

**SAN ANTONIO INTERNATIONAL AIRPORT  
FOOD & BEVERAGE CONCESSION AGREEMENT**

**Between**

CITY OF SAN ANTONIO

**And**

PARADIES LAGARDERE @ SAT, LLC.

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# **SAN ANTONIO INTERNATIONAL AIRPORT FOOD & BEVERAGE CONCESSION AGREEMENT**

THIS FOOD & BEVERAGE CONCESSION AGREEMENT ("Agreement") is made and entered into on \_\_\_\_\_, 2022, by and between the **CITY OF SAN ANTONIO** ("City"), a Texas home-rule municipality, acting by and through its City Manager, pursuant to Ordinance No. \_\_\_\_\_, passed and approved by the San Antonio City Council and **PARADIES LAGARDERE @ SAT, LLC**, a Texas limited liability company ("Concessionaire"), acting by and through its authorized officers.

For good and valuable consideration, the City, does hereby lease unto Concessionaire, and Concessionaire hereby leases from the City, the location identified herein ("Premises") which are located in Terminal B ("Terminal") at San Antonio International Airport. **Exhibit A1** is a general site plan of the Airport including the locations of the Terminals.

## **ARTICLE I. DEFINITIONS**

The terms used in this Agreement shall have the meanings indicated in this Article I Definitions unless the context clearly indicates otherwise. Words used in this Agreement in the present tense include the future as well as the present. Words used in the masculine gender include the feminine and neuter. The singular number includes the plural and the plural includes the singular. The word "person" means a business or corporation as well as a natural person.

**"Additional Rent"** means all costs and expenses that Concessionaire assumes or is obligated to pay to City under this Agreement in addition to Rents, including, but not limited to, waste removal charges, Food Court charges, logistics charges, marketing fees, and storage fees

**"Affiliate"** means any corporation or other entity which directly or indirectly controls or is directly or indirectly controlled by or is under common control with Concessionaire; "control" shall mean the possession, directly or indirectly, of the power to direct or cause the direction of the management and policies of such entity, whether through the ownership of voting securities or by contract or otherwise.

**"Airport"** means San Antonio International Airport.

**"Annual Statement"** is defined in **Section 4.02(c)**.

**"Aviation Director"** or **"Director"** means the Director of Airports of the City of San Antonio.

**"BPA Process"** means the City's Building Permit Application process.

**“Commencement Date”** means the date that City executes this Agreement.

**“Concourse”** means the area of a Terminal which provides passengers access to the planes.

**“Contractual Charges”** are charges for violation of various lease requirements as further described in **Section 3.05** hereof.

**“Day”** means calendar day of twenty-four (24) hours measured from midnight to the next midnight.

**“Delivery of Premises Date”** means the date(s) on which the City delivers each location of the Premises set out in **Section 2.01**, subject of this Agreement, to Concessionaire.

**“FAA”** means the Federal Aviation Administration.

**“Fixed Improvements”** means any addition, alteration, annexation or improvement which shall become affixed to the Premises which cannot be removed, modified or changed without damage to, or destruction of, either itself or any portion of the Premises.

**“Floor Area”** means, with respect to any leasable area of the Premises, the aggregate number of square feet of floor space of all floor levels therein, which shall be measured: (i) with respect to the front and rear width thereof, from the exterior face of the adjacent exterior or corridor wall, or if none, to the center of the demising partition, and (ii) with respect to the depth thereof, from the front of the lease line as shown on **Exhibit A2** to the exterior face of the exterior wall, or corridor wall, or if none, to the center of the demising partition. No deduction or exclusion from Floor Area shall be made by reason of columns, ducts, stairs, elevators, escalators, shafts or other interior construction or equipment.

**“Food Court(s)”** means a non-exclusive, common public seating area, developed by City or its contractors and not by Concessionaire, for customers of food & beverage concession facilities and for the traveling public.

**“Force Majeure”** is defined in **Section 25.04**.

**“Gross Receipts”** is defined in **Section 3.02(c)**.

**“Kiosk”** means a small stand-alone shop or vending machine located within the terminal holdroom are as further defined in **Section 2.01**.

**“Lease Year”** means any successive twelve (12) month period from October 1<sup>st</sup> through the following September 30<sup>th</sup>. The initial Lease Year shall commence on the first October 1<sup>st</sup> following the Rental Commencement Date.



**“Leased Premises”** shall have the same meaning as “Premises”.

**“Minimum Annual Guaranteed Rent” “MAG”** means guaranteed Rent as more fully defined in **Section 3.01**.

**“Operating Equipment”** means any removable trade furniture, furnishings, equipment and fixtures that are fabricated, furnished and installed by Concessionaire and used in its operations in the Premises, but does not include Fixed Improvements nor any displays, advertising materials or decorations that are of a seasonal or temporary promotional nature.

**“Party” or “Parties”** means City and Concessionaire, as the context so requires.

**“Percentage Rent”** means the Rent for individual locations within the Premises as set out in set out in **Section 3.02**.

**“Permanent Location”** means the space designated for permanent occupancy on **Exhibit A2** from which Concessionaire will operate upon completion of the construction build-out of the Permanent Location as set out in **Section 2.01**. The Permanent Location does not include Kiosk(s).

**“Permitted Use”** means the commercial activities that Concessionaire is authorized to conduct in the Leased Premises, as such activities are described in **Section 8.01**.

**“Premises”** means the premises made available to Concessionaire under this Agreement, including, but not limited to, Permanent Location(s), Temporary Location(s) and Kiosk(s) as set out in **Section 2.01**. Public Areas are excluded from the Premises.

**“Public Areas”** means, to the extent provided by City, all improved interior and exterior areas within the Terminal which are not devoted to the exclusive use by any airline, concessionaire or other occupant occupying space in the Terminal including, without limitation, public transportation loading and unloading facilities, pedestrian walkways and horizontal pedestrian movers, delivery areas, landscaped areas, community rooms, elevators, escalators, stairs and ramps, public restrooms and comfort stations, service areas, service and fire exit corridors, passageways and parking facilities.

**“Rental Commencement Date”** means the earlier of the first day of store opening or kiosk initiating operations on which Concessionaire is under obligation to pay Rents on each location under this Agreement.

**“Rents” and “Rentals”** means the amounts payable by Concessionaire to City including MAG, Percentage Rent, and Additional Rent.

“**SAIA-SSC**” means the San Antonio International Airport Standard Specifications for Construction.

“**Storage**” means a space available for storing product which shall not be used for sales to the public.

“**Subsidiary**” means any corporation or other entity not less than fifty percent (50%) of whose outstanding stock (or other form of equity ownership) shall, at the time, be owned directly or indirectly by Concessionaire or the entity owning directly or indirectly 50% or more of Concessionaire, as applicable.

“**Temporary Location**” means the space designated for temporary occupancy in **Exhibit A2** from which Concessionaire is operating under this Agreement until such time as the Permanent Location is open to the public, as further defined in **Section 2.01**. Temporary Location(s) does not include Kiosk(s).

“**Term**” is defined in **Section 2.03**.

“**Terminal**” means Terminal B of the Airport.

“**Transition Period**” means the period of time between the Delivery of Premises Date and the beginning of the first Lease Year.

“**Transition Rent**” means Rent assessed on premises operated by the concessionaire for the duration of the Transition Period as further defined in **Section 3.01**. Transition Rent shall include Percentage Rent for Kiosks and Temporary Locations, MAG as applicable, and Additional Rents.

“**TSA**” means the Transportation Security Administration.

## **ARTICLE II. PREMISES, GRANT AND TERM**

### **Section 2.01 PREMISES.**

The Premises, containing approximately 1,469 square feet of Floor Area as shown on **Exhibit A2** (“**Premises**”), are comprised of the locations set out in the table below which may be reconfigured during the term of this Agreement. Concessionaire shall operate its business in the Premises under the names specifically set forth below (“**Trade Name**”) and shall not change the advertised name or character of the business operated in the Premises without the prior written approval of the Director, which may be withheld in the City’s absolute discretion.

Concessionaire is authorized to operate, in accordance with **Article VIII Permitted Use**, from the Temporary Location shown on **Exhibit A2** on or within 30 days of the Delivery of Premises Date.

Concessionaire shall cease conducting any business operations from and relinquish any and all possession of the Temporary Location within thirty (30) days of the date that Concessionaire opens its Permanent Location for business to the public. The Director, at his sole discretion, may allow Concessionaire to continue operating from the Temporary Location for a additional three thirty (30) day period(s) at the sole discretion of the Aviation Director by providing Concessionaire at least thirty (30) days advance written notice of such extension(s).

Location	Type of Premises	Planned Concept	Trade Name	Square Footage
TS202	Permanent	Coffee	Starbucks	864
B1A-036	Storage	Storage Premises	N/A	425
TS208	Temporary	Coffee	Starbucks Kiosk	138
TS209	Kiosks	Coffee	Costa Coffee	42
<b>TOTAL</b>				<b>1,469</b>

## **Section 2.02 CONDITIONS OF GRANT.**

The City has the right to make any modifications to the Airport. Concessionaire acknowledges that the City may change the shape, size, location, number and extent of the improvements generally shown on **Exhibits A1 and A2** and eliminate, add or modify any improvements to any portion of the Terminal and the Airport at any time without Concessionaire's consent. The City shall have the right to locate, install, maintain, use, repair and replace pipes, utility lines, conduits, ducts, flues, refrigerant lines, drains, sprinkler mains and valves, wires and wiring and structural elements leading through the Premises serving the Premises or any other parts of the Terminal.

## **Section 2.03 TERM.**

The Term shall commence upon execution of this Agreement by City and shall terminate at midnight on the last day of the tenth Lease Year, unless sooner terminated in accordance with this Agreement. [e.g. Concessionaire completes its build out according to schedule and opens for business on April 13, 2023. The first Lease Year would commence on October 1, 2023 and the tenth Lease Year would end at midnight on September 30, 2033.]. Notwithstanding the foregoing, the Agreement and all of the terms and obligations contained herein shall be effect as of the Commencement Date.

## **Section 2.04 HOLDING OVER.**

Any holding over after expiration of the Term with the consent of the Director shall be construed to be a tenancy from month to month pursuant to the terms hereof at one-twelfth (1/12th) of the MAG required to be paid by Concessionaire (as established for a Lease Year under **Section 3.01(b)** hereof, together with Percentage Rent and an amount estimated by the City for the monthly Additional Rent payable pursuant hereto, and shall be on the same terms and conditions as herein specified so far as applicable.

Without City waiving any rights, any other holding over shall be construed to be a tenancy from month to month pursuant to the terms hereof at one-twelfth (1/12th) of an amount equal to one hundred fifty percent (150%) the MAG that would otherwise be required, together with Percentage Rent, and an amount estimated by the City for the monthly Additional Rent payable pursuant hereto, and shall be on the same terms and conditions as herein specified so far as applicable. In the event of such hostile holdover, City shall be entitled to reenter the Premises at any time in order to retake possession of the same. Concessionaire shall indemnify, defend and hold harmless the City from and against any and all loss, claims, demands, liabilities, damages, costs and/or expenses (including, without limitation, attorneys' fees and expenses) resulting from any failure by Concessionaire to surrender the Premises in the manner and condition required by this Agreement upon the expiration of the Term or earlier termination of this Agreement, including, without limitation, any claims made by any proposed new concessionaire founded upon such failure.

#### **Section 2.05 LATE OPENING.**

Except as otherwise provided in **Section 25.04**, if Concessionaire fails to open for business in each of the location Premises by the dates identified in **Exhibit B, Construction Schedule**, and such failure shall be due to the fault of Concessionaire including, but not limited to, obtaining approval from the Director of the Concessionaire's plans to construct the Premises and obtaining any permits or certificates from the City, then the Parties agree that it is and will be impracticable to determine the actual damages suffered by the City. The schedule in **Exhibit B** shall be adjusted for delays caused by City for: (a) City's failure to timely approve or provide comments to Concessionaire's plans within fourteen (14) days after submittal by Concessionaire; provided, however, such plans strictly meet the requirements set forth in this Agreement and the construction requirements referred to herein; or (b) City's failure to timely deliver the Premises. The Parties have agreed that in order to compensate the City for its loss resulting from Concessionaire's late opening, Concessionaire shall pay a late opening fine at the rate of \$1,500.00 per day until the location opens. This remedy shall be in addition to any other remedies available to the City in the event of such failure to open by Concessionaire.

In the event that Concessionaire fails to open a store in accordance with **Exhibit B** due to delay(s) by City of the type described in the preceding paragraph, or for such other reason as the Parties may mutually agree to in writing, the Director may, in his sole discretion, adjust the commencement of Location MAGs and/or the overall MAG to effectuate an equitable adjustment to the commencement of any rent and the beginning of the first Lease Year. Such adjustments, if any, shall be made in writing and by the issuance of a revised **Exhibit B**.

### **ARTICLE III. RENTAL**

From and after the Rental Commencement Date, but prior to the first Lease Year, Concessionaire shall pay to the City the greater of the Minimum Annual Guaranteed Rent (MAG) or Percentage Rent. Concessionaire shall also pay Additional Rent and other charges set forth herein.

Concessionaire's obligation to pay Transition Rent prior to the first Lease Year shall commence upon initiation of Concessionaire's operation within the Terminal pursuant to this Agreement. Any occupancy of the Premises by Concessionaire following the Commencement Date and prior to the beginning of the first Lease Year shall be subject to all terms and conditions hereof, including payment of Rents.

#### **Section 3.01 MINIMUM ANNUAL GUARANTEED RENT ("MAG")**

(a) The obligation to pay MAG shall initiate the earlier of 1) the date Concessionaire opens its Permanent Location(s), or 2) the construction completion date for such Permanent Location(s) set out in **Exhibit B Construction Schedule**.

From and after the Rental Commencement Date but prior to the first Lease Year and subject to all applicable provisions of this Agreement, Concessionaire shall pay MAG in the total amount of **two hundred ninety thousand and 00/100 U.S. dollars (\$290,000)** annually. Concessionaire shall pay such MAG in equal consecutive monthly installments in advance on or before the first day of each month, without prior demand or notice. Should any Lease Year contain less than 12 calendar months, the MAG shall be prorated in a manner determined by Director in accordance with customary business practices.

<b>LOCATION</b>	<b>CONCEPT</b>	<b>LOCATION MAG (\$)</b>
TB202	Starbucks	\$290,000
TS-208	Temporary Starbucks	\$0
TS-209	Costa Coffee Kiosks	\$0
<b>TOTAL MAG</b>		<b>\$290,000</b>

(b) The MAG for the second Lease Year and each succeeding Lease Year shall be calculated by multiplying 85% by the total amount of concession fees (consisting of MAG and Percentage Rent) due from Concessionaire to the City in the immediately preceding twelve-month period and be provided to Concessionaire within 30 days prior to the beginning of the succeeding Lease Year. For example, the Lease Year begins in October, in order to provide the MAG to the Concessionaire in September, the MAG would be based on the Rents due, excluding Additional Rents, for the sales during the prior twelve month period from August 1st through July 31st. However, because the Lease Year began in October, there were no reported sales in August and September before the Lease Year began. Therefore, the 10 months (October through July) of payments to the City would

be annualized pursuant to the following calculation in order to determine the second Lease Year MAG:

$(\text{Payments to City for October 1 through July 31} \div 10) \times 12 \times 85\% = \text{second Lease Year MAG.}$

In no event, however, shall the MAG for any Lease Year be less than 100% of the MAG for the first Lease Year, except as provided in **Section 3.01(c)** below.

(c) So long as Concessionaire is in good standing and not in breach of this Agreement, the MAG shall abate on a monthly basis if, through no fault of Concessionaire, the following two events occur:

- (i) For three consecutive months the number of enplanements fall below seventy-five percent (75%) of the number of monthly enplanements as compared to the same month of the prior Fiscal Year (Abatement Triggering Event), and
- (ii) Concessionaire's gross sales do not trigger the payment of Percentage Rent during the period of the enplanements decrease.

Once the Abatement Triggering Event has occurred, the MAG shall be abated effective as of the first day of the first of the three consecutive months for which the enplanements decreased. (By example, if the number of enplanements fall below seventy-five percent (75%) of the number of monthly enplanements as compared to the same months of the prior Fiscal Year for the months of March, April, and May, the MAG will be abated as of March 1<sup>st</sup>). Percentage Rents shall never abate.

During any period of the abatement, Concessionaire will pay to the City the Percentage Rents in lieu of the MAG as well as all other applicable sums set forth in this Agreement.

