

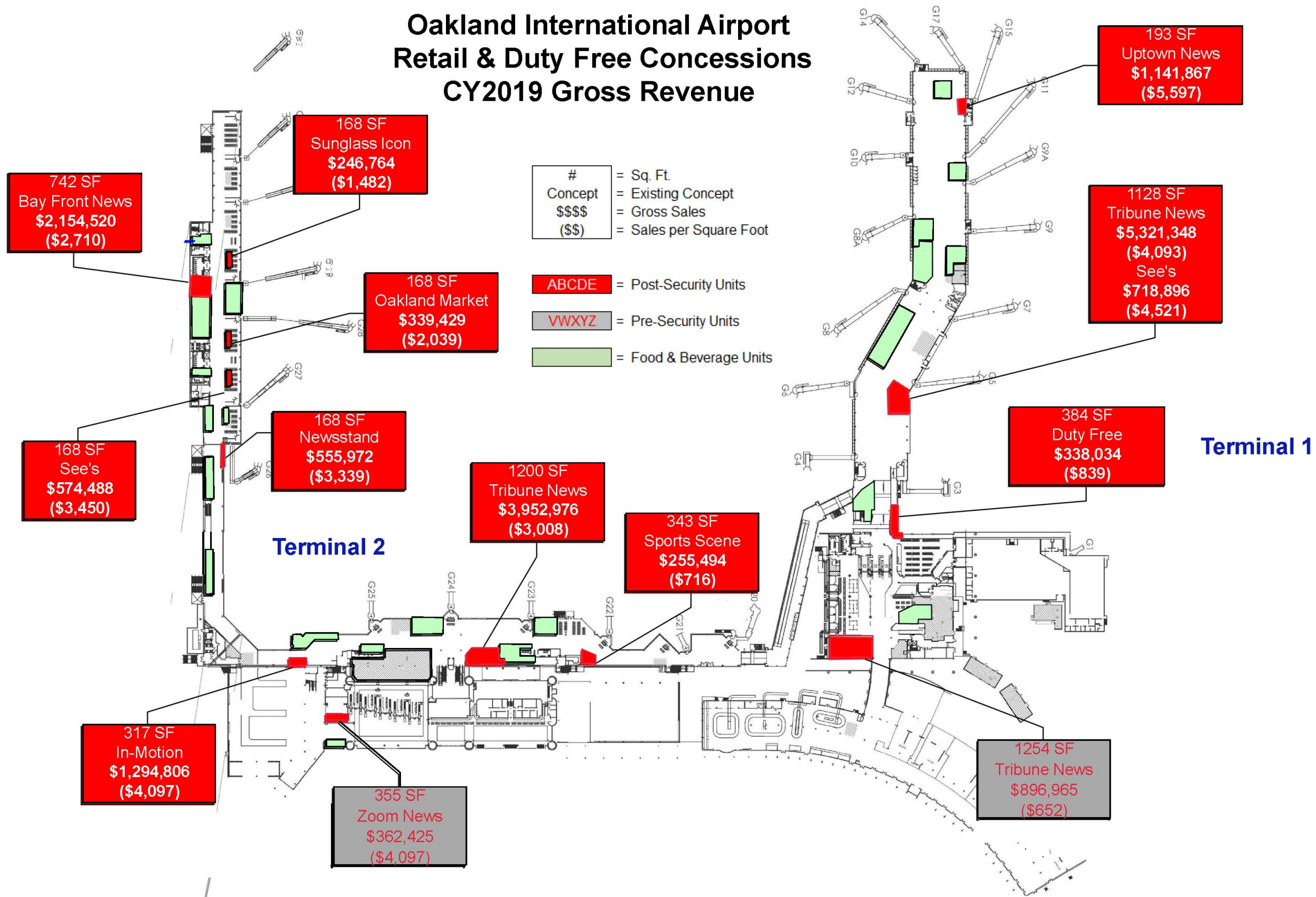
RETAIL & DUTY FREE CONCESSIONS OPPORTUNITY REQUEST FOR PROPOSALS OAKLAND INTERNATIONAL AIRPORT

