.00		75.25		0

[illegible]

**Westfield**  
Westfield Development, Inc.  
1100 Wilshire Blvd. 7th Floor  
Los Angeles CA 90017-1111  
213/691-6100

**PROPOSED MERCHANDISING PLAN**

**THE**

**SAN ANTONIO INTERNATIONAL  
AIRPORT**  
P.O. Box 1904, San Antonio, Texas 78211 TEL 528-0610  
**TERMINAL 1**

SAH ANTONIO  
#24 BUL. EXH. 1  
M-T1

# 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 individual who would be a party to the discretionary contract;

No individuals would be parties to the discretionary contract.

(2) the identity of any business entity<sup>1</sup> that would be a party to the discretionary contract: Never Too Late Business and Communication Centers, LLC

\_\_\_\_\_ 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 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;

- DCCI Internet Services, a dba of Distributed Communications Corporation
- Duty Free US, LLC

(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:

None

<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**

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:
Ed Garza - By Narciso Cano	\$500. <sup>00</sup>	May 2001
Ed Garza - By Ramon Bosquez	\$500. <sup>00</sup>	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<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.

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

<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.

\* 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 **individual** who would be a party to the discretionary contract;

Not applicable

- (2) the identity of any **business entity**<sup>1</sup> that would be a party to the discretionary contract:  
Not applicable  
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 *subsidiary* business entity, of any individual or business entity who would be a party to the discretionary contract;

Not applicable

- (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.

Not applicable

<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

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:
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<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: N. Arias	Title: President Company: Arias, Inc. dba Texas Tax Back	Date: 11/7/02

<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 warranted.

## 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

\* 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 individual who would be directly involved in the discretionary contract;

Jill Marie Trenks

(2) the identity of any business entity that would be directly involved in the discretionary contract;

The Clothes Closet  
and the name of DMC

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

N/A

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

N/A

(3) the identity of any lobbyist or public relations firm employed for purposes of assisting the discretionary contract being sought by a business entity, or any individual or business entity who would be a party to the discretionary contract;

N/A

\* 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 position in or connected with a political organization, or in connection with a proposal for a disclosure of political contributions, must file a statement of contributions and expenditures. The statement must include the name of the contributor, the amount of the contribution, the date of the contribution, and the name of the recipient. The statement must also include a list of the names of the individuals or businesses that have contributed to the organization, and the amount of the contribution from each. The statement must be filed with the appropriate authority within a specified time period. The statement must be made available to the public upon request.

To Whom Made:	Amount:	Date of Contribution:
N/A	NONE	

### Disclosures and Reports

Any individual or business entity seeking a position in or connected with a political organization, or in connection with a proposal for a disclosure of political contributions, must file a statement of contributions and expenditures. The statement must include the name of the contributor, the amount of the contribution, the date of the contribution, and the name of the recipient. The statement must also include a list of the names of the individuals or businesses that have contributed to the organization, and the amount of the contribution from each. The statement must be filed with the appropriate authority within a specified time period. The statement must be made available to the public upon request.

Signature:	Title: Majority Stockholder	
	Company:	Date:
J. M. Trevino	The Votaries Group, Inc.	11/8/2002

\* 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 refusal or require careful consideration of whether or not refusal 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.

\* 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 **individual** who would be a party to the discretionary contract;

N/A

(2) the identity of any **business entity**<sup>1</sup> 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;

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 *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.

N/A

<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.

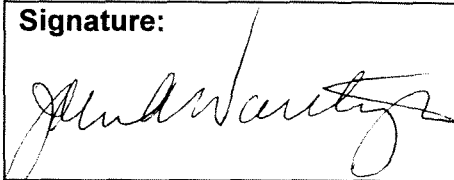
### Political Contributions

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.

<b>To Whom Made:</b> N/A	<b>Amount:</b>	<b>Date of Contribution:</b>

### 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.

<b>Signature:</b> 	<b>Title:</b> Senior Vice President <b>Company:</b> Security Service Federal Credit Union	<b>Date:</b> 14 December 2001

<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.*

*\* 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 individual who would be a party to the discretionary contract;

**Mario Gallegos**

- (2) 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 subsidiary business entity, of any individual or business entity who would be a party to the discretionary contract.

**Stellar Partners, Inc.**

- (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.

**Not Applicable**



# 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

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**<sup>1</sup> that would be a party to the discretionary contract:

The Swatch Group (U.S.) Inc.  
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 *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.