The MAG shall be reinstated when for three consecutive months the number of enplanements equal to or exceed seventy-five percent (75%) of the number of enplanements as compared to the same months of the prior Fiscal Year (Reinstatement Triggering Event). Once the Reinstatement Triggering Event has occurred, the MAG shall be reinstated effective as of the first day of the first of the three consecutive months for which the enplanements equaled or exceeded 75% of the enplanements compared to the prior year numbers. (By example, if an Abatement Triggering Event occurred in early 2020 and subsequently in June, July, and August of 2020 the number of enplanements equal or exceed seventy-five percent (75%) of the number of monthly enplanements as compared to the prior Fiscal Year, the MAG will be reinstated as of June 1, 2020)

### **Section 3.02 PERCENTAGE RENT.**

(a) In addition to the MAG, Additional Rent and other charges set forth herein, after opening of one or more locations, Concessionaire shall pay to the City Percentage Rent. Percentage Rent is a set percentage (the Percentage Rent Rate) of the total of Gross Revenues for all Premises that

exceed the annual total MAG. The Percentage Rent shall be calculated on a monthly basis with an annual reconciliation as set out in **Section 3.02(b)**. For those months within a particular Lease Year in which the cumulative Gross Sales for all Premises exceed total of monthly installment of total MAG, Concessionaire shall pay to City Percentage Rent calculated as a percentage of the Gross Revenues for all Premises that exceed the cumulative monthly installment of total MAG and Percentage Rent paid to date for that Lease Year. The Percentage Rent shall be equal to the product of the Percentage Rent Rate times Concessionaire's year-to-date Gross Receipts (as defined below in Section 3.02 (c) ) minus the sum of the year-to-date MAG amount and percentage rent paid year-to-date as set forth below [*Percentage Rent = (Percentage Rent Rate X year-to-date Gross Receipts) –(year-to-date MAG + Percentage Rent paid year-to-date)*]. For any month of the Term for which no MAG is in effect, Percentage Rent shall be calculated by applying the Percentage fee rate to the cumulative Gross Sales. Concessionaire shall pay Percentage Rent, if any, to the City monthly without prior notice or demand within 15 days after the expiration of each calendar month. Percentage Rent shall apply at all times during the term of this Agreement.

Product Category	Percentage Fee Rate
Food/ Non-Alcoholic Beverages/Retail	<p>9% on annual Gross Receipts up to \$2,000,000; and, 11% on annual Gross Receipts between \$2,000,000 and \$3,000,000; and, 13% on annual Gross Receipts over \$3,000,000</p>

(b) If, at the end of any Lease Year, the total amount of monthly installments of MAG and Percentage Rent paid for such Lease Year are less than the total amount of annual MAG and Percentage Rent required to be paid for such Lease Year, Concessionaire shall pay the amount of such deficiency on or before the time Concessionaire submits its Annual Statement. If, at the end of any Lease Year, the total amount of monthly installments of MAG and Percentage Rent paid based on Gross Receipts for such Lease Year exceeds the total amount of annual MAG and Percentage Rent required to be paid for such Lease Year, as indicated in Concessionaire's Annual Statement, Concessionaire shall receive a credit equivalent to such excess, which shall be credited by the City to the next monthly payment(s) of Percentage Rent and/or MAG due from Concessionaire to the City hereunder. If at the end of the final Lease Year the total amount of Percentage Rent paid by Concessionaire exceeds the total amount of annual Percentage Rent required to be paid by Concessionaire for such final Lease Year (calculated in the same manner provided hereinabove for non-final Lease Years), such excess shall be refunded to Concessionaire within 120 days after 1) Concessionaire has vacated the Premises at the conclusion of this Agreement, 2) the Premises are in the condition required by this Agreement, 3) Concessionaire has met all obligation under this Agreement to include submission of an Annual Report and Independent Audit Report, and 4) and any other sums due the City from Concessionaire under this Agreement have been paid in full or the City shall be entitled to deduct such remaining sums due from any such excess.

(c) "Gross Receipts" means and includes all monies paid or payable to Concessionaire, whether for cash, credit or otherwise, for sales made and services rendered at or from the Premises regardless of when or where the order therefor is received and outside the Premises if the order is received at the Premises and other revenues of any type arising out of or in connection with Concessionaire's operations at the Premises, including, without limitation: mail, catalogue, closed circuit television, computer, other electronic or telephone orders; all deposits not refunded to or otherwise forfeited by customers; orders taken, although said orders may be filled elsewhere; the entire amount of the actual sales price and all other receipts for sales and services rendered; all insurance proceeds received due to loss of gross earnings paid under Concessionaire's business interruption insurance policy because of business interruptions; retail display allowances or other promotional incentives received from vendors and suppliers, etc.; and the spread earned on any exchange or foreign currency transaction whether for an exchange service or for merchandise, products and/or services. A "sale" shall be deemed to have been consummated for purposes hereof, and the entire amount of the sales price shall be included in Gross Receipts and deemed received at the time of determination of the amount due for each transaction, whether for cash, credit or otherwise, and not at the time of billing or payment. Losses from "bad" checks or credit card fee transactions are Concessionaire's sole responsibility and shall not be excluded from Gross Receipts. Gross Receipts shall include all such sales, revenues or receipts generated by Concessionaire's subtenants or anyone else conducting business pursuant to an arrangement with Concessionaire within the Premises.

Gross Receipts shall not include: (i) any amounts collected for any federal, state, county and municipal sales taxes, so-called luxury taxes, use taxes, consumer excise taxes, gross receipts taxes and other similar taxes now or hereafter imposed by law upon the sale of merchandise and products or services but only if separately stated from the sales price and only to the extent paid by Concessionaire to any duly constituted governmental/taxing authority; (ii) similar taxes as those listed in (i) that are not separately stated from the sales price because it is prohibited by law to do so, such as the mixed beverage tax, but only to the extent paid by Concessionaire to the applicable taxing authority; (iii) the portion of the sales price for all merchandise and products returned by customers and accepted for credit to the extent of the credit actually given to the customer as well as rebates, exchanges or allowances made to customers; (iv) shipping and delivery charges if there is no profit to Concessionaire and such charges are merely an accommodation to customers; (v) sale of trade fixtures, equipment or property which are not stock in trade and not in the ordinary course of business; (vi) receipts in the form of refunds from or the value of merchandise and products; services, supplies or equipment returned to vendors, shippers, suppliers or manufacturers including volume discounts received from vendors, suppliers or manufacturers; (vii) customary discounts given by Concessionaire on sales of merchandise and products or services to Concessionaire's employees, if separately stated, and limited in amount to not more than 1% of Concessionaire's Gross Receipts per lease month; (viii) gratuities for services performed by employees of Concessionaire which are paid by Concessionaire's customers to such employees; (ix) exchange of merchandise and products between stores or warehouses owned by or affiliated with Concessionaire (where such exchange is made solely for the convenient operation of the



business of Concessionaire and not for purposes of consummating a sale which has theretofore been made in or from the Premises and/or for the purpose of depriving the City of the benefit of a sale which otherwise would be made in or from the Premises); (x) proceeds from the sale of gift certificates or like vouchers until such time as the gift certificates or like vouchers have been treated as a sale pursuant to Concessionaire's recordkeeping system or have been recognized as income; (xi) the sale or transfer in bulk of the inventory of Concessionaire to a purchaser of all or substantially all of Concessionaire's assets in a transaction not in the ordinary course of Concessionaire's business; (xii) except with respect to proceeds received for business interruptions paid on a gross earnings business interruption insurance policy as provided in the definition of Gross Receipts, receipts from all other insurance proceeds received by Concessionaire as a result of a loss or casualty, and (xiii) unless otherwise agreed by Director, sales reported by Concessionaire under another Lease with the City.

(d) Percentage Rent is agreed to be a portion of the consideration for the City to enter into this Agreement and the City expects to supplement MAG and Additional Rent to provide a fair rental return. If Concessionaire fails to continuously operate its business, keep the required hours or vacates the Premises prior to the expiration of the Term, the City will suffer damages not readily ascertainable. The City shall have the right to treat any of such events as a material default and breach by Concessionaire and the City shall be entitled to all remedies provided hereunder or at law.

(e) In the event that the MAG or Location MAG is abated or reduced to \$0.00, Percentage Rent and Additional Rent, including but not limited to Storage rent, shall still apply.

### **Section 3.03 ADDITIONAL RENT.**

In addition to MAG and Percentage Rent hereunder, Concessionaire shall pay, as Additional Rent (whether or not so designated herein), in a manner and at the place provided herein, all sums of money required to be paid by Concessionaire hereunder, including but not limited to: rent for the Trash Removal Charges, Logistics Charges, Food Court Maintenance Charges (if any), contributions to the Concessions Marketing Fund, utility charges (if any), and Storage Premises, if any, identified in this document. If such amounts or charges are not paid at the time and in the manner as provided herein, they shall nevertheless be collectible as Additional Rent with the next installment of MAG thereafter falling due, but nothing herein shall be deemed to suspend or delay the payment of any amount of money or charge at the time the same becomes due and payable hereunder or to limit any other remedy of the City. All amounts of MAG, Percentage Rent and Additional Rent (collectively "Rentals") payable in a given month shall be deemed to comprise a single rental obligation of Concessionaire to the City.

(a) Trash Removal. Concessionaire, at its sole expense, shall at all times keep the Premises orderly, neat, safe, clean and free from rubbish and dirt, and shall store all trash, garbage and other waste within the Premises or in such areas as may be designated by the Director for such storage and shall properly dispose of the same in accordance with the City's requirements. Concessionaire

shall pay its proportionate share of the cost and expense incurred by the City to provide trash removal services for all of the concession operators in the Airport as provided in **Section 9.03**.

(b) Logistics Charge. At the time of execution of the Agreement, City will not have a Logistics Charge and such will not be assessed to Concessionaire prior to opening of the Premises to the public. However, City intends to institute a Logistics Charge during the Term of this Agreement. Upon City's institution of a Logistics Charge, Concessionaire shall pay its proportionate share of the Logistics Charges as provided in **Section 9.04**.

(c) Food Court Charge. From and after opening the Permanent Premises to the public, if the Premises are located within or reasonably adjacent to a food court within the Terminal, Concessionaire shall pay its proportionate share of the Food Court Maintenance Charge as provided in **Section 9.05**, which shall be charged on the basis of each square foot of Floor Area in the Permanent Premises on an annual basis, payable in equal monthly installments, subject to adjustment.

(d) Marketing Fees. Concessionaire shall pay marketing fees in the amount of one-half of one percent (0.5%) of Concessionaire's Gross Receipts per month, payable monthly, subject to adjustment as described in **Section 3.12**.

(e) Storage Premises. Concessionaire shall pay to City rental as Additional Rental the amount indicated in the table below for the use and occupancy of the storage space included in the Leased Premises at the times and in the manner hereinafter provided. The rental for the Storage shall be calculated on an annual basis and shall be paid by Concessionaire to City in advance without invoicing, notice or demand, in equal monthly installments on or before the first day of each calendar month beginning on the Commencement Date, and continuing throughout the remainder of the term of this Agreement.

<b>Leased Premises</b>	<b>Sq. Ft.</b>	<b>Annual Rate Per Sq. Ft.</b>	<b>6 month Rental</b>	<b><u>Monthly Rental</u></b>
Storage (Room TB1A-036)	425	\$130.79	\$27,792.88	\$4,632.15

The Storage area (Room TB1A-036 comprised of 425 square feet) may be removed, reduced or added, without City Council approval, from this Agreement upon 30 days written notice by either party. The walk-in cooler and freezer located in the storage area shall remain at all times, property of the City. Sole responsibility for maintenance and repair of same shall remain with Concessionaire as long as the area in which they are contained remains a part of the Premises.

All of the terms, provisions and conditions of Concessionaire's use and occupancy of the Premises set forth herein shall apply fully to Concessionaire's use and occupancy of the Storage Premises

and for all purposes of this Agreement, the Premises shall be deemed to include the Storage Premises. The City has the right at any time, in its reasonable discretion, to designate alternative Storage Premises. In the event of the relocation of the Storage Premises, Concessionaire shall be solely responsible for all moving and other costs related thereto. Additional Rent for the Storage Premises shall be payable in equal consecutive monthly installments in advance on or before the first day each month, without prior demand or notice. If delivery occurs on a date other than the first day of a month, the Additional Rent for the Storage Premises shall be prorated on a daily basis for any such partial month.

(e) Utility Charges. Upon connection of utilities to the Premises and City's demand, Concessionaire shall pay its proportionate share of utilities in accordance with **Article 13**.

#### **Section 3.04 MISCELLANEOUS CHARGES.**

The following charges shall be collectively referred to as "Miscellaneous Charges":

(a) Employee Parking. The City, while providing parking facilities at the Airport to Concessionaire's employees in common with employees of other concessionaires and users of the Airport, retains the right to institute a reasonable charge for the privilege of using these parking facilities. Such charges shall be evidenced by an invoice from the City and shall be promptly paid to the City, with payment directly at the office of the Aviation Director at the Airport at such intervals as shall be demanded by the City from time to time.

(b) Identification Security Badges. All persons employed at the Airport, including Concessionaire's employees, are required to obtain identification security badges from the City and the City reserves the right to institute a reasonable charge for the issuance and replacement of these identification security badges. Such charges shall be evidenced by an invoice from the City and shall be promptly paid to the City, with payment directly at the office of the Aviation Director at the Airport at such intervals as shall be demanded by the City from time to time.

(c) Maintenance and Repairs Performed by the City. If the City is required to perform any emergency and other routine maintenance and repairs to the Premises as provided in **Section 11.03**, the cost of all labor and materials required to complete the work will be paid by Concessionaire to the City within ten (10) days following written demand from the Director for said reimbursement payment at the City's standard rates then in effect plus any overhead which may be reasonably determined by the Director. Such charges shall be evidenced by an invoice from the City and shall be promptly paid to the City, with payment directly at the office of the Aviation Director at the Airport at such intervals as shall be demanded by the City from time to time.

#### **Section 3.05 OTHER CONTRACTUAL CHARGES.**

Concessionaire shall pay the following charges (collectively "Contractual Charges") for violation of various lease requirements set out in the referenced sections below. Acceptance of payment for contractual charges shall not constitute a waiver by City to pursue other contractual or legal remedies:

Section	Violation	Amount of fee
4.02(f)	Late Monthly Statements	\$100.00 per late statement per month until submitted.
4.02(g)	Late Annual Audit	\$100.00 per month until submitted
6.02	Late submission of lien waivers, lien releases, certificates of occupancy, as-built drawings, statement of construction costs	\$500.00 per month, or fraction thereof, until all documents are submitted.
8.01	Failure to remove objectionable item from display, service or sale	\$50.00 per day until item is removed.
8.02 (f)	Failure to operate during required hours	\$500.00 per day for each violation.
8.02 (q)	Failure to comply with the provisions of 8.02	\$150.00 per day until compliant.

### **Section 3.06 PAYMENTS.**

All Rents, fees, and charges shall be paid by Concessionaire by check payable to the City of San Antonio, which shall be delivered or mailed, postage prepaid to the address in this section or to such other address as may be designated in writing by Director.

City of San Antonio  
c/o Frost National Bank,  
P.O. Box 1958  
San Antonio, TX 78297-1958

Payments may also be made by Automatic Clearing House (ACH) transfer, or other alternative means, if agreed to, in writing, by all Parties.

### **Section 3.07 TIME OF PAYMENT.**

The following sets forth the time of Concessionaire payments of Rentals, fees, and charges to City which shall all be paid without deduction or setoff:

(a) The MAG and Additional Rent as applicable but excluding Marketing Fees shall be due and payable, without deduction or setoff, in monthly installments in advance on or before the first day of each month.

(b) Percentage Rent and Marketing Fees for each month of operations shall be due and payable without deduction or setoff by the fifteenth (15<sup>th</sup>) day of the month for the prior month.

(c) Miscellaneous, Contractual, and/or Late Payment Charges shall be paid by Concessionaire within ten (10) days of transmittal of an invoice or other writing by City or in conformance with procedures established by Director.

**Section 3.08 LATE PAYMENT CHARGE.**

If any Rentals, charges, or fees required to be paid to the City hereunder are not made when such Rentals, charges and fees are due, including amounts identified as a result of any audit findings, are delinquent for a period of ten (10) days or more from the date when such payment is due to City, Concessionaire shall pay City late fees thereon, from the date such Rentals, fees, or charges became payable to the date of payment at the rate of one and one-half percent (1.5%) per month; provided, however, that if the maximum rate then provided by law is less than one and one-half percent (1.5%) per month, then the rate shall be such maximum legal rate. City may, but is not obligated to, provide Concessionaire with a written reminder when invoiced Rentals, fees, or charges have not been received within ten (10) days of the due date. The Parties hereto agree that such late payment charge represents a fair estimate of expenses the City will incur by reason of any such late payment. The City's acceptance of partial payments or late payment charges shall not constitute a waiver of Concessionaire's default with respect to Concessionaire's nonpayment nor prevent the City from exercising all other rights and remedies available to the City under this Agreement or at law.