Retail & Duty Free Concessions @ OAK

Current Program

- *Space/Use Permit* with Hudson Group Operating 14 Units in T1 & T2
 - Seven News & Gift Units
 - Six Specialty Retail Units:
 - See's Candies (2 Units)
 - Sports Scene
 - In Motion (Subtenant)
 - Sunglass Icon and Oakland Market
 - One Duty Free Unit (ACDBE Subtenant)
- Term Expires May 31, 2022 (to be extended to accommodate RFP)

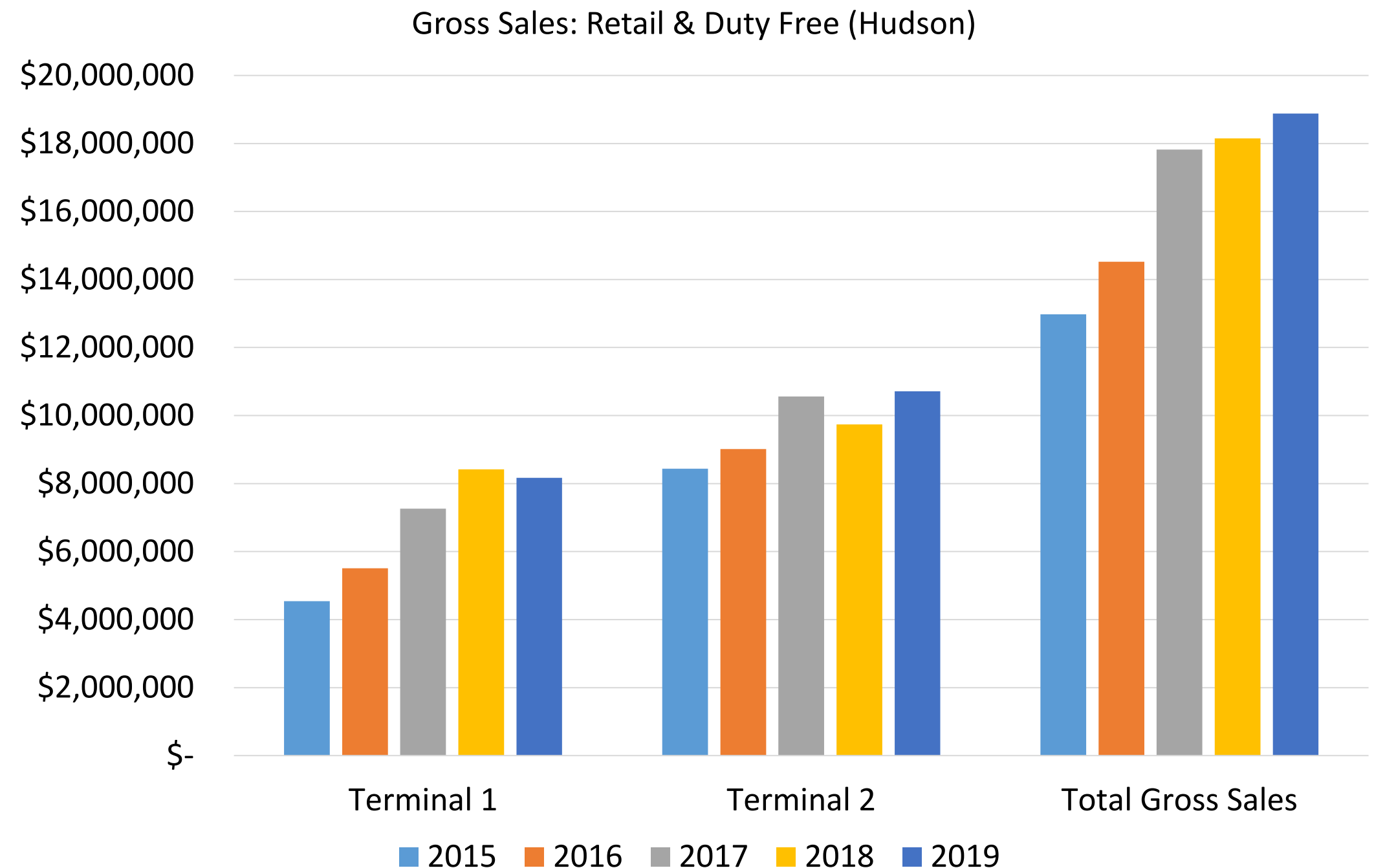
**Oakland International Airport
Retail & Duty Free Concessions
CY2019 Gross Revenue**



