

ORDINANCE

APPROVING A PRIME FOOD AND BEVERAGE CONCESSION AGREEMENT WITH HOST TRUE FLAVORS SAT FB, LLC FOR NINE CONCEPTS IN 11,836 SQUARE FEET AND A PRIME RETAIL CONCESSION AGREEMENT WITH PARADIES LAGARDÈRE @ SAT 2024, LLC FOR SEVEN CONCEPTS AND VENDING MACHINES IN 8,217 SQUARE FEET IN LOCATIONS THROUGHOUT TERMINAL A AND TERMINAL B AT SAN ANTONIO INTERNATIONAL AIRPORT.

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WHEREAS, on October 27, 2023, the City issued a Request for Proposals for the "Food & Beverage Concession Prime Concessionaires and Retail Concession Prime Concessionaire for San Antonio International Airport" for two food and beverage packages and one retail package, with a submission deadline of March 8, 2024; and

WHEREAS, City received three responses for Food & Beverage Package 1, three responses for Food & Beverage Package 2, and two responses for Retail Package 3, all of which were deemed responsive; and

WHEREAS, an evaluation committee consisting of representatives from the Aviation Department, the City Manager's Office, the Airport Advisory Commission and the Airport System Development Committee evaluated all proposals; and

WHEREAS, the committee evaluated the three proposals received for each of the two Food and Beverage packages on May 3, 2024, and after initial scoring recommended interviewing the top two highest-ranked firms within each package; and

WHEREAS, the evaluation committee reconvened for interviews for the two Food and Beverage Packages on June 7, 2024, and recommends that Package 2 be awarded to Host True Flavors and decided not to award package 1 and recommends it be resolicited; and

WHEREAS, the evaluation committee met for an initial evaluation to discuss and score the three proposals received for the Retail package on June 21, 2024, and recommend interviewing all three firms; and

WHEREAS, the evaluation committee reconvened for interviews for the Retail Package on August 16, 2024, and recommends that the Retail package be awarded to Paradies Lagardère; and

WHEREAS, the Food and Beverage Concession Agreement with Host True Flavors has a minimum annual guarantee of \$2,004,452.00 for the first contract year and \$24.8 million over the term of the contract; and

WHEREAS, the Retail Concession Agreement with Paradies Lagardère has a minimum annual guarantee of \$2,671,178.00 for the first contract year, and \$29.6 million over the term of the contract; and

WHEREAS, this Ordinance authorizes a Food and Beverage Concession Agreement with Host True Flavors and a Retail Concession Agreement with Paradies Lagardère San Antonio International Airport; **NOW THEREFORE:**

BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:

SECTION 1. The City Manager or designee is authorized to execute a Food and Beverage Concession Agreement with Host True Flavors SAT FB, and a Retail Concession Agreement with Paradies Lagardère @ SAT 2024, at the San Antonio International Airport, copies of which are set out in **Exhibit 1**.

SECTION 2. Funds received for this ordinance will be deposited in Fund 51001000, Internal Order 233000000166 and General Ledger Account 4405923.

SECTION 23 Funds received for this ordinance will be deposited in Fund 51001000, Internal Order 233000000167 and General Ledger Account 4405923.

SECTION 4. The financial allocations in this Ordinance are subject to approval by the Deputy Chief Financial Officer, City of San Antonio. The Deputy Chief Financial Officer may, subject to concurrence by the City Manager or the City Manager's designee, correct allocations to specific Cost Centers, WBS Elements, Internal Orders, General Ledger Accounts, and Fund Numbers as necessary to carry out the purpose of this Ordinance.

SECTION 5. This Ordinance is effective immediately upon the receipt of eight affirmative votes; otherwise, it is effective ten days after passage.

PASSED and APPROVED this 21st day of November 2024.

MAYOR
Ron Nirenberg

ATTEST:

APPROVED AS TO FORM:

Debbie Racca-Sittre, City Clerk

Andrew Segovia, City Attorney