**Section 3.09 CONCESSIONAIRE'S PAYMENT OBLIGATIONS.**

The City may apply any payments received from Concessionaire to any Rentals which are then due. If the City does not make any specific application of a payment received from Concessionaire, then any such payment received shall be applied first to the Rentals which have been overdue for the longest period of time. No designation of any payment by Concessionaire for application to a specific portion of Concessionaire's financial obligations hereunder shall be binding unless otherwise required under the Texas law. Concessionaire covenants to pay all Rentals hereunder independent of any obligation of the City. No breach of this Agreement by the City shall relieve Concessionaire of its obligation and duty to pay all such Rentals when due under the terms hereof. Except as otherwise specifically set forth herein, all Rentals shall be paid by Concessionaire to the City without set-off, deduction, demand, notice or abatement. All payments received by the City shall be credited and be deemed to be on account of the Rental and other charges first then due. No statements or endorsements on any check or any letter accompanying any check or payment of Rental or other charges shall be deemed an accord and satisfaction of any debt or obligation of Concessionaire hereunder. The City reserves the right to accept any check or payment without prejudicing in any way the City's right to recover the balance of any and all Rental and other charges due from Concessionaire after receipt of any such check or payment or to pursue any other remedy provided herein or by law.

**Section 3.10 TITLE TO CITY'S COMPENSATION.**

Immediately upon Concessionaire's receipt of monies from doing business under this Agreement, including the sale of food, beverages, merchandise and/or services that it is authorized to sell under the terms of this Agreement, the percentages of said monies belonging to City shall immediately

vest in and become the property of the City. Concessionaire shall be responsible as trustee for said monies until the same are delivered to City.

### **Section 3.11 PERFORMANCE GUARANTEE.**

Concessionaire shall deliver to the City and shall keep in force throughout the term of this Agreement either an irrevocable standby letter of credit in favor of City drawn upon a bank satisfactory to City or a surety bond payable to City. If a letter of credit is delivered it shall be in the exact form as set forth in **Exhibit C** to this Agreement. If a bond shall be delivered, it shall be issued by a sound indemnity company authorized to do business in Texas. The amount of the irrevocable letter of credit or surety bond to be delivered by Concessionaire to the Director on or before the effective date of the Agreement and shall be in an amount not less than fifty percent (50%) of the MAG for the first Lease Year. For each subsequent Lease Year, the amount of the performance guarantee shall be adjusted so that it all times equals not less than fifty percent (50%) of the MAG then in effect. The City shall retain said performance guarantee for the benefit of the City throughout the Term of this Agreement, and for a period of one hundred and twenty (120) days after the expiration or termination of this Agreement, as security for the faithful performance by Concessionaire of all of the terms, covenants and conditions of this Agreement. If Concessionaire defaults with respect to any provision of this Agreement, including but not limited to the provisions relating to the payment of Rentals, the City may use, apply or retain all or any part of the performance guarantee for the payment of any Rentals or any other sum in default, or for the payment of any loss or damage which the City may suffer by reason of Concessionaire's default, or to compensate the City for any other amount which the City may spend or become obligated to spend by reason of Concessionaire's default. In no event, except as specifically hereinafter provided, shall the City be obliged to apply the same to Rentals or other charges in arrears or to damages for Concessionaire's failure to perform said covenants, conditions and agreements; however, the City may so apply the performance guarantee, at its option. The City's right to bring a special proceeding to recover or otherwise to obtain possession of the Premises before or after the City's declaration of the termination of this Agreement for non-payment of Rentals or for any other reason shall not in any event be affected by reason of the fact that the City holds the performance guarantee. In the event that the City regains possession of the Premises, whether by special proceeding, reentry or otherwise, because of Concessionaire's default or failure to carry out the covenants, conditions and agreements of this Agreement, the City may apply such performance guarantee to all damages suffered through the date of said repossession and may retain the performance guarantee to apply to such damages as may be suffered or shall accrue thereafter by reason of Concessionaire's default or breach. In the event any bankruptcy, insolvency, reorganization or other creditor-debtor proceedings shall be instituted by or against Concessionaire, or its successors or assigns, or any guarantor of Concessionaire hereunder, such performance guarantee shall be deemed to be applied first to the payment of any Rentals and/or other charges due the City for all periods prior to the institution of such proceedings, and the balance, if any, of such performance guarantee may be retained by the City in partial liquidation of the City's damages. The performance guarantee shall not constitute a trust fund. In the event the City applies the performance guarantee in whole or in part, Concessionaire shall, within 10 days after written demand by the City, deposit sufficient funds by delivering an amendment to the

existing clean irrevocable standby letter of credit or delivering a new clean irrevocable standby letter of credit to maintain the performance guarantee in the initial amount. Failure of Concessionaire to supply such additional funds shall entitle the City to avail itself of the remedies provided in this Agreement for non-payment of Rentals by Concessionaire. If Concessionaire fully and faithfully performs every provision of this Agreement to be performed by it, the performance guarantee or any balance thereof, less any sums then due the City from Concessionaire under this Agreement, shall be returned to Concessionaire (or, at the City's option to the last assignee of Concessionaire's interest thereunder) no later than 120 days following the expiration or earlier termination of this Agreement.

### **Section 3.12 CONCESSION MARKETING FUND.**

The City shall cause to be provided a central marketing and promotional program which, in the City's sole judgment, will serve to promote the overall concession program and facilities in the Airport. Concessionaire, along with other concession facility operators will contribute to the fund for this program, which shall be known as the Concession Marketing Fund. Concessionaire, from and after the Rental Commencement Date, shall contribute during each month, as Concessionaire's share to the Concession Marketing Fund, and pay to the City as Additional Rent, the marketing fees required under **Section 3.03(d)**. This amount is payable to the City and must be paid no later than the 15th day following the end of each lease month. The City shall not be obligated to expend more for marketing and promotional programs than is actually collected from Concessionaire and other concession facility operators in the Airport. Any services and personnel so provided shall be under the exclusive control and supervision of the Director, who shall have the sole authority to employ and discharge personnel, retain third party independent contractors and to establish all budgets with respect to the Concession Marketing Fund. The primary purpose, but in no way a limitation, of the Concession Marketing Fund, will be used to fund intra-Airport promotional and advertising programs such as permanent directories, graphics, take-one directory pamphlets and establishing customer service and training programs with respect to the operations of the concession facilities in the Airport, such as customer surveys, "secret shopper" programs and sales technique seminars or on any other items that may enhance the user's overall experience in the Airport. The City shall conduct quarterly meetings to discuss the promotional and advertising programs and customer service and training programs. The City reserves the right at any time to terminate the Concession Marketing Fund and, in such event, shall notify Concessionaire in writing. Thereafter, in the event of such termination, Concessionaire shall no longer be obligated to make any further contributions to the Concession Marketing Fund and any remaining funds previously contributed to the Concession Marketing Fund shall be used by the City to promote the overall concession program and facilities within the Airport.

## **ARTICLE IV. RECORDS AND SALES REPORTS**

### **Section 4.01 CONCESSIONAIRE'S RECORDS.**

(a) Concessionaire shall keep and maintain full and accurate books and source documents, in accordance with generally accepted accounting principles ("GAAP"), of the Gross Receipts,

whether for cash, credit or otherwise, of Concessionaire's business at any time operated within the Premises and of the operations of each subconcessionaire conducting business at any portion of the Premises and shall require and cause all such parties to prepare and keep books, source documents, records and accounts sufficient to substantiate those kept by Concessionaire (collectively, "Records"). The Records to be kept by Concessionaire at its principal business office in the United States shall include, without limitation, true copies of all federal, state and local sales and use tax returns and reports, daily receipts from all sales (including those from mail, electronic or telephone orders), duplicate bank deposit slips, invoices, journals, ledgers and other pertinent original sales records and records of any other transactions conducted in or from the Premises. Pertinent original sales records shall also include a point of sale system of record keeping and such other reasonable documentation which would normally be examined by an independent accountant pursuant to GAAP in performing an audit of Concessionaire's sales sufficient to provide determination and verification of Gross Receipts and the exclusions therefrom.

(b) Concessionaire must also provide an electronic cash control system which will provide all significant point-of-sale information reasonably satisfactory to the Director which must include:

- i. sales by general product category, if applicable, by each location and total for all locations;
- ii. sales transactions by time of day and day of week, if requested by the Director; and
- iii. average sales transactions.

(c) Concessionaire's electronic cash control system must ensure tight cash control, have complete audit capability and include:

- i. the ability to record transactions by sequential control number which can be printed on audit tape(s);
- ii. be capable of printing transactions on tape or receipt for customers showing time of day and day, month and year;
- iii. print out customer receipts showing the amount of the transaction, the amount of cash, check or credit tendered and the amount of cash or credit returned to the customer; and
- iv. the point-of-sale device shall have a provision for non-resettable totals and access for resetting the control totals shall be reserved solely to the point-of-sale device supplier.

(d) The Records shall be preserved by Concessionaire and its subcontractors for a period of three (3) years following the expiration of the Transition Period and each subsequent Lease Year of the Term or earlier termination of this Agreement. All Records maintained pursuant hereto shall at all reasonable times, during Concessionaire's normal business hours after 20 days prior written notice, be open to the inspection of, and may be copied or extracted from, in whole or in part, by, the City, or the City's designated management representatives or agents, including City's internal or external auditors.



#### **Section 4.02 REPORTS BY CONCESSIONAIRE.**

(a) **Monthly Statement.** Concessionaire shall within 10 days after the expiration of each lease month, deliver to the City a written statement on a form reasonably satisfactory to the Director signed by an officer of Concessionaire, showing the Gross Receipts made from the Premises during such period including an itemization of any exclusions or deductions made to Gross Receipts and the amount of Percentage Rent paid, if any, and Additional Rent paid among other matters ("Monthly Statement"); and

(b) **Independent Audit.** Concessionaire shall within 90 days after the end of each Lease Year and after termination of this Agreement, deliver to the City a written audit by an independent certified public accountant ("CPA"):

- i. showing in reasonable detail the amount of Gross Receipts made by Concessionaire from the Premises during the preceding Lease Year including an itemization of any exclusions or deductions made to Gross Receipts, the payments of MAG, Percentage Rent and Additional Rent paid among other matters.
- ii. stating that in the CPA's opinion Concessionaire's total Gross Receipts for the previous Lease Year and the MAG, Percentage Rent and Additional Rent paid by Concessionaire to the City were calculated and reflected by Concessionaire in its Annual Statement in accordance with the applicable terms of this Agreement and prepared in accordance with GAAP. Concessionaire shall require all subconcessionaires and/or assignees, if any, operating in the Premises to furnish a similar statement; and

(c) **Annual Statement.** With the independent audit, Concessionaire shall deliver to City a written statement, on a form reasonably satisfactory to the Director, signed by an officer of Concessionaire ("Annual Statement"). Concessionaire shall certify in its Annual Statement that

- i. the independent audit has been prepared in accordance with the terms of this Agreement and GAAP,
- ii. that all revenues derived from Concessionaire's activities hereunder which are required to be included in Gross Receipts have been so included, and
- iii. that all payments of MAG, Percentage Rent and Additional Rent have been made in accordance with the terms of this Agreement.

The Annual Statement and the independent audit together shall comprise the annual report "Annual Report").

(d) **Analysis of Operations.** The Monthly Statements and Annual Statements prepared by Concessionaire shall also provide an analysis of operations, which shall include the following data:

- i. total Gross Receipts and Concessionaire shall calculate such Gross Receipts per square foot of Floor Area in the Premises;
- ii. sales by general product category and location;

- iii. total number of transactions per location;
- iv. average dollar amount per transaction per location;
- v. sales variance analysis as compared to the immediately prior lease month and/or Lease Year; and
- vi. sales time distribution if requested by the Director.

(e) The Director may make reasonable changes to the form of the Monthly Statement or Annual Statement from time to time upon 30 days prior notice to Concessionaire.

(f) In addition to payment of the Contractual Charges specified in **Section 3.05** within 10 days of written demand therefor by the City, if Concessionaire fails to furnish City with the Monthly Statement required above, Concessionaire's monthly sales shall be determined by assuming that the total sales during the preceding month were one hundred fifty percent (150%) of gross sales for the highest month in the preceding 12-month period. Any necessary adjustment in such Percentage Rent shall be calculated after an accurate report is delivered to the Director by Concessionaire for the month in question, and resulting surpluses or deficits shall be applied to Concessionaire for the next succeeding month. This remedy shall be in addition to other remedies provided herein or by law to the City.

(g) If Concessionaire fails to furnish to the Director an Annual Statement as required above, the Concessionaire shall pay within 10 days of written demand therefor by the City the Contractual Charges specified in **Section 3.05**, until the Annual Statement is delivered to Director by Concessionaire. This remedy shall be in addition to other remedies provided herein or by law to the City.

(h) In the event the City institutes a digital reporting system, Concessionaire shall utilize such digital reporting system and enter and/or upload sales data into the system as requested.

## **ARTICLE V. AUDIT**

### **Section 5.01 RIGHT TO EXAMINE BOOKS.**

Notwithstanding the acceptance by the City of payments of Rentals or installments thereof, the City shall have the right to audit all Rentals and other charges due hereunder. Concessionaire shall make available to the Director within thirty (30) days following the City's written request for the same at the Director's office in the Airport for the purpose of examination, extracting and/or copying all books, source documents, accounts, records and sales tax reports filed with applicable government agencies of Concessionaire and any subconcessionaires, licensees and/or assignees, if any, in order to verify the amount of Gross Receipts in and from the Premises and the amount of all Rentals.

### **Section 5.02 AUDIT.**

The City may at any time upon thirty (30) days' prior written notice to Concessionaire, cause a complete audit to be made by an auditor or accountant selected by the City of the entire records

and operations of Concessionaire and/or any subconcessionaires, licensees and/or assignees, if any, relating to the Premises for the period covered by any statement issued or required to be issued by Concessionaire as above set forth in **Article IV**. Concessionaire shall make available to the City's auditor at its office in the Airport within thirty (30) days following the City's written notice requiring such audit, all of the books, source documents, accounts, records and sales tax reports of Concessionaire which such auditor deems necessary or desirable for the purpose of making such audit. If the audit is conducted after the expiration of this Agreement, Concessionaire shall make the records available at the address indicated by City.

If such audit discloses that Concessionaire's Gross Receipts as previously reported for the period audited were understated, Concessionaire shall immediately pay to the City the additional Percentage Rent due for the period audited together with interest at the Interest Rate from the date(s) such amount was originally due. Further, if such understatement was in excess of three percent (3%) of Concessionaire's actual Gross Receipts as disclosed by such audit, Concessionaire shall immediately pay to the City or to the City's designee the reasonable and actual cost of such audit, within 30 days of an invoice therefor. If such understatement was in excess of five percent (5%) of Concessionaire's Gross Receipts as disclosed by such audit due to Concessionaire's intentional, willful or fraudulent act or omission, the City may declare this Agreement terminated and the Term ended, in which event this Agreement shall cease and terminate on the date specified in such notice with the same force and effect as though the date set forth in such notice were the date set forth in this Agreement for expiration of the Term, and Concessionaire shall vacate and surrender the Premises on or before such date in the condition required by this Agreement for surrender upon the expiration of the Term. If upon examination or audit the City's auditor, accountant or representative reasonably determines that sufficient documentation is not maintained, retained, recorded, or available in accordance with GAAP to verify Concessionaire's actual Gross Receipts, Concessionaire shall pay for the reasonable and actual cost of such audit and, in addition, should the City deem it necessary, Concessionaire shall reconstruct, at its sole cost and expense, all records for the determination of Gross Receipts for any period being audited.

If Concessionaire is not able to provide records as required under this Article, City reserves the right to review records/conduct an audit at Concessionaire's office within the continental United State of America, at Concessionaire's full expense. City shall be entitled and Concessionaire shall advance all expenses associated with conducting the audit.

## **ARTICLE VI. CONSTRUCTION OF PREMISES**

### **Section 6.01 CONSTRUCTION OF PREMISES.**

(a) The City shall deliver and Concessionaire will take possession of the Premises in an "AS IS", "WHERE LOCATED" condition. All improvements to be made to the Premises shall be in accordance with the SAIA-SSC which are set out at <https://flysanantonio.com/business/careers-at-sat/tenants-employee-resources-forms/>, as they currently exists and as amended from time to time, and permitted in accordance with all applicable laws and regulations and any other requirements required by the City. Concessionaire shall construct and install all of its improvements (including

both Fixed Improvements and Operating Equipment) to the Premises so that the Premises will provide attractive, well-designed concession facilities that promote the marketing of merchandise, products and/or services and present a positive image to the Terminal's users. Each of the Parties hereto shall perform the obligations imposed upon such Party in accordance with the SAIA-SSC, at the times and in the manner therein provided. It is understood and agreed by Concessionaire that any non-material changes from any plans and specifications covering the City's work (if any), as described in the SAIA-SSC, , shall not affect, change or invalidate this Agreement. In the event of an ambiguity or conflict between the construction-related provisions contained in this Article, the SAIA-SSC, and the City's permitting process, the City's permitting process shall control over any such construction-related provisions.