Retail & Duty Free Concessions @ OAK

Current Program

CY2019
Gross Sales = \$18.9 Million
Rental = \$2.5 Million (13.2%)



Retail & Duty Free Concessions

What is OAK's definition of "Retail"?

• Reading Materials	• Sundries
• Pre-Packaged Snacks	• Bottled/Canned Beverages
• Local Souvenirs/Gifts/Merchandise	• Electronics
• Pre-Packaged Sandwiches	• Freshly Brewed Coffee & Teas (What about "Branded"?)

Retail & Duty Free Concessions RFP

Release Date: February 1, 2022

Available RFP Units: One Pre-Security plus Six Post-Security Units (see map)

Effective Date: October 1, 2022 (Approximate, after Board Award)

Term: Through September 30, 2034 (Fixed Date)

Rent: Simplified Structure with No “Tiers/Steps”

News & Convenience: 15%

Duty Free: 16%

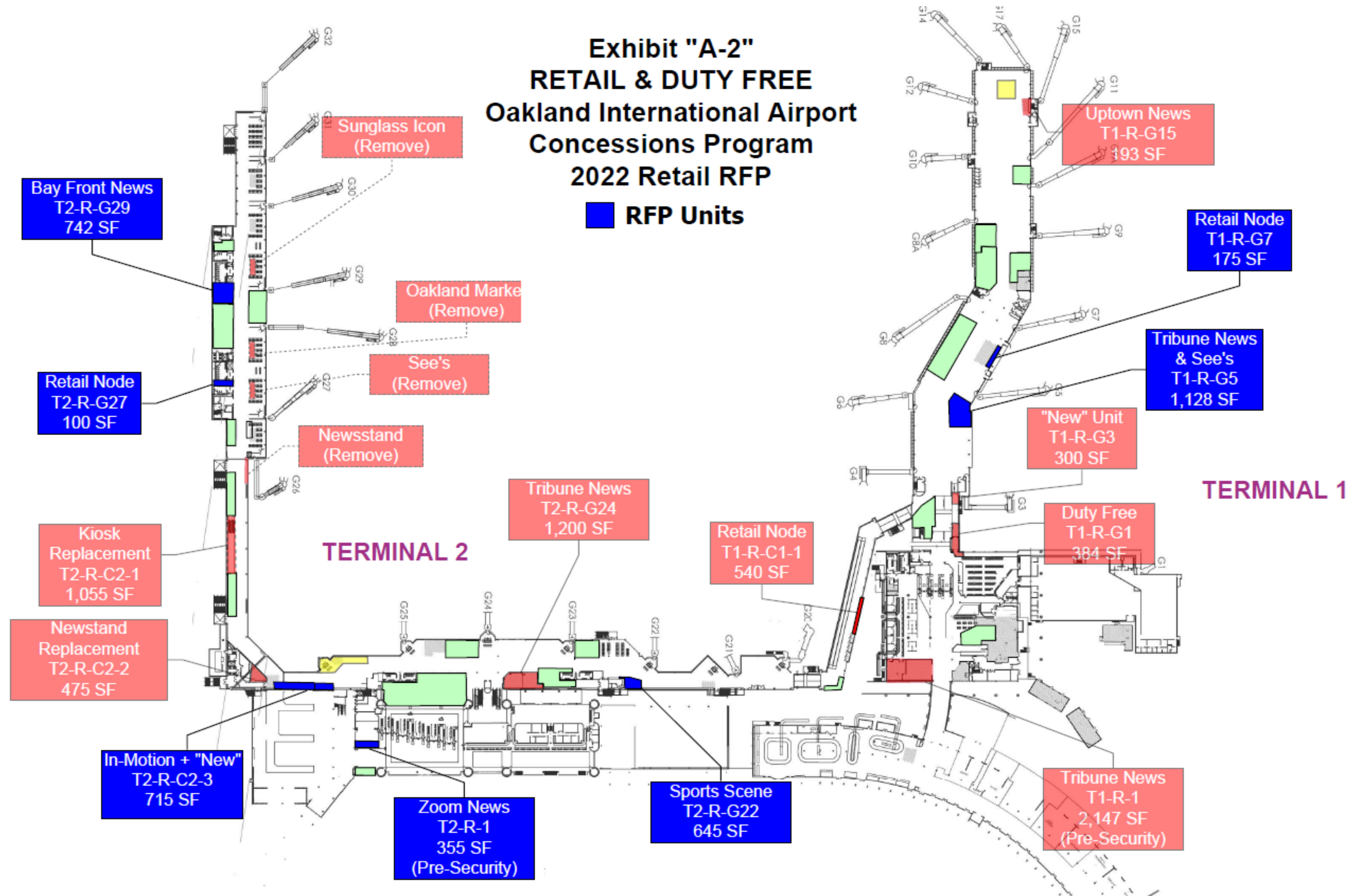
Specialty Retail: 13%

Minimum Annual Guarantee: Defined for Each Unit
(Total = \$1,086,000)

No Alternative Rent Structure Will Be Considered

Exhibit "A-2"
RETAIL & DUTY FREE
Oakland International Airport
Concessions Program
2022 Retail RFP

RFP Units



2022 Retail & Duty Free Concessions RFP

Capital Investment:

Minimum \$500 Per Square Foot

Street Pricing:

Street + 10%

Benefits Fee:

3% Initially, then 5% Upon Each New Unit Opening

Local Concepts:

Expectation that Concessionaires will partner with Local Businesses through Store-within-Store to create “Sense of Place”