None

<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

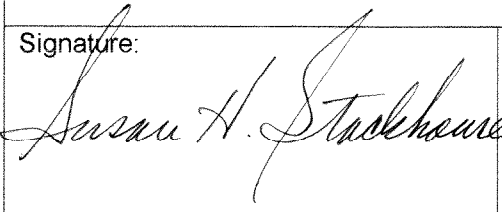
Any individual or business entity seeking a discretionary contract from the city must disclose in connection with a proposal for a discretionary contract all political contributions totaling one hundred dollars (\$100) or more within the past twenty-four (24) months made directly or indirectly to any current or former member of the 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: Ed Garza – By Narciso Cano Ed Garza – By Ramon Bosquez	Amount: \$500.00 \$500.00	Date of Contribution: May 2001 June 2000
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### 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

Signature: 	Title: <b>Managing Partner</b> Company: <b>San Antonio Duty Free L.L.C</b>	Date: <b>5-29-02</b>
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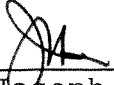
### Political Contributions

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 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:
None		

### 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.

		
<b>Signature:</b> Joseph Mella	<b>Title:</b> Vice President	<b>Date:</b> 11/05/2002
Yann Gamard, President	<b>Company:</b> The Swatch Group (U.S.) Inc.	

<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 Contract 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.

\*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 code of ethics, and 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;

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:

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

N/A

(B) any individual or business entity that is know 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 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**

1 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.

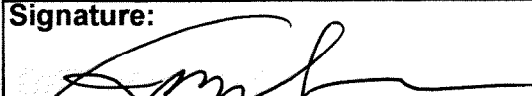
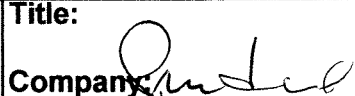

### Political Contributions

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 contributed 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 individuals 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:
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:  Company: 	Date: 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.

# 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.

\* 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 **individual** who would be a party to the discretionary contract;

Not Applicable

(2) the identity of any **business entity**<sup>1</sup> 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;

Not Applicable

(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;

Not Applicable

(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.

Baltazar R. Serna, Jr., Attorney  
120 Villita  
San Antonio, Texas 78205

<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

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: Please see attached	Amount:	Date of Contribution:

### 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  Company: Alice S. Perez d/b/a ASP Ventures	Date: July 18, 2002

<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 CONTRACTORS 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**

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;

Kenneth A. James, W.A. James, Jr., LaTrelle D. James, Gladys L. James

(2) the identity of any business entity<sup>1</sup> that would be a party to the discretionary contract:

LaTrelle's Management Corporation

and the name of:

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

N/A



## 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.

\* 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 **individual** who would be a party to the discretionary contract;

*None*

(2) the identity of any **business entity**<sup>1</sup> that would be a party to the discretionary contract:

*None*

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 **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.

*None*

<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.

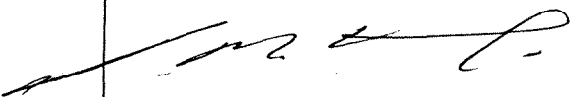
### Political Contributions

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: <i>None</i>	Amount:	Date of Contribution:
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### 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.

<i>None</i>		
Signature: 	Title: <i>PRESIDENT</i> Company: <i>LE PETIT BISTRO INC.</i>	Date: <i>6/27/02</i>

<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.

(B) any individual or business entity that is known to be a partner, or a parent or subsidiary business entity, of any individual or any individual or business entity who would be a party to the discretionary contract;

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.

N/A

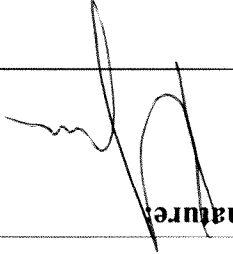
<sup>1</sup> A business entity means a sole proprietorship, partnership, firm, corporation, holding company, joint-stock company, trust, unincorporated association, or any other entity recognized by law.

**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 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: No political contributions have been made to any public official in the city of San Antonio by LaTrelle's Management or their representatives.		Amount:	Date of Contribution:
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**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: Vice President Company: LaTrelle's Management Corporation	Date: 7/18/02
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<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 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**

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;

CHRISTINE KING  
FAY WILLIE MOORE  
ARTIST MOORE

(2) the identity of any **business entity**<sup>1</sup> that would be a party to the discretionary contract:  
KH Airport Concessions Mgmt Svcs & Fay Willie's BBQ  
and the name of: KH CONCESSION GROUP

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

(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;

(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.

<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

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:

### 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:  <i>Christine King</i>	Title: <i>KM Concession Group</i> Company: <i>President</i>	Date: <i>11/02/02</i>

<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.

\* 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 **individual** who would be a party to the discretionary contract;

N/A.

(2) the identity of any **business entity**<sup>1</sup> that would be a party to the discretionary contract:

N/A

\_\_\_\_\_ and the name of:

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

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 *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.

N/A.

<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.

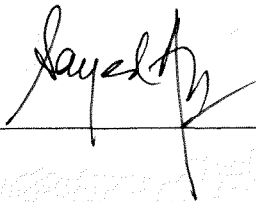
### Political Contributions

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.

<b>To Whom Made:</b> <i>N/A</i>	<b>Amount:</b>	<b>Date of Contribution:</b>

### 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.

<i>N/A</i>		
<b>Signature:</b> 	<b>Title:</b> <i>PRESIDENT</i> <b>Company:</b> <i>CREATIVE HOST SERVICES</i>	<b>Date:</b> <i>07/10/02</i>

<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.