(b) Within 30 days of the Commencement Date, Concessionaire, at its expense, shall submit its conceptual drawings and plans ("Conceptual Plans") for approval by the City, such approval to be determined in its discretion. Once the Conceptual Plans are approved, Concessionaire shall, at its expense, prepare and complete final drawings and specifications ("Final Drawings") no later than 60 days after approval of the Conceptual Plans. In no event shall the time required by Concessionaire to complete the Final Drawings after approval of the Conceptual Plans impact or delay Concessionaire's opening the Premises for business to the public in accordance with the schedule set out in **Exhibit B**, as such exhibit may be revised per **Section 2.05**. The Final Drawings shall be based upon the approved Conceptual Plans meeting the requirements set forth in this Agreement and the documents referenced herein and shall be submitted for the approval of the City pursuant to the permitting process. The City shall have the right to approve or disapprove the Final Drawings as determined in its discretion. In the event of disapproval, Concessionaire shall immediately revise the Final Drawings and shall promptly and continually re-submit them for approval of the City until such approval is obtained. Concessionaire's failure to furnish the Conceptual Plans and Final Drawings within the time frames set forth herein and in the form required by this Agreement, the SAIA-SSC, and the documents referenced therein, or failure to perform any other obligation under this section, the SAIA-SSC, and the permitting process, shall constitute a material default by Concessionaire hereunder, which shall entitle the City to all remedies set forth in **Article XIX**. If the Director reasonably determines that the Parties are unable to agree upon the Conceptual Plans and/or the Final Drawings or if Concessionaire fails to timely provide the Conceptual Plans and/or Final Drawings, including any revisions required thereto within 30 days from the dates required, the City may at its option, terminate this Agreement upon 24 hours' notice to Concessionaire, in which event this Agreement shall terminate on the date specified in such notice and thereafter neither Party shall have any further obligations to the other Party. No deviation from the Final Drawings, once approved by the City (and once so approved they are incorporated into this Agreement by reference herein), except minor deviations required due to existing field conditions, shall be made by Concessionaire without the City's prior written consent. Approval of the Conceptual Plans and Final Drawings by the City shall not constitute any representation or warranty or the assumption of any responsibility or any liability by the City for their accuracy, efficacy or sufficiency and Concessionaire shall be solely responsible for such items. Storefront barricades, reasonably acceptable to the City, attractively screening the Premises from view during construction shall be erected and maintained by Concessionaire in accordance

with the City's permitting process at all times prior to Concessionaire's opening for business and shall be removed and properly disposed of by Concessionaire prior to such opening, all at Concessionaire's sole cost and expense. If Concessionaire fails to construct, erect, maintain, remove and dispose any such storefront barricades, Concessionaire shall reimburse the City for all reasonable and actual costs incurred by the City in performing any of the same.

(c) After receipt of all approvals of the Final Drawings, Concessionaire shall immediately apply for and diligently pursue, at Concessionaire's expense, any and all permits necessary to perform Concessionaire's construction. Concessionaire, at its expense, shall construct, equip and complete the Fixed Improvements and install its Operating Equipment proceeding at all times with due diligence and in a good and workmanlike manner under the supervision of a Texas licensed architect or engineer in accordance with all applicable legal and code requirements, the Aviation Department's review process and the permits in order to complete the same and open the Premises for business to the public in accordance with the schedule set out in **Exhibit B**. All such construction shall be completed free and clear of all liens, encumbrances and security instruments. If any mechanics', materialmen's or other lien is filed against the Premises, the Terminal, the Airport, the City or any interest in this Agreement as a result of any work or act of Concessionaire, Concessionaire shall fully and completely discharge the lien and have it released from record by payment or posting a bond within 20 days after the filing thereof. If Concessionaire fails to discharge and have the lien released from record as provided above, the City may, at its option, bond or pay the lien or claim for the account of Concessionaire without inquiring into the validity thereof and Concessionaire shall, within 30 days after notice, completely reimburse the City for any funds so spent to bond or pay the lien or claim.

(d) All contracts and subcontracts for the performance of Concessionaire's Work shall require:

- i. all employees to work in harmony with other labor employed at the Airport in accordance with this Agreement,
- ii. all personnel be properly bonded and badged for Airport security purposes;
- iii. insurance coverage and suretyship reasonably satisfactory to the City;
- iv. compliance with all of the requirements of this Agreement, the BPA process, all applicable permits, and/or as otherwise required by code;
- v. in the case of Fixed Improvements, performance and payment bonds in a form and substance reasonably satisfactory to the City, each of which shall name the City as an additional obligee and aggregating in the penal sum equal to all of Concessionaire's construction contracts.

(e) Capital investment is agreed to be a portion of the consideration for the City to enter into this Agreement. Concessionaire shall perform improvements in accordance with the following criteria:

- i. Final improvements must total at least ONE MILLION ONE HUNDRED THOUSAND AND 00/100 U.S. DOLLARS (\$1,100,000.00).

In the event that Concessionaire fails to perform improvements to the Premises in an amount that equals or exceeds ninety-five percent (95%) of the proposed capital improvements stated in Concessionaire's proposal, Concessionaire shall remit payment to City equal to the difference between such ninety-five percent minus actual expenditures (a maximum of 15% of actual expenditures may be credited towards engineering and architectural costs).

(f) Cost of Fixed Improvements. Within 90 days after completion of construction of each location within the Premises, Concessionaire shall furnish to the Director such information as the City may reasonably require in connection with the determination of such costs. At a minimum, such cost information shall include copies of all contracts, copies of all invoices for the work which clearly identified the work completed and copies of all canceled checks for payment, all of which shall be evidenced by a certificate from Concessionaire. After completion of all locations within Premises, Concessionaire shall certify the total cost of each location and the total Premises.

The City reserves the right to audit documentation of all Cost of Fixed Improvements for the same period that the City has to audit Concessionaire's other Records as set forth in this Agreement. Concessionaire must cooperate in such an audit and provide other supporting cost documentation (including books, records, documents and other evidence and accounting procedures and practices sufficient to reflect properly all construction costs claimed to have been incurred in performing Concessionaire's Work) upon request within 15 days after notice from the Director. If the City disagrees with the Concessionaire's determination of: (i) Cost of Fixed Improvements, or (ii) the reasonableness of the cost of the item, or (iii) if supporting cost documentation is not sufficient, the Director shall notify the Concessionaire in writing. Concessionaire shall have 15 days following receipt of the Director's notice in which to respond or provide any additional information. After consideration of any response or additional information provided, the City will make a reasonable final determination as to whether or not the construction costs will qualify as Cost of Fixed Improvements.

## **Section 6.02 OCCUPANCY PERMITS, LIEN WAIVERS AND OTHER DOCUMENTS.**

Within 60 days after Concessionaire's opening for business in each of the Premises, Concessionaire shall deliver to the City executed copies of all mechanics' lien waivers and/or releases or other lien waivers and/or releases on account of Concessionaire's Work, notarized and unconditional, in such form as the Director shall have reasonably approved and an architect's certification that the Premises have been constructed in accordance with the approved Final Drawings and are fully complete in accordance with all of such requirements specified or referenced herein. Further, Concessionaire shall also deliver to the Director a copy of the Certificate of Occupancy with respect to each location, as applicable. In no event shall Concessionaire commence operations in a location unless and until it has obtained a Certificate of Occupancy for such location.

Within 90 days after Concessionaire's opening for business in the Permanent Premises and kiosks, Concessionaire shall deliver to the Director (i) final and complete sets of "as-built" Final Drawings and Computer Aided Drafting and Design ("CADD") drawings, duly certified by a registered

architect or registered engineer licensed in the State of Texas; and (ii) statements of the total construction costs incurred by Concessionaire which is certified by a responsible officer of Concessionaire as correct together with copies of all supporting documentation required by the City. If Concessionaire shall fail to provide any of the same within such 90 day period, Concessionaire shall pay to the City as Contractual Charges, within 10 days after demand, the sum of not more than \$500.00 per month for each month that such certified drawings, construction costs and required documents have not been delivered to the City within such period of time. If such failure shall continue for a period exceeding 6 months after Concessionaire's opening for business in the Premises, such shall be a material default by Concessionaire hereunder entitling the City to all remedies available to it hereunder or at law.

### **Section 6.03 DELIVERY AND CONDITION OF PREMISES.**

(a) Concessionaire agrees and understands that at the Commencement Date, the Premises will be operated by a third-party pursuant to prior contractual arrangements between City and said third party. Concessionaire agrees to cooperate and accommodate City by notifying City a minimum of forty-five (45) days in advance of the date Concessionaire is prepared to accept delivery of each location so that City may provide termination notices to such third parties while at the same time minimizing interruptions of concession services to the traveling public. Concessionaire understands and agrees that it will be required to fully design the Premises prior to delivery of the Premises by City to Concessionaire

(b) Except as otherwise specifically provided herein (including, without limitation, in **Exhibits B & D**), Concessionaire hereby agrees that upon delivery of possession of the Premises to Concessionaire, Concessionaire shall accept such delivery of possession of individual locations that comprise the Premises in their then existing "AS IS" condition, and Concessionaire acknowledges that

- i. Concessionaire shall have inspected the Premises and shall be fully aware of the condition of the Premises as of delivery of possession;
- ii. the City shall have no obligation to improve or alter the Premises for the benefit of Concessionaire other than to complete any remaining portion of the City's Work, if any, under the SAIA-SSC,;
- iii. except as may be expressly provided herein, neither the City nor any of the City's employees, agents, designated management representatives, contractors nor brokers has made any representation or warranty of any kind respecting
  - 1) the condition of the Premises, and/or the Terminal,
  - 2) the suitability thereof for Concessionaire's permitted use or the conduct of Concessionaire's business, or
  - 3) occupancy or operation within the Terminal by any other airline, person or entity including forecasted or estimated enplaned passenger volume in the Terminal.

(c) Concessionaire irrevocably waives any claim based upon or related to any such claimed representation by the City or its designated management representatives as to public traffic to be expected at the Premises or sales to be expected at the Premises. Concessionaire's taking possession of the Premises shall constitute Concessionaire's formal acceptance of the same and acknowledgment that the Premises are in the condition called for hereunder, subject to all field conditions existing at the time of delivery of possession. In no event shall the City be liable for damages or otherwise as a result of any failure to make the Premises available within the time and/or in the condition provided herein.

#### **Section 6.04 ULTIMATE COMPLETION OF CONSTRUCTION.**

Notwithstanding anything to the contrary contained herein, if for any reason whatsoever (excluding, without limitation, Force Majeure), the construction on all or any of the premises delivered shall not have commenced prior to such date as shall be one hundred twenty (120) days from the Commencement Date or such longer period of time as the Director may approve in writing to Concessionaire, then, at the City's option, this Agreement shall be automatically terminated, in whole or in part, without further act of either Party hereto and each of the Parties hereto shall be released from any further obligation hereunder with respect to the unconstructed premises.

### **ARTICLE VII. ALTERATIONS, CHANGES AND ADDITIONS**

#### **Section 7.01 ALTERATIONS BY CONCESSIONAIRE.**

Concessionaire shall not make or cause to be made any alterations, additions or improvements to the Premises (for example, Concessionaire shall not install or cause to be installed any signs, floor covering, interior or exterior lighting, plumbing fixtures, shades, canopies, awnings, electronic detection devices, antennas, mechanical, electrical or sprinkler systems, or make any changes to the storefront or the general appearance of the Premises), without the prior written approval of the City pursuant to the BPA process.

Concessionaire, with the prior written approval of the Director, may make such voluntary alterations, additions and improvements to the interior of the Premises provided that:

- i. the same are cosmetic and not structural in nature, do not affect a utility system, the storefront or storefront sign and are not inconsistent with the Final Drawings approved by the City;
- ii. Concessionaire complies with the provisions concerning contractors, labor relations, reporting of costs and insurance and bonds, the SAIA-SSC;
- iii. after Concessionaire has obtained the City's approval, Concessionaire shall submit to the Director 15 days written notice prior to undertaking any of the foregoing together with a schedule of the commencement and completion dates of the work; and
- iv. Concessionaire shall comply with the BPA process. Concessionaire shall present to the City, Final Drawings for all alterations, additions or improvements, voluntary or otherwise, at the time approval is sought, in accordance with criteria and procedures as provided in the SAIA-SSC, and the permitting process.



### **Section 7.02 REMOVAL BY CONCESSIONAIRE.**

All Fixed Improvements and any alterations thereto made by Concessionaire shall be deemed to have permanently attached to the Premises and title shall immediately be deemed vested in the City. Upon the expiration or earlier termination of this Agreement, Concessionaire shall not remove any of such Fixed Improvements; provided, however, that Operating Equipment, removable trade fixtures installed by Concessionaire and not permanently affixed to the Premises and Concessionaire's personal property shall remain the property of Concessionaire and may be removed throughout the Term hereof or upon expiration or earlier termination of the Term hereof if all Rental and other charges due hereunder are paid in full and Concessionaire is not otherwise then in default of any of the covenants, terms or provisions of this Agreement beyond applicable notice and cure periods; provided that Concessionaire immediately repairs any damage caused by such removal. Under no circumstances shall fixed improvements be demolished or removed except with the prior written consent of the Director. If Concessionaire shall fail to remove any of its personal property and Operating Equipment, the City may, at its option, retain either any or all of such property, and title thereto shall thereupon vest in the City without compensation to Concessionaire; or the City may remove all or any portion of the property from the Premises and dispose of the property in any manner, without compensation to Concessionaire. In the latter event, Concessionaire shall, upon demand, pay to the City the reasonable and actual expense of such removal and disposition and the repair of any damage to the Premises resulting from or caused by such removal. Concessionaire shall, at its expense, execute all documents requested and deemed necessary by the City to evidence the title to any fixed improvements. The obligations contained in this Section shall survive the expiration or earlier termination of this Agreement.

### **Section 7.03 CHANGES AND ADDITIONS.**

The City reserves the right at any time, and from time to time, to make extensive renovations and/or alterations to, and/or to build additional stories on, the Terminal and to construct other buildings and improvements in the Airport, including any extensive modifications of the Public Areas in connection therewith, to enlarge or reduce the Terminal, to add decks or elevated parking facilities, and to sell or lease any part of the land comprising the Airport, for the extensive construction thereon of a building or buildings which may or may not be part of the Airport. The City reserves the right at any time to relocate, reduce, enlarge, or reconfigure the Terminal, the Airport, parking areas and other Public Areas shown on **Exhibits A1 and A2**. Concessionaire agrees to accommodate and cooperate with the City in such matters, even though Concessionaire's own operations may be inconvenienced or impaired thereby and Concessionaire agrees that no liability shall attach to the City (including its agents, contractors, designated management representatives, directors, employees, officers and subcontractors) by reason of such inconvenience or impairment and Concessionaire hereby waives any and all claims for damages and other consideration by reason of such inconvenience or impairment. The City shall use reasonable efforts not to materially inconvenience Concessionaire or materially impair Concessionaire's operations and the Director shall give reasonable notice to Concessionaire of any such construction, repair or related activity. The City shall have the exclusive right to use all or any part of the roof of the Terminal for any purpose; to erect additional stories or other structures

over all or any part of the Premises; to erect in connection with the construction thereof temporary scaffolds and other aids to construction on the exterior of the Premises, provided that access to the Premises shall not be materially impaired; and to install, maintain, use, repair and replace within the Premises pipes, ducts, conduits, wires and all other mechanical equipment serving other parts of the Terminal, the same to be in locations as will not unreasonably deny Concessionaire's use thereof. The City may make any use it desires of the side or rear walls of the Premises (including, without limitation, freestanding columns and footings for all columns) and the City, at its expense, shall repair all damage to the Premises resulting from any work related to such use.