Labor & Employment:

- Labor Peace Rule
- ACDBE Program
- Living Wage Policy
- MAPLA (Project Labor Agreement)
- First Source & Fair Chance Hiring

2022 Retail & Duty Free Concessions RFP

Minimum Qualifications: 3 Airports within the Last 5 Years; \$5 Million in Gross Sales

Evaluation Criteria: Similar to F&B Concessions Scoring Matrix

- Proposed Concepts (Including “Local”).... 0 – 30 points
- Design & Quality of TIs..... 0 – 25
- Mgmt, Marketing & Ops Plans..... 0 – 25
- Experience..... 0 – 10
- Business Plan..... 0 – 10

2022 Retail & Duty Free Concessions RFP

Activity	Date	Activity	Date
Retail & Duty Free RFP Issued	February 1, 2022	Term Commences	October 1, 2022
Pre-Proposal Meeting	February 23, 2022	Design and Construction Documents Internal Review & Permitting	January 2023 through June 2023
Proposals Due to Port	June 24, 2022	Construction Commencement	October 1, 2023
Respondent Interviews	May 2022	First Unit(s) Open	February 1, 2024
Committee Recommendation	July 2022	Last Unit Opens	May 1, 2024
Board Meeting: First Reading	September 15, 2022	Mid-Term Refurbishments Begin	August 2028
Board Meeting: 2nd Reading & Award Contracts	September 29, 2022	Completion of Mid-Term Refurbishments	October 2028
		Expiration Date of Contract	September 30, 2034