#### **Section 7.04 RELOCATION, REDUCTION OR TERMINATION.**

(a) At any time during the Term hereof, due to the nature of the commercial air public transportation facilities in general, it may be necessary to relocate and/or reduce all or any part of the Premises if the Director determines such action to be necessary for airline and/or airport operational considerations (e.g., the operation of non-concession services in the Terminal, the operation of non-concession services for any airline or Airport operations in the Terminal or due to public health or safety issues relating to the operation of the Terminal). For purposes hereof, relocation is defined as the City's decision to terminate possession of an existing concession facility and to provide a reasonably comparable space for the substitute concession facility in terms of size, location, relation to airline gates and exposure to the Terminal's users' pedestrian traffic flow patterns (particularly enplaned passengers) within the Terminal. Reduction of the Premises includes, but is not limited to, the movement of walls of the Premises or any other action which may reduce the Floor Area of the Premises. In the event the Director elects to exercise any such rights as the City deems reasonably necessary or desirable, it shall advise Concessionaire by 60 days prior written notice and Concessionaire hereby agrees to be bound by such election and to execute; upon receipt from the Director, whatever amendments, terminations or other instruments as may be necessary. If the Premises are relocated or reduced to a size reflecting a 10% or greater decrease in the Floor Area, the Parties agree to negotiate in good faith on a commercially reasonable basis with respect to an equitable adjustment to the MAG. Any such relocation or reduction of the Premises shall be accomplished, with Concessionaire's complete cooperation, as expeditiously as is reasonable under the circumstances but in no event later than the date specified by the Director to ensure the proper and efficient operation of the Terminal. In the event any such relocation or reduction occurs after the Premises have been constructed and opened for business to the public, the City agrees to reimburse Concessionaire (through appropriate credits against future payments of MAG and/or Percentage Rent, through direct reimbursement, or by bearing costs directly, or a combination of any methods legally available to City) for the reasonable and proper costs of renovating the relocated and/or reduced Premises (in accordance with Final Drawings and total renovation costs approved by the Director) so that the same are reasonably comparable to the original Premises. The City also agrees to reimburse Concessionaire (through appropriate credits against future payments of MAG and/or Percentage Rent, through direct reimbursement, or by bearing costs directly, or a combination of any methods legally available to City) for the reasonable and proper costs of moving Concessionaire's Operating Equipment and exterior storefront signage. Concessionaire shall be responsible for any and all other costs involved. The City shall not have any liability for such relocation or reduction of the Premises

other than as specifically set forth in this **Section 7.04(a)** and Concessionaire hereby waives any such claims, including, without limitation, claims for lost business opportunity, claims for lost profits and claims for relocation benefits under Federal and any state law. If Concessionaire is unable to operate its business in the Premises or any portion thereof as a result of the exercise of any of the City's rights, Concessionaire's payment of the MAG shall be abated during the period which Concessionaire is unable to operate. Notwithstanding the foregoing, if the Director desires to relocate Concessionaire to a substitute concession facility as provided in this **Section 7.04(a)**, Concessionaire shall have the right, in its sole discretion, to terminate this Agreement within 30 days after receipt of the Director's relocation notice. If Concessionaire elects to terminate this Agreement as provided in this **Section 7.04(a)** due to the proposed relocation of the Premises, this Agreement shall terminate on the effective date thereof as reasonably specified by the Director and Concessionaire shall remain liable for the payment of all Rentals and the performance of all other accrued obligations of Concessionaire under this Agreement up to and including the effective date of such termination. Upon the early termination of this Agreement by the Concessionaire as provided in this **Section 7.04(a)**, other than by reason of Concessionaire's default, Concessionaire shall be entitled to be reimbursed by the City for any unamortized investment in Fixed Improvements to the nearest full month as established by its amortization period for Cost of Fixed Improvements in accordance with the requirements set forth in **Section 7.04(b)** below.

(b) In the event the Director in its reasonable judgment believes it desirable for the City to obtain possession of the Premises, or any portion thereof, for any airline and/or airport operational considerations (e.g., the operation of non-concession services in the Terminal, the operation of non-concession services for any airline or Airport operations in the Terminal or due to public health or safety issues relating to the operation of the Terminal), the Director, upon 90 days prior notice in writing to Concessionaire, may terminate this Agreement as to the affected Premises. In the event of such termination, within 120 days following the date that Concessionaire shall have vacated and surrendered possession of the terminated Premises to the City in the condition required under this Agreement, paid all Rentals and performed all other accrued obligations hereunder through the effective date of such termination, the City shall pay to Concessionaire a sum equal to net book value of Cost of Fixed Improvements. In order to obtain any funds from the City, at a minimum, Concessionaire must have furnished to the Director in accordance with **Section 6.01 (f)**, all such relevant information concerning the net book value of the Cost of Fixed Improvements. The following will be considered the net book value of the Cost of Fixed Improvements: (i) the unamortized balance of reasonable amounts paid by the Concessionaire for the construction and installation of Fixed Improvements upon the terminated Premises; (ii) the unamortized balance of reasonable amounts paid by the Concessionaire to extend utility lines into the terminated Premises; and (iii) the unamortized balance of reasonable sums paid to external architects, engineers, surveyors, and construction managers in connection with the design, development and construction of Fixed Improvements upon the terminated Premises. For purposes of this Agreement, the Concessionaire's Cost of Fixed Improvements shall be amortized by Concessionaire, depreciated monthly, using the straight-line method, over a period beginning with each location's Rental Commencement Date through the tenth (10<sup>th</sup>) anniversary of the first Lease Year or over the useful life of each Fixed Improvement in accordance with GAAP, whichever period is shorter.

(c) Such payments under **Sections 7.04(a)** or **(b)** shall be in lieu of any claims, causes of actions, suits, or damages that Concessionaire may have as a result of its use and occupancy of the Premises, including, without limitation, any and all rights and/or awards under any applicable Federal or state law.

## **ARTICLE VIII. CONDUCT OF BUSINESS BY CONCESSIONAIRE**

### **Section 8.01 PERMITTED USE.**

(a) Concessionaire shall use the Premises only for the purpose of conducting the business of selling those items of merchandise and products and/or providing services specifically set forth below (“Permitted Use”) and for no other use or purpose. Any other use shall require the advance written approval of the Director without further City Council approval.

<b>Space/ Location</b>	<b>Permitted Use (items for sale)</b>
TB-202 Starbucks	Gourmet coffee, bottled beverages, gourmet snacks, breakfast items and chocolates and a variety of healthy grab and go options.
TB1A-036 Storage	Storage for product
TS-209 Costa Coffee Kiosks	Self-service kiosk offering including but not limited to coffee, tea, milk.
TS-208 Temporary Starbucks	Gourmet coffee, bottled beverages, gourmet snacks, breakfast items and chocolates and a variety of healthy grab and go options.

(b) Unless otherwise approved in writing by the Director, Concessionaire shall open its Premises for business to the public (with all required improvements substantially completed and the Premises fully fixtured, stocked with high quality merchandise and products, and staffed, with Concessionaire prepared to engage in selling high quality merchandise and products and/or services as permitted hereunder) in accordance with the schedule set forth in **Exhibit B**.

(c) Concessionaire shall submit the location’s initial menu for Director’s approval no less than thirty (30) days prior to the location’s opening for business. Initial pricing for menu items shall be finalized within (30) days of a location’s opening. Menus for the temporary and permanent location, must include breakfast, lunch and/or dinner items and may include water, flavored water, juices, tea, and sodas; and grab and go items.

(d) City reserves the right to allow others to conduct operations and/or sell goods or services in other locations at the Airport that are the same, similar, or even identical to those being sold by Concessionaire. Concessionaire understands and agrees that its right to conduct operations and/or sell any goods or services at the Airport is not exclusive.

(e) Notwithstanding anything to the contrary contained herein, including Concessionaire's Permitted Use, if the Director reasonably determines that any item and/or service displayed, offered for sale or sold by Concessionaire is objectionable or inappropriate for display or sale at the Terminal and/or Airport, Concessionaire shall, within 1 day after delivery of the Director's written notice to the Premises, immediately remove such item and/or service from display and its inventory (if the objectionable item and/or service displayed, offered for sale or sold shall be deemed to be offensive or potentially dangerous to the general public, as reasonably determined by the Director from time to time, Concessionaire shall remove such offensive or potentially dangerous item and/or service immediately upon verbal notice from the Director or his/her designee) and Concessionaire shall not thereafter display, offer for sale or sell any such objectionable or inappropriate item and/or service. If Concessionaire shall fail to remove any such item and/or service from display as may be required from time to time by the City within such 1 day period, then Concessionaire shall pay, within 10 days of demand therefor by the Director, the Contractual Charges set forth in **Section 3.05** hereof until such time as Concessionaire has removed any such item and/or service from display. This remedy shall be in addition to any and all other remedies provided in this Agreement or by law to the City. Concessionaire represents and warrants that it holds all certificates, permits, licenses or other entitlements required by federal, state or local, laws, rules or regulations in order to enable Concessionaire to conduct its operations and to engage in its Permitted Use and that such certificates, permits, licenses or other entitlements are and shall be kept current, valid and complete at all times during the Term hereof. Concessionaire shall submit any of the foregoing for inspection by the City from time to time. Concessionaire, at Concessionaire's expense, shall at all times comply with the requirements of any and all such certificates, permits, licenses or other entitlements.

## **Section 8.02 OPERATION OF BUSINESS.**

(a) Concessionaire agrees to be open for business and to continuously and uninterruptedly operate in each of the locations comprising the Premises during the entire Term following the date each such location is scheduled to open as set out in **Exhibit B** and to actively and diligently conduct its business at all times in a first class and reputable manner, making every reasonable and lawful effort to develop, maintain and increase Concessionaire's business, using best efforts to achieve maximum sales volumes, customer satisfaction and maintaining at all times a complete stock of high quality merchandise and products.

(b) Concessionaire shall maintain a sufficient personnel at all times to efficiently service customers. All such personnel shall be knowledgeable, helpful to Terminal users, courteous, efficient, neat in appearance and appropriately attired and shall not act in a loud, offensive or otherwise objectionable manner. Concessionaire's employees shall wear name tags and security badges at all times. Concessionaire shall not employ at or about the Premises any person who shall use offensive language, makes persistent announcements of its merchandise and products and/or services over loud speakers or whose conduct is loud or offensive or otherwise detrimental to the best interests of the Terminal and/or Airport. Concessionaire also agrees not to divert or allow or cause to be diverted (other than operating its business in accordance with this Agreement)

any business from the Terminal and/or Airport. Concessionaire agrees that it will reasonably and promptly respond to all customer complaints regarding unsatisfactory service and/or unsatisfactory quality of merchandise, products and/or services, including all refunds as appropriately requested from time to time by any customer.

(c) Concessionaire agrees to accept at least two (2) nationally recognized credit cards for payment of purchases made at the Premises and Concessionaire shall offer all of its customers shipping of purchased products at cost. Concessionaire agrees to provide the ability for customers to pay with Mobile payments that use NFC (near-field communication) to power contactless payments. Concessionaire shall offer all of its customers the ability to place mobile ordering.

(d) Concessionaire shall not abandon or permanently vacate the Premises without the prior, advance written approval of the Director. For purposes hereof, “abandonment” shall mean closing the Premises to public trade for five (5) or more consecutive days, unless other provisions hereof permit such closing.

(e) Concessionaire shall install and maintain at all times a display of merchandise and products in the display windows, if any, as required herein and shall keep the display windows well lighted.

(f) Concessionaire shall be obligated to be open for business and to operate continuously during all hours established as Terminal concession business hours. Hours of operation are subject to periodic modification at the sole discretion of the Director upon 15 days advance notice to Concessionaire (if the City determines that passenger traffic conditions, flight scheduling, flight delays or other considerations make it necessary, in the reasonable opinion of the Director, services shall be available at times not then scheduled). Hours may be established by the City to account for various zones within the terminal building. Any modifications to the required operating hours that may be requested from time to time by Concessionaire shall be subject to the Director’s prior written approval determined in its discretion. Concessionaire agrees to otherwise abide by all hours of operation as set by the Director. The hours of operation of concessions are in general, at a minimum, 7 days per week, 365 days per year as necessary to service the earliest daily outgoing flights and the latest daily outgoing flights except as may otherwise be approved in writing by the Director.. Concessionaire’s obligation to be open for business shall include, but not be limited to, opening for business not more than fifteen (15) minutes late, closing the business not more than fifteen (15) minutes early, and closing the business for not more than fifteen (15) minutes during Terminal and/or Airport business hours. If Concessionaire fails to comply with any of the foregoing operating requirements, then Concessionaire shall pay the Contractual Charges set forth in **Section 3.05** for each such violation that occurs more than twice during any month within 10 days of written demand therefor by the City. This remedy shall be in addition to any and all other remedies provided herein or by law to the City. Concessionaire understands and agrees that its operation hereunder is a service to airline customers and the users of the Terminal and the Airport.

(g) Notwithstanding the requirements set forth herein, the Director shall have the right to make reasonable objections to the number or quality of sales staff used by Concessionaire, the prices for

merchandise and products sold or services rendered, the number or quality of articles sold or services rendered, the character of the service offered to the public, responses to customer complaints and the appearance and condition of the Premises. Concessionaire agrees to take reasonable steps to promptly comply with the Director's reasonable objections. The Director shall be the sole judge of which hours and days shall be Terminal concession business hours and days.

(h) Concessionaire, at its expense, shall promptly comply with all present and future laws, ordinances, orders, rules, regulations, applicable business licenses and requirements of the City and all governmental authorities having jurisdiction affecting or applicable to the Premises or the cleanliness, safety, occupancy, operation and use of the same, whether or not any such law, ordinance, order, rule, regulation or requirement is foreseen or unforeseen, ordinary or extraordinary, shall necessitate changes or improvements (other than structural changes or structural improvements) and/or interfere with the use and enjoyment of the Premises. Concessionaire shall promptly correct any deficiencies reported by the City and all other governmental authorities having jurisdiction. Concessionaire shall not do or permit anything to be done in or about the Premises, nor bring anything therein, which will in any way conflict with any such law, ordinance, order, rule, regulation or requirement affecting the occupancy or use of the Premises or the Terminal which has been or may hereafter be enacted or promulgated by the City and all governmental authorities, or in any way obstruct or interfere with the rights of others, nor shall Concessionaire use or allow the Premises to be used for any improper, immoral or objectionable purposes or do any act tending to injure the reputation of the Terminal and/or Airport.

(i) Any area occupied by Concessionaire and all equipment and materials used by Concessionaire shall at all times be kept clean, sanitary, and free from rubbish, refuse, dust, dirt, offensive or unclean materials, flies and other insects, rodents and vermin in accordance with any and all applicable rules, regulations and requirements of the City and in accordance with any and all laws, statutes, ordinances and regulations that may be promulgated from time to time by governmental agencies and authorities. All apparatus, utensils, devices, cooking equipment, machines and piping used by Concessionaire shall be constructed so as to facilitate the cleaning and inspection thereof and shall be properly cleaned and sterilized on a daily or more frequent basis after each period of use (at no time to exceed eight (8) hours). All trays, dishes, cookery, glassware, cutlery and other such equipment used in the preparation of and serving of all food & beverage products shall be properly cleaned and sterilized on a daily or more frequent basis immediately before each use thereof. Bottles, vessels, cooking equipment and other reusable containers shall be properly cleaned and sterilized on a daily or more frequent basis immediately before each use thereof. All knives shall be stored and maintained in accordance with TSA regulations.

(j) From time to time and as often as required by the City, Concessionaire shall conduct pressure, water-flow, and other appropriate tests of the fire-extinguishing system and apparatus located within the Premises. Concessionaire shall keep in proper functioning order all firefighting equipment on the Premises and Concessionaire shall at all times maintain on the Premises adequate

stocks of fresh, usable chemicals for use in such system and apparatus. Concessionaire shall notify the City prior to conducting such tests. If requested, Concessionaire shall furnish the City with copies of written reports of such tests.

(k) No auction, liquidation, going out of business, fire or bankruptcy sale may be conducted or advertised by sign or otherwise in the Premises.

(l) Concessionaire shall not permit the installation or operation of any coin operated or vending machines or pay telephones in the Premises, including, but not limited to, sales of entertainment event tickets and lottery tickets, pre-paid telephone calling cards and reservations for ground transportation, hotels or other lodging.

(m) Concessionaire shall not sell or display any merchandise and products or service except within the areas outlined in the SAIA-SSC unless such sale or display shall be expressly approved by the Director, in writing, except that Concessionaire shall be permitted to display merchandise and products in the display windows, if any. Concessionaire shall not use the areas adjacent to or outside the Premises for business purposes or any other purposes, including the display and sale of merchandise, products or services in any areas outside of the Premises without the Director's advance written approval, which approval may be withheld in the Director's sole discretion. Concessionaire shall not store anything in service or exit corridors.

(n) All receiving and delivery of goods and merchandise and products for the Premises, and all removal of merchandise and products, supplies, equipment, trash and debris and all storage of trash and debris from the Premises shall be made only by way of or in the areas provided therefor. No trash, trash containers, hand trucks, carts, racks or movable fixtures designed for the movement of merchandise and products and/or trash within the Premises or to or from the Premises may be left unattended in the storefront, corridors or other Public Areas, nor may such items or devices in non-Public Areas be visible from Public Areas of either the Premises or the Terminal. Concessionaire shall be solely responsible for prompt disposal within the Premises or in such areas as may be provided for such disposal of all trash and debris from the Premises.

(o) Concessionaire shall not use or permit the use of any portion of the Premises for any unlawful purposes or for any purpose not specifically permitted in **Section 8.01**. Concessionaire shall not install any radio, television, communication dish or other similar device or related equipment exterior to the Premises, shall not cause or make any penetration of the roof of the Premises or the building in which the Premises is located and shall not erect any aerial or antenna on the roof or exterior walls of any building within the Terminal.

(p) Concessionaire, at its sole cost and expense, shall contract directly with a pest control service reasonably acceptable to the Director at such intervals as the City may require.

(q) If Concessionaire shall fail to comply with any of the provisions of this **Section 8.02(a)-(q)**, with the exception of **8.02 (f)** which has separate charges, then Concessionaire shall pay,



within 10 days of demand therefor by the City, the Contractual Charges set forth in **Section 3.05** until such time as Concessionaire is in compliance. This remedy shall be in addition to any and all other remedies provided in this Agreement or by law to the City.

(r) As the owner and operator of the Airport, the City has the right to regulate and control certain aspects of Concessionaire's operations at the Premises including but not limited to the matters listed below

- i. **Hours of Operation.** The City has the right to control the hours of operation of all concessions at the Terminal.
  - ii. **Street Pricing.** Concessionaire shall, at all times, observe and comply with the City's street pricing policy as set forth in **Exhibit D.** .
- (s) Concessionaire agrees that after it has taken delivery of the Premises, it will contact the Airport Concessions Manager on all operational matters pertaining to its occupancy including but not limited to the following areas: (a) hours of operation, (b) employee parking and security requirements, (c) customer inquiries and complaints, (d) facility maintenance issues, (e) utility services, and (f) staffing issues.

### **Section 8.03 SOLICITATION OF BUSINESS.**

Concessionaire shall not give samples, approach customers, distribute handbills or other advertising matter or otherwise solicit business in the parking or other Public Areas or any part of the Terminal or the Airport other than in the Premises. In the event Concessionaire violates the foregoing, Concessionaire shall, at Concessionaire's sole cost and expense, be responsible to clean the area of any such materials so distributed by Concessionaire, its agents or employees. Notwithstanding the foregoing, the Director may approve in writing activities, prohibited in this Section, to be conducted for a limited period of time.

### **Section 8.04 AIRPORT CONCESSIONS DISADVANTAGED BUSINESS ENTERPRISE (ACDBE) PROGRAM.**

- (a) This Agreement is subject to the requirements of the U.S. Department of Transportation's regulations, 49 C.F.R. Part 23. The Concessionaire agrees that it will not discriminate against any business owner because of the owner's race, color, national origin, or sex in connection with the award or performance of this Agreement, management contract, or subcontract, purchase or lease agreement, or other agreement covered by 49 C.F.R. Part 23.
- (b) Concessionaire agrees to include the above statements in any subsequent concession agreement or contract covered by 49 C.F.R. Part 23 that it enters into and cause those businesses to similarly include the statements in further agreements.

(c) Concessionaire shall comply with City's approved Airport Concessions Disadvantaged Business Enterprise (ACDBE) program submitted in compliance with all other requirements imposed by or pursuant to Title 49, Code of Federal Regulations, Department of Transportation, Office of the Secretary, Part 23, Participation by Disadvantaged Business Enterprise programs of the Department of Transportation-Effectuation of Title VI of the Civil Rights Act of 1964, and as said Regulations may be amended.

(d) Concessionaire shall make a good faith effort to adhere to the ACDBE program submitted with Concessionaire's Proposal, which assures that 25% of the gross receipts derived from the operation of its business at the Airport be attributed to certified ACDBEs throughout the concession term.

(e) Concessionaire agrees that within thirty (30) days after the expiration of each calendar quarter during the term of this Agreement, it will provide an expenditure report to the City, in a form acceptable to the City, describing the goods and services utilized by Concessionaire in fulfilling the obligations prescribed by this Agreement. Such expenditure report shall also include goods and services for any substitute ACDBE obtained pursuant to Article 32, calculated in accordance with the requirements of 49 C.F.R. Part 23.

(f) Should this Agreement be considered for any term renewals or extensions, the extent of Concessionaire's ACDBE participation will be reviewed prior to any recommendation for renewal of the term of this Agreement to Council, to consider whether an increase or decrease in ACDBE participation is warranted. Concessionaire agrees to make good faith efforts at that time to find additional ACDBE participants as required should the City deem an increase in ACDBE participation warranted.

(g) Concessionaire agrees that it will also submit within the same period described in this Article 32, a report to the City, in a form acceptable to the City, describing the Concessionaire's total Gross Receipts for the entire contract, and a breakdown of such Gross Receipts by location.

(h) Concessionaire will be prohibited from terminating an ACDBE subcontractor listed in response to a covered solicitation (or an approved substitute ACDBE firm) without the prior written consent of the City. This includes, but is not limited to, instances in which a concessionaire seeks to perform work originally designated for an ACDBE subcontractor with its own forces or those of an affiliate, a non-ACDBE firm, or another ACDBE firm.

(i) Concessionaire shall utilize the specific ACDBEs listed to perform the work and supplies for which each is listed) unless the concessionaire obtains written consent by the City. Unless the City consent is provided, the Concessionaire shall not be entitled to any payment for work or material unless it is performed by the listed ACDBE.

(j) Concessionaire will be required to obtain the City's ACDBE Liaison Officer's (ACDBELO) prior approval through the submittal of Change of Subcontractors/Suppliers ACDBE Form 3

(**Exhibit H** hereto) is to be completed and submitted by the Concessionaire to ACDBELO for prior approval when adding, changing, or deleting subcontractors that were submitted with the bid and approved by the City's Aviation Department. The Concessionaire will be required to make good faith efforts to find another ACDBE subcontractor to perform at least the same amount of work under the contract as the ACDBE that was terminated, to the extent needed to meet the contract goal the City has established for this contract.

(k) Such written consent will be provided only if the City agrees, for reasons stated in the concurrence document, that the Concessionaire has good cause to terminate the ACDBE firm. For purposes of this paragraph, good cause includes circumstances listed in 49 CFR § 26

(l) Before transmitting to the City a request to terminate and/or substitute an ACDBE subcontractor, the Concessionaire must give notice in writing to the ACDBE subcontractor, with a copy to the City's Aviation Department of its intent to request to terminate and/or substitute the ACDBE, and the reason(s) for the request.

(m) Concessionaire must give the ACDBE five (5) business days to respond to the Concessionaire's notice and advise the City and the Concessionaire of the reasons, if any, why the ACDBE objects to the proposed termination of its subcontract and why the Concessionaire's action should not be approved. If required in a particular case as a matter of public necessity (e.g., safety), a response period shorter than five days may be provided.

(n) In addition to post-award terminations, the provisions of this section apply to preaward deletions of or substitutions for DBE firms put forward by offerors in negotiated procurements.

(o) If an ACDBE is terminated by the Concessionaire with the City's consent or because of the ACDBE's default, then the Concessionaire must make a good faith effort, in accordance with the requirements of 49 C.F.R. part 23.25(e)1(iii) and (iv), and 49 C.F.R. part 26.53, to find another ACDBE to substitute for the original ACDBE to perform the tasks or provide services, if feasible, for the remaining term of this Agreement attributable to the same estimated Gross Receipts under the Agreement as the ACDBE that was terminated. In the event such action is not feasible, the Concessionaire shall make good faith efforts during the remaining term of the Agreement to encourage ACDBEs to compete for purchases and or leases of goods and services to be made by the Concessionaire. Should City notify Concessionaire that Concessionaire has not attained the ACDBE participation required under this Agreement, Concessionaire shall submit a corrective action plan to City to remedy such non-attainment within thirty (30) days of the non-attainment notice.

(p) Concessionaire's breach of its obligations under this Article 32 shall constitute an event of default by Concessionaire and shall entitle the City to exercise any and all of its contractual and legal remedies, including termination of this Agreement.

(q) City reserves the right to apply any and all legal and contractual remedies available under federal, state and local law, including, but not limited to, responsibility determinations in future contracts, suspension/debarment procedures, and forfeiture of profits as provided elsewhere.

(r) Pursuant to 49 C.F.R. 26.107, any person or entity that makes a false or fraudulent statement in connection with participation of an ACDBE in any Department of Transportation assisted program or otherwise violates applicable federal statutes, may be referred to the Department of Transportation, and possibly the Department of Justice, for prosecution.

#### **Section 8.05 ENVIRONMENTAL COMPLIANCE.**

(a) Concessionaire shall, in conducting any activity on the Premises, comply with all environmental laws and regulations, including but not limited to environmental laws and regulations regarding the generation, storage, use, transportation and disposal of solid wastes, hazardous materials, toxic chemicals, special wastes or other contaminants and shall comply with all laws, regulations and notice requirements pertaining to releases or threatened releases of hazardous materials, toxic chemicals, special wastes or other contaminants into the environment. Concessionaire shall not cause or permit its employees, agents, permittees, contractors, subcontractors, subconcessionaires or others in Concessionaire's control, supervision, or employment to release (whether by way of uncapping, pouring, spilling, spraying, spreading, attaching, or otherwise) into or onto the Premises or any other location upon the Airport (including the air above, the ground and ground water thereunder and the sewer and storm water drainage systems therein) any quantity of hazardous substances (as defined or established from time to time by applicable local, state, or federal law and including, among other things, hazardous waste and any other substances that have been or may in the future be determined to be toxic, hazardous, or unsafe). To the extent any such release may exceed quantities or volumes permitted by applicable federal, Texas, or local law, Concessionaire shall immediately notify the Director, the Texas Commission on Environmental Quality (TCEQ) and the Local Emergency Planning Committee (LEPC) as may be required under the federal Emergency Planning And Community Right To Know Act. Concessionaire shall be responsible for compliance with the Emergency Planning And Community Right To Know Act if any such release occurs. Concessionaire shall acquire and comply with all necessary federal, state and local environmental permit requirements.

(b) Concessionaire shall remedy any such release or threatened release as described above and, whether resulting from such release or otherwise, shall remove any hazardous materials, and special wastes and any other environmental contamination as are caused by Concessionaire on or under or upon the Premises, as are necessary to protect the public health and safety and the environment from actual or potential harm and to bring the Premises into compliance with all environmental laws and regulations. Such work shall be performed at Concessionaire's sole expense after Concessionaire submits to the City a written plan for completing such work. The City shall have the right to review and inspect all such work at any time using consultants and representatives of its choice. The cost of such review and inspection shall be paid by Concessionaire. Specific cleanup levels for any environmental remediation work shall be designed

to meet all of the applicable environmental laws and regulations, to the satisfaction of the appropriate regulatory agency and the City.

(c) Except for the environmental matters not caused by Concessionaire, **Concessionaire agrees to defend, indemnify and hold harmless the City, its elected and appointed officials, officers, agents, designated management representatives and employees from and against any and all loss, claim, liability, damages, injunctive relief, injuries to person, property or natural resources, cost, expense, enforcement actions, action or cause of action, fines and penalties arising as a result of action or inaction by the Concessionaire, its employees, agents or contractors in connection with the release, threatened release or presence of any hazardous material, contaminants, or toxic chemicals at, on, under, over or upon the Premises, the Terminal and the Airport, whether foreseeable or unforeseeable, regardless of the source of such release or threatened release or when such release or threatened release or presence occurred or is discovered.** The foregoing indemnity includes without limitation, all costs at law or in equity for removal, clean-up, remediation any kind and disposal of such contaminants, all resultant and associated costs of determining whether the Premises, the Terminal or the Airport is in compliance and causing the Premises, the Terminal or the Airport to be in compliance with all applicable environmental laws and regulations and all costs associated with claims for damages to persons, property or natural resources. **In the event that the City is named in any enforcement action or lawsuit by any Party in connection with the environmental condition of the Premises, the Terminal or the Airport caused by the action or inaction of the Concessionaire, Concessionaire shall defend the City and indemnify and hold harmless the City its elected and appointed officials, officers, agents, designated management representatives and employees from any costs, damages, fines and penalties resulting therefrom.**

(d) In addition to any other rights of access regarding the Premises herein contained, the City shall have access to the Premises to inspect the same in order to confirm that the Concessionaire is using the Premises in accordance with all applicable environmental laws and regulations. Concessionaire shall, upon the Director's demand and at Concessionaire's sole expense, demonstrate to the Director (through such tests, professional inspections, or samplings, or otherwise as is in the Director's reasonable judgment sufficient for the purpose) that Concessionaire has not caused or permitted any release of hazardous substances or contaminants in excess of quantities or volumes permitted by applicable federal, state or local law. Any such tests and assessments shall be conducted by qualified independent experts chosen by Concessionaire and subject to the City's approval. Copies of reports from any such testing or assessments shall be provided to the City upon receipt by Concessionaire. Should Concessionaire not provide such tests, inspections, or samplings, or assessments, the City may conduct or cause to be conducted such tests, inspections, samplings and assessments and Concessionaire shall reimburse the City for all costs of such actions, no later than thirty (30) days following receipt by Concessionaire of invoices therefor. The City reserves the right to conduct any of the above actions at the Director's discretion, when in the opinion of the Director, additional or supplemental assessment is in the best interest of the City. Concessionaire, at the request of the City, shall make available for inspection and copying upon reasonable notice and at reasonable times, any or all of

the documents and materials the Concessionaire has prepared pursuant to any environmental law or regulation, which may be retained by the City or submitted to any governmental regulatory agency; provided, that such documents and materials relate to environmental regulatory compliance and are pertinent to the Premises, the Terminal or the Airport. If any environmental law or regulation requires the Concessionaire to file any notice or report of a release or threatened release of regulated materials on, under or about the Premises, the Terminal or the Airport, Concessionaire shall promptly submit such notice or report to the appropriate governmental agency and shall simultaneously provide a copy of such report or notice to the City. In the event that any allegation, claim, demand, action or notice is made against Concessionaire regarding Concessionaire's failure or alleged failure to comply with any environmental law or regulation, Concessionaire immediately shall notify the City in writing and shall provide the City with copies of any such written allegations, claims, demands, notices, or actions so made.

(e) Concessionaire shall not discharge or cause to be discharged any matter or substance (whether in liquid, solid, gaseous, gelatinous, or other form) into the storm water system unless expressly approved by Director and in full compliance with the City's storm water permit and applicable law and regulations. Wastewater from maintenance and operational activities shall be pretreated with grease traps. Concessionaire shall not inappropriately dispose of cooking oil/grease, such as in Concessionaire's floor drains, mop sinks, or floor sinks.

(f) The Parties to the Concession Agreement, including subconcessionaires who may enjoy a future right of occupation through the Concessionaire, acknowledge a right and a duty in the City, exercised by the Director, to review safety and potential environmental impacts of any proposed operation, business, maintenance activity, or other activity of the Concessionaire and its subconcessionaires. To this end, the Director shall have authority to disapprove an activity of the Concessionaire and/or any subconcessionaire on the basis of a risk assessment. Discretion and judgment are reserved to the Director for reason that combinations and proximity of such materials are synergistic. The Director's decision in this regard is final. The Director shall exercise such review prior to any lease or sublease and shall exercise such review from time to time as he or she may deem necessary for appropriate risk assessment of existing leases and subleases.

## **ARTICLE IX. PUBLIC AREAS, TRASH REMOVAL AND FOOD COURT MAINTENANCE CHARGES**

### **Section 9.01 OPERATION AND MAINTENANCE OF PUBLIC AREAS.**

The manner in which all interior and exterior Public Areas of the Terminal and/or the Airport are operated and maintained, and the expenditures therefor, shall be determined at the City's sole and absolute discretion. The use of such interior and exterior Public Areas shall be subject to reasonable and non-discriminatory rules and regulations as the City may make from time to time.

### **Section 9.02 USE OF PUBLIC AREAS.**

(a) Concessionaire shall have as appurtenant to the Premises the right to the non-exclusive use in common with others all Public Areas in the Terminal as designated by the Director from time to

time, and such reasonable access, during Concessionaire's normal operating hours, to the Premises. Such appurtenant rights shall be subject to such reasonable rules, regulations, fees and security directives from time to time established by the City by suitable notice. The City shall have the right, but not the obligation, from time to time, to modify the Public Areas, remove portions of the Public Areas from common use, to permit entertainment events, advertising displays, educational displays and other displays in the Public Areas that in the City's judgment tend to attract the public, and to allow the City to lease retail merchandising units ("RMUs") or temporary pushcarts or carts. If the City determines in its discretion to place RMUs in the Public Areas near the Premises, such placement shall not be within 15 feet of Concessionaire's storefront entrance and shall not materially interfere with ingress or egress to the Premises by the public. Concessionaire shall not be entitled to any credit for income earned by the City with respect to the Public Areas.

(b) Concessionaire and its employees shall not park their cars or any other vehicles in the parking facilities except in the areas specifically designated by the Director for employee parking. There is no free parking at the Airport for Concessionaire or any of Concessionaire's employees, contractors or customers. Concessionaire and its agents, employees, contractors or subcontractors shall comply with the City's rules and regulations with respect to parking as the same may be amended or modified from time to time and will be subject to any enforcement action (including towing) pursued by the City's airport police without any notice thereof. The City may at any time close any Public Areas to make repairs or changes, to prevent the acquisition of public rights in such area, to use areas for attendant or valet parking, and may do such other acts in and to the Public Areas as in its judgment may be desirable.

### **Section 9.03 CONCESSIONAIRE'S PROPORTIONATE SHARE OF THE TRASH REMOVAL CHARGE.**

(a) All trash, refuse and non-hazardous waste removal services required to support the operations of the Concessionaire shall be controlled by the City. Such responsibilities shall include, but not be limited to, removing all trash, refuse and non-hazardous waste from all of the concession facilities located within the Terminal and depositing the same into a central trash dumpster area to be provided by the City for each Terminal at the Airport. Concessionaire agrees to pay as Additional Rent for the benefit of the City, the Trash Removal Charge as further described in this Section and the following shall apply.

(b) Concessionaire shall pay to the City, as Additional Rent in the manner and at the place hereinafter provided, Concessionaire's proportionate share of the Trash Removal Charge as follows: (collectively, "Waste Removal Operating Costs and Expenses"): all costs and expenses of every kind or nature paid or incurred by the City with respect to the removal of all trash, refuse and non-hazardous waste for the concession facilities, including the Premises, within the Terminal. By way of example, Waste Removal Operating Costs and Expenses shall include, but not be limited to, the full cost and expense of: (i) all labor costs for persons employed to remove trash, refuse and non-hazardous waste from the concession facilities to the central trash dumpster areas, to clean the area surrounding the central trash dumpsters and to operate the central trash dumpster

areas as well as the cost of uniforms and identification badges for all such personnel; (ii) the cost to maintain, repair and/or replace all trash removal receptacles, supplies and equipment utilized to remove trash, refuse and non-hazardous waste from the Airport; (iii) any and all other direct costs and expenses which the Director deems reasonably necessary or desirable in order to properly perform the removal of trash, refuse and non-hazardous waste in order to implement an efficient removal program; and (iv) an administrative fee not to exceed ten percent (10%) of the total annual amount of the actual Waste Removal Operating Costs and Expenses. With respect to the replacement cost of any procurement of any receptacles and equipment and other items necessary for the operation of the trash, refuse and non-hazardous waste removal program, the City shall use commercially reasonable efforts to control such replacement costs.

(c) The proportionate share to be paid by Concessionaire shall be that portion of Waste Removal Operating Costs and Expenses which the number of square feet of Floor Area in the Premises bears to the total number of square feet of Floor Area of gross leased and occupied Floor Area of all concession facilities in the Terminal; provided, however, any vacant Floor Area excluded shall not exceed twenty-five percent (25%) of the gross leaseable Floor Area of all such concession facilities in the Terminal. The gross leased and occupied Floor Area in effect for the whole of any Lease Year shall be the average of the gross leased and occupied Floor Area on the first day of each calendar month in such Lease Year.

(d) Concessionaire's proportionate share of Waste Removal Operating Costs and Expenses for the Trash Removal Charge following shall be paid to the City as Additional Rent in equal, consecutive monthly installments on or before the first day of each calendar month, in advance, in an amount reasonably estimated by the Director from time to time. Subsequent to the end of each Lease Year, the City shall furnish Concessionaire with a detailed statement of Concessionaire's actual proportionate share of such Waste Removal Operating Costs and Expenses for such period showing the general method of computing such actual proportionate share. Concessionaire shall not have any inspection or audit rights of any of the City's books and records pertaining to Waste Removal Operating Costs and Expenses and the Trash Removal Charge and Concessionaire hereby expressly waives any rights, whether by statute or otherwise, to conduct any such inspection or audit. If the total amount paid by Concessionaire for any such Lease Year shall be less than the actual amount due for any such Lease Year as shown on the City's statement, Concessionaire shall pay the difference between the amount paid and the actual amount due, within 30 days after the furnishing of each such statement. If the total amount paid by Concessionaire for any such Lease Year shall exceed the actual amount due for such Lease Year, such excess shall be credited against the next payment(s) due from Concessionaire to the City for Waste Removal Operating Costs and Expenses under this Agreement. If at the end of the Term of this Agreement, the total amount paid by Concessionaire for such final Lease Year shall exceed the actual amount due for such final Lease Year, such excess shall be refunded to Concessionaire within 60 days after Concessionaire has vacated the Premises in the condition required at the conclusion of this Agreement and all Rentals and other sums due the City from Concessionaire under this Agreement have been paid in full or the City shall be entitled to deduct any such remaining sums due from any such excess. The City may estimate the annual budget and charge the same to Concessionaire



on a monthly basis, subject to revision of the budget from time to time and final annual adjustment based upon actual Waste Removal Operating Costs and Expenses for the Trash Removal Charge. Notwithstanding anything herein to the contrary, there will be no duplication in charges to Concessionaire in this Section under any other provisions of this Agreement.

**Section 9.04 CONCESSIONAIRE’S LOGISTICAL SUPPORT AND PROPORTIONATE SHARE OF THE LOGISTICS CHARGE.**

All deliveries of supplies, materials, inventory or merchandise and products required to support the operations of Concessionaire shall be made to the dock area controlled by the City. No deliveries of any items shall be made by any persons or entities directly to the Premises without the prior written authorization of the Director and if given by the Director, the Director shall have the right to revoke any such authorization at any time and for any reason. Following notice of all shipments for all items received at the dock area, Concessionaire shall be responsible, at its sole cost and expense, for promptly transporting all of such items from the dock area to storage and/or the Premises. All equipment to be utilized, methods of operation and employment of personnel shall be at the sole determination of the City as they relate to the transporting of supplies, materials, inventory or merchandise and products in the Terminal and at the Airport and shall be in compliance with all applicable federal, state and local laws, regulations and ordinances as well as all Airport rules and regulations promulgated from time to time by the City. The dock area controlled by the City may be located within the airfield of the Airport and may be subject to all post-security regulations with respect to access to secured areas in airports in the United States. Therefore, all delivery vehicles may have to be escorted to the dock by authorized service personnel and vehicles. The City, in its discretion, shall have the right to establish rules and regulations with respect to such deliveries including, but not limited to:

- i. restrictions on delivery times (days and hours), staging areas for delivery vehicles (if any), and the time period in which any vehicle may remain in the dock area;
- ii. methods of delivering supplies, materials, inventory or merchandise and products from the dock area to storage and/or the Premises such as pallet or plastic wrap requirements, for example; and
- iii. delivery vehicle escort guidelines, rules, instructions and training if so required which must be complied with by Concessionaire and all transportation companies and vendors delivering any such items to the dock area.

The City may deny access or require any vehicle to be removed for failure to follow any such rules, regulations and guidelines that may be established by the City from time to time.

(a) At the sole option of the Director, after first giving reasonable notice to Concessionaire, Concessionaire shall pay to the City, as Additional Rent in the manner and at the place hereinafter provided, Concessionaire’s proportionate share of the Logistics Charge (“**Logistical Charges**”) as follows: all costs and expenses of every kind and nature paid or incurred by the City with respect to the provision of logistical support within the Airport as set forth herein (collectively, “**Logistics Costs and Expenses**”). Logistical Costs and Expenses shall include, but not be limited to, the full cost and expense of:

- i. all labor costs for persons employed to perform logistical support services as described herein, including the cost of identification badges and uniforms for all such personnel;
- ii. the cost of all supplies and equipment utilized to perform logistical support services;
- iii. any and all other direct costs which the City deems necessary or desirable in order to perform logistic support services; and
- iv. an administrative fee not to exceed ten percent (10%) of the total annual amount of the actual Logistics Costs and Expenses.

With respect to the replacement cost of any procurement of equipment and other items necessary for the performance of logistical support services, the City shall use commercially reasonable efforts to control such replacement costs.

(b) The proportionate share to be paid by Concessionaire shall be that portion of Logistics Costs and Expenses which the number of square feet of Floor Area in the Premises bears to the total number of square feet of Floor Area of gross leased and occupied Floor Area of all concession facilities in the Airport; provided, however, any vacant Floor Area excluded shall not exceed twenty-five percent (25%) of the gross leaseable Floor Area of all such concession facilities. The gross leased and occupied Floor Area in effect for the whole of any Lease Year shall be the average of the gross leased and occupied Floor Area on the first day of each calendar month in such Lease Year.

(c) Concessionaire's proportionate share of Logistics Costs and Expenses for the Logistics Charge following the Rental Commencement Date shall be paid to the City as Additional Rent in equal, consecutive monthly installments on or before the first day of each calendar month, in advance, in an amount estimated by the Director from time to time. Subsequent to the end of each Lease Year, the City shall furnish Concessionaire with a detailed statement of Concessionaire's proportionate share of such Logistics Costs and Expenses for such period showing general method of computing such proportionate share. Concessionaire shall not have any inspection or audit rights of any of the City's books and records pertaining to Logistics Costs and Expenses and the Logistics Charge and Concessionaire hereby expressly waives any rights, whether by statute or otherwise, to conduct any such inspection or audit. If the total amount paid by Concessionaire for any such Lease Year shall be less than the actual amount due for any such Lease Year as shown on the City's statement, Concessionaire shall pay the difference between the amount paid and the actual amount due, within 30 days after the furnishing of each such statement. If the total amount paid by Concessionaire for any such Lease Year shall exceed the actual amount due for such Lease Year, such excess shall be credited against the next payment(s) due from Concessionaire to the City for Logistics Costs and Expenses under this Agreement. If at the end of the Term of this Agreement, the total amount paid by Concessionaire for such final Lease Year shall exceed the actual amount due for such final Lease Year, such excess shall be refunded to Concessionaire within 60 days after Concessionaire has vacated the Premises in the condition required at the conclusion of this Agreement and all Rentals and other sums due the City from Concessionaire under this Agreement have been paid in full or the City shall be entitled to deduct any such remaining sums due from any such excess. The

City may estimate the annual budget and charge the same to Concessionaire on a monthly basis, subject to revision of the budget from time to time and final annual adjustment based upon actual Logistics Costs and Expenses for the Logistics Charge.

#### **Section 9.05 CONCESSIONAIRE'S PROPORTIONATE SHARE OF THE FOOD COURT MAINTENANCE CHARGE.**

The City has developed Food Courts and related food court public seating areas at the Airport. All sanitation and trash removal services for such Food Courts and related food court public seating areas shall be controlled by the City. Such responsibilities shall include, but not be limited to, cleaning of such public seating areas within the Food Courts including floors, trash removal, trash receptacles, food court trays (operating food court tray washing equipment and well as retrieval and distribution of food court trays to food court concession facilities), food court tables and chairs, related food court furniture and fixtures, if any, and routine maintenance. All equipment to be utilized, methods of operation and employment of personnel shall be at the sole determination of the City. If the Premises are located within or reasonably adjacent to the Food Court areas within the Terminal(s), Concessionaire agrees to pay as Additional Rent for the benefit of the City, its proportionate share of the costs incurred by City in maintaining the Food Courts ("Food Court Maintenance Charge") as further described in this Section and the following shall apply. Concessionaire shall have the non-exclusive use, in common with other food & beverage concession facilities, to the food courts, subject to the exclusive control and management thereof at all times by the City, as a common seating and food consumption area for its customers; provided that the City, at its sole cost, reserves the right to make any changes which it deems appropriate to the food courts, including relocating and/or eliminating all or any part of the Food Courts in the City's reasonable discretion, to assure public safety and convenience or to assure efficient operation of the Terminal, provided any changes shall provide Concessionaire with reasonable common seating areas for its customers non-exclusive use.

(a) Concessionaire shall pay to the City, as Additional Rent, in the manner and at the place hereinafter provided, Concessionaire's proportionate share of the Food Court Maintenance Charge in operating, equipping, cleaning, painting, providing sanitation and trash removal services, repairing, replacing and maintaining the public seating areas and plantscape materials within the Food Courts as follows (collectively, "Food Court Operating Costs and Expenses"):

- i. all labor costs for persons employed to clean the public seating areas within the food courts, to perform trash removal services, to retrieve and redistribute the food trays within the Food Courts and to operate the food tray washing equipment including the cost of identification badges and uniforms for all such personnel;
- ii. the cost of all supplies and equipment utilized to clean the public seating areas within the Food Courts;
- iii. the cost of all trash receptacles and equipment for the Food Courts;
- iv. the cost to maintain, repair and/or replace all food court tables, chairs, trash removal receptacles and equipment, furniture and fixtures and routine plantscape maintenance;

- v. the cost to purchase, clean, retrieve and distribute, maintain, repair and/or replace the food trays used by customers and to operate, maintain, repair and/or replace the food tray washing facilities and equipment;
- vi. any and all other direct costs which the City deems necessary or desirable in order to operate and maintain a first-class food court facilities; and
- vii. an administrative fee not to exceed ten percent (10%) of the total annual amount of the actual Food Court Operating Costs and Expenses.

With respect to the replacement cost of any procurement of equipment and other items necessary for the operation of the food court areas, the City shall use commercially reasonable efforts to control such replacement costs.

(b) The proportionate share to be paid by Concessionaire shall be that portion of Food Court Operating Costs and Expenses which the number of square feet of Floor Area in the Premises bears to the total number of square feet of Floor Area of gross leased and occupied Floor Area of all food and beverage concession facilities located immediately adjacent to such Food Courts in the Terminal; provided, however, any vacant Floor Area excluded shall not exceed twenty-five percent (25%) of the gross leaseable Floor Area of all such food and beverage concession facilities located immediately adjacent to such food court in the Terminal. The gross leased and occupied Floor Area in effect for the whole of any Lease Year shall be the average of the gross leased and occupied Floor Area on the first day of each calendar month in such Lease Year.

(c) Concessionaire's proportionate share of Food Court Operating Costs and Expenses for the Food Court Maintenance Charge following the Rental Commencement Date shall be paid to the City as Additional Rent in equal, consecutive monthly installments on or before the first day of each calendar month, in advance, in an amount estimated by the Director from time to time. Subsequent to the end of each Lease Year, the City shall furnish Concessionaire with a detailed statement of Concessionaire's proportionate share of such Food Court Operating Costs and Expenses for such period showing general method of computing such proportionate share. Concessionaire shall not have any inspection or audit rights of any of the City's books and records pertaining to Food Court Operating Costs and Expenses and the Food Court Maintenance Charge and Concessionaire hereby expressly waives any rights, whether by statute or otherwise, to conduct any such inspection or audit. If the total amount paid by Concessionaire for any such Lease Year shall be less than the actual amount due for any such Lease Year as shown on the City's statement, Concessionaire shall pay the difference between the amount paid and the actual amount due, within 30 days after the furnishing of each such statement. If the total amount paid by Concessionaire for any such Lease Year shall exceed the actual amount due for such Lease Year, such excess shall be credited against the next payment(s) due from Concessionaire to the City for Food Court Operating Costs and Expenses under this Agreement. If at the end of the Term of this Agreement, the total amount paid by Concessionaire for such final Lease Year shall exceed the actual amount due for such final Lease Year, such excess shall be refunded to Concessionaire within 60 days after Concessionaire has vacated the Premises in the condition required at the conclusion of this Agreement and all Rentals and other sums due the City from Concessionaire under this Agreement.

have been paid in full or the City shall be entitled to deduct any such remaining sums due from any such excess. The City may estimate the annual budget and charge the same to Concessionaire on a monthly basis, subject to revision of the budget from time to time and final annual adjustment based upon actual Food Court Operating Costs and Expenses for the Food Court Maintenance Charge. Notwithstanding anything herein to the contrary, there will be no duplication in charges to Concessionaire in this Section under any other provisions of this Agreement.

## **ARTICLE X. SIGNS**

### **Section 10.01 CONCESSIONAIRE'S SIGNS.**

The design, construction, location, use and maintenance of Concessionaire's signs are subject to the provisions of the SAIA-SSC and the approved Final Drawings. Concessionaire shall affix a sign to the exterior surface of the storefront of the Premises located inside the Terminal, subject to the advance approval of the Director. Concessionaire shall pay all costs of fabricating, constructing, operating and maintaining such sign. Concessionaire shall keep said sign well lighted, if applicable, during such business hours and shall maintain said sign in good condition and repair at all times. Said sign shall conform to the criteria for signs contained in the approved Final Drawings and the SAIA-SSC, and the size, content, design and location thereof shall be subject to the prior written approval of the Director. Except as hereinabove mentioned, Concessionaire shall not place or cause to be placed, erected or maintained on any exterior door, wall, window or the roof of the Premises, or on the interior or exterior surface of the glass of any window or door of the Premises, or on any other location outside the Premises, or within any display window space in the Premises, or within one foot of the front of the storefront lease line, whether or not there is display window space in the Premises, or within any entrance to the Premises, any sign (flashing, moving, hanging, handwritten, or otherwise), decal, placard, decoration, flashing, moving or hanging lights, lettering, or any other advertising matter of any kind or description; provided, Concessionaire may place small decals relating to charge cards accepted and alarm system used for safety purposes on glass storefronts. No symbol, design, name, mark or insignia adopted by the City for the Terminal or the Airport shall be used without the prior written consent of the Director. All signs located in the interior of the Premises shall be in good taste so as not to detract from the general appearance of the Premises and Terminal.

### **Section 10.02 CONCESSIONAIRE'S DISPLAY WINDOWS.**

Concessionaire acknowledges and agrees that the condition and appearance of its interior advertising stanchions and display windows facing into or in any manner visible from the Terminal property including exterior glass windows (if any) is important and significant to the City. If Concessionaire installs such interior advertising display stanchions or window display or any signs in the window display facing into or in any manner visible from the Public Areas of the Terminal which the Director reasonably determines to be objectionable to the general character and appearance of the Terminal, Concessionaire agrees to remove the stanchions, window display and/or signs within 2 days after notice. If Concessionaire fails or refuses to remove such stanchion, window display or sign, Concessionaire hereby grants the City the right to remove the stanchion, display or sign at the Concessionaire's expense. Concessionaire agrees that its interior advertising

display stanchions and display windows will be designed and printed in a professional manner and will contain only first class items. No temporary signs or displays will be used by Concessionaire including any employment opportunity signs, except for temporary holiday decorations, which shall also be designed and printed in a professional manner. At a minimum, Concessionaire shall refresh and change the items and signs in the display windows on a quarterly basis during each Lease Year.

## **ARTICLE XI. MAINTENANCE AND REPAIRS**

### **Section 11.01 CITY'S MAINTENANCE AND REPAIRS.**

The City shall keep and maintain the Terminal property, which is not part of the Premises, and the roof (excluding any skylights, Concessionaire installed rooftop HVAC units and/or roof penetrations made by Concessionaire, any of which shall only be permitted with the Director's prior written consent), structural elements and structural foundation and the exterior surface of the exterior walls of the building in which the Premises is located (exclusive of storefronts, doors, door frames, door checks, other entrances, windows or window frames which are part of the Premises or which are not part of the Public Areas of Terminal), the Public Areas of the Terminal adjacent to the Premises in good repair, except that the City shall not be required to undertake any maintenance or repair required or occasioned by any act, negligent act or omission to act of Concessionaire, its agent, employees, licensees, contractors or subcontractors or caused by any alteration, addition, construction or improvement by Concessionaire, its agents, employees, licensees, contractors or subcontractors. Such maintenance of the Terminal required by the City herein shall be maintained in a condition which the City determines for the proper operation thereof, determined in the City's sole discretion. The City shall not be called upon or required to make any other improvements or repairs of any kind upon the Premises and appurtenances, except as specifically required under this Agreement. In no event shall the City be liable for any damages, whether consequential damages or otherwise or lost profits claimed to be caused by any failure of maintenance or repair by the City and nothing contained in this Section shall limit the City's right to reimbursement from Concessionaire for maintenance costs, repair costs and replacement costs confirmed elsewhere in this Agreement.

### **Section 11.02 CONCESSIONAIRE'S MAINTENANCE AND REPAIRS.**

(a) Except as provided in **Section 11.01**, Concessionaire, at its sole cost and expense, shall keep and maintain in a first-class appearance, reasonable wear and tear and damage by fire and other casualty excepted, and in a safe, clean, neat, sanitary and lawful order, good condition and repair (including replacement of parts and equipment, the Premises and every part thereof and any and all appurtenances thereto wherever located, including, without limitation, surfaces of all walls, windows and window casings and sills (both interior and exterior), the interior and exterior portion of all doors, door frames and door checks, other entrances, plate glass (except outside surfaces of windows, window casings and sills located on the exterior of the Terminal building, if any), storefronts, wall coverings, floor coverings, ceilings, relamping and/or replacement of light fixtures, trade fixtures, Fixed Improvements, Operating Equipment, HVAC and electrical and other utility systems and utility branch lines exclusively serving the Premises (whether or not

located within the Premises), sprinkler systems and sprinkler heads exclusively serving the Premises (whether or not located within the Premises), and all other repairs, replacements, renewals, restorations, interior and exterior, ordinary and extraordinary, foreseen and unforeseen that relate to all work by or on behalf of Concessionaire pursuant to **Article VI**, **Article VII**, and the SAIA-SSC.

(b) Concessionaire shall also keep and maintain the Premises in accordance with applicable City regulations and all directions, rules and regulations of the applicable health, fire and building inspector officials or other proper officials of governmental agencies having jurisdiction. Concessionaire shall comply with all requirements of laws, ordinances and otherwise affecting the Premises at Concessionaire's sole cost and expense, including complying with the requirements of any insurance underwriters, inspection bureaus or similar agencies designated in writing by the City upon suitable notice. Concessionaire shall promptly undertake and complete diligently any repair, replacement or maintenance to any of the foregoing as may be considered reasonably necessary by the City with materials and labor reasonably approved by the City. At the end of the Term or upon the earlier termination of this Agreement, Concessionaire shall surrender the Premises broom-clean and in good order, condition and repair, reasonable wear and tear and damage by fire, loss or other casualty not covered or required to be covered by Concessionaire's insurance or not otherwise attributable to Concessionaire's fault or negligence excepted.

(c) Concessionaire's maintenance and repair of the Premises includes all of the following duties, to be performed at Concessionaire's sole cost and expense:

- i. Install and maintain fire extinguishers, fire hoses and other fire protection devices as may be required by the Director, fire marshal official and any agency having jurisdiction thereof or by the insurance underwriter insuring the Terminal;
- ii. Obtain the Director's prior written approval of the materials used in any plate glass or window glass installation, repair or replacement and contractor performing any such repair and replacement;
- iii. At all times, Concessionaire shall use the Premises with care. Maintenance, repairs and replacements shall be accomplished as necessary to maintain the Fixed Improvements and Operating Equipment and trade fixtures in good condition. Concessionaire shall repaint, retile, recarpet or replace wall coverings, floor coverings and ceiling coverings as reasonably necessary, and high traffic areas shall be repainted, retiled, recarpeted on a regular basis or as otherwise reasonably directed by the Director to maintain a high quality, first-class appearance; and all furniture and furnishings that become worn or torn shall be promptly replaced by Concessionaire as necessary;
- iv. Provide complete and adequate arrangements for the sanitary handling and disposal of all trash, garbage, recycling materials and other refuse generated in the Premises, including suitable receptacles situated in locations reasonably determined by the Director. Such shall be removed at times and in a manner which will cause minimum interference with the use of the Terminal by the public and other authorized persons. Concessionaire shall also furnish custodial services for the Premises. Piling of boxes,

- cartons, containers or other similar items in the Public Areas or in the Premises is not permitted;
- v. With respect to utility systems and lines servicing the Premises,
- 1) in areas where they serve other areas in the Terminal in addition to the Premises, Concessionaire shall only be responsible for the maintenance of the utility branch systems and utility branch lines located within or exclusively serving the Premises,
  - 2) where utility systems and lines are installed by Concessionaire and solely for its use, Concessionaire shall solely be responsible for the maintenance, repair and replacement thereof from the Premises up to the City - maintained main utility systems or lines or to the shut-off valves located in the Terminal, as appropriate,
  - 3) Concessionaire on a regular basis as reasonably required by the Director from time to time shall have sole responsibility for the maintenance, repair and replacement, as necessary, of all electrical, grease traps, exhaust systems, cooking and refrigerant apparatus, telephone, data transmission and other communication cables, conduits, wiring, fire alarm systems and protection devices, wiring panels, waste water and sewage disposal lines and associated equipment located within or exclusively serving the Premises;
  - 4) When operating a food and beverage enterprise, Concessionaire shall keep its grease lines clean and in good working condition. Concessionaire, at Concessionaire's sole cost, shall ensure the grease traps are inspected and cleaned at least once every month and shall provide to City a monthly report to that effect;
- vi. Concessionaire shall provide a comprehensive preventive maintenance program for everything that it is responsible for maintaining and submit the same to the Director and shall maintain such program on a current basis and provide evidence to the Director from time to time by submission of paid invoices. Upon approval by Director of said maintenance program, as may be updated from time to time, the program shall automatically become **Exhibit H** to this Agreement. Concessionaire shall report all malfunctions to all systems, lines, devices and equipment installed or located within the Premises to the City in accordance with the City's regulations and as promptly as possible after discovery and provide timely notice to the City as required by this Agreement with respect to maintenance; and
- vii. All repairs, replacements and maintenance by Concessionaire hereunder shall comply with all of the applicable provisions of the City's BPA process, as the same may be amended from time to time by the City in its sole discretion, shall be performed in accordance therewith and with the applicable provisions of the SAIA-SSC and shall be subject to the City's prior written approval (except in the case of emergencies when only prior notice to the City shall be required), such approval to be determined in the City's sole discretion.



All such maintenance, repairs and replacements shall be of a quality equal to the original in materials and workmanship, the City shall have the right to disapprove any improvements, replacements or alterations which, in its judgment, are of a design, quality, condition or in any color or in any other way deemed to be inconsistent with the SAIA-SSC, the City's BPA process or the general character and design of the Terminal.

### **Section 11.03 RIGHTS OF THE CITY.**

If at any time Concessionaire shall fail to comply with any of its obligations under **Section 11.02** hereof, the City reserves the right to perform and complete such maintenance, repairs, replacements or alterations after reasonable notice to Concessionaire of its default thereunder and Concessionaire's failure to timely cure the same, and charge back to Concessionaire the full cost thereof for such work performed on behalf of Concessionaire. The City, during Concessionaire's business hours and with prior reasonable notice to Concessionaire (if such notice is possible and does not interfere or limit City's exercise of its governmental functions or powers), may enter the Premises and make inspections as often as it considers necessary, to determine the proper maintenance of the Premises by Concessionaire. Further, the City reserves the right to interrupt, temporarily, all utility services provided by the City when necessary to make repairs, alterations, replacements or improvements in such systems. The City shall not have any responsibility or liability to Concessionaire (including consequential damages and lost profits) for failure to supply heat, air conditioning, all other utilities or plumbing or, when prevented from doing so by laws, orders or regulations of any federal, state or local agency as a result of strikes, accidents, Force Majeure or by any other cause whatsoever beyond the City's control. The City shall provide Concessionaire with as much advance notice as reasonably possible and under the circumstances shall use reasonable efforts to avoid interrupting Concessionaire's business operations except as deemed necessary by the Director.

## **ARTICLE XII. INSURANCE AND INDEMNITY**

### **Section 12.01 INSURANCE**

(a) No later than 30 days before the scheduled event, Concessionaire must provide a completed Certificate(s) of Insurance to City's Aviation Department. The certificate must be:

- clearly labeled with "San Antonio International Airport Food and Beverage Concession Agreement in the Description of Operations block;
- completed by an agent and signed by a person authorized by the insurer to bind coverage on its behalf (City will not accept Memorandum of Insurance or Binders as proof of insurance);.
- properly endorsed and have the agent's signature, and phone number,

Certificates may be mailed or sent via email, directly from the insurer's authorized representative. City shall have no duty to pay or perform under this Agreement until such certificate and

endorsements have been received and approved by City's Aviation Department. No officer or employee, other than City's Risk Manager, shall have authority to waive this requirement. If the City does not receive copies of insurance endorsement, then by executing this Agreement, Concessionaire certifies and represents that its endorsements do not materially alter or diminish the insurance coverage for the Event.

(b) The City's Risk Manager reserves the right to modify the insurance coverages, their limits, and deductibles prior to the scheduled event or during the effective period of this Agreement based on changes in statutory law, court decisions, and changes in the insurance market which presents an increased risk exposure.

(c) Concessionaire shall obtain and maintain in full force and effect for the duration of this Agreement, at Concessionaire sole expense, insurance coverage written on an occurrence basis, by companies authorized and admitted to do business in the State of Texas and with an A.M. Best's rating of no less than A- (VII), in the following types and for an amount not less than the amount listed below. If the Concessionaire claims to be self-insured, they must provide a copy of their declaration page so the City can review their deductibles:

<u>TYPE</u>	<u>AMOUNTS</u>
1. Workers' Compensation 2. Employers' Liability	Statutory \$1,000,000/\$1,000,000/\$1,000,000
3. Commercial General Liability Insurance to include coverage for the following: a. Premises/Operations b. Products/Completed Operations c. Personal/Advertising Injury *d. Independent Contractors *e. Damage to property rented by you *f. Child Abuse/Molestation g. Explosion, Collapse, Underground Property Hazard Liability	For <u>Bodily Injury</u> and <u>Property Damage</u> of \$2,000,000 per occurrence; \$4,000,000 General Aggregate, or its equivalent in Umbrella or Excess Liability Coverage  e.) \$300,000
4. Business Automobile Liability a. Owned/leased vehicles b. Non-owned vehicles c. Hired Vehicles	<u>Combined Single Limit</u> for <u>Bodily Injury</u> and <u>Property Damage</u> of \$1,000,000 per occurrence if AOA access required \$5,000,000 CSL
5. Builder's Risk	All Risk Policy written on an occurrence basis for 100% replacement cost during construction phase of any new or existing structure.

6. Property Insurance	One Hundred Percent (100%) replacement value for Structure, and replacement cost coverage of eighty percent (80%) of actual cash value for improvements and betterments.
7. Commercial Crime/Employee Dishonesty	\$500,000 per claim.
8. Umbrella or Excess Liability Coverage	\$2,000,000 per occurrence combined limit Bodily Injury (including death) and Property Damage.
8. Liquor Liability	\$1,000,000 per occurrence, \$2,000,000 general aggregate
9. Professional Liability (Claims-made Coverage)	\$1,000,000 per claim damages by reason of any act, malpractice, error, or omission in the professional service.
*If Applicable	

(d) Concessionaire must require, by written contract, that all subcontractors providing goods or services under this Agreement obtain the same insurance coverages required of Concessionaire and provide a certificate of insurance and endorsement that names Concessionaire and City as additional insureds. Respondent shall provide City with subcontractor certificates and endorsements before the subcontractor starts work.

(e) If a loss results in litigation, then the City is entitled, upon request and without expense to the City, to receive copies of the policies, declaration page and all endorsements. Concessionaire must comply with such requests within 10 days by submitting the requested insurance documents to the City at the following address:

City of San Antonio Aviation Department  
ATTN: Airport Concessions  
9800 Airport Boulevard, Suite A2128  
San Antonio, Texas 78216

(f) Concessionaire's insurance policies must contain or be endorsed to contain the following provisions:

- Name City and its officers, officials, employees, volunteers, and elected representatives as additional insureds by endorsement, as respects operations and activities of, or on behalf of, the named insured performed under contract with City. The endorsement requirement is not applicable for workers' compensation and professional liability policies.

- Endorsement that the “other insurance” clause shall not apply to City where City is an additional insured shown on the policy. City’s insurance is not applicable in the event of a claim.
- Contractor shall submit a waiver of subrogation to include, workers’ compensation, employers’ liability, general liability and auto liability policies in favor of City; and
- Provide 30 days advance written notice directly to City of any suspension, cancellation, non-renewal or materials change in coverage, and not less than ten (10) calendar days advance written notice for nonpayment of premium.

(g) Within five (5) calendar days of a suspension, cancellation, material change in coverage, or non-renewal of coverage, Concessionaire shall provide a replacement Certificate of Insurance and applicable endorsements to City. City shall have the option to suspend Concessionaire’s performance should there be a lapse in coverage at any time during this Agreement. Failure to provide and to maintain the required insurance shall constitute a material breach of this Agreement.

(h) In addition to any other remedies City may have upon Concessionaire’s failure to provide and maintain any insurance or policy endorsements to the extent and within the time required, City may order Concessionaire to stop work and/or withhold any payment(s) which become due to Concessionaire under this Agreement until Concessionaire demonstrates compliance with requirements.

(i) Nothing contained in this Agreement shall be construed as limiting the extent to which Concessionaire may be held responsible for payments of damages to persons or property resulting from Concessionaire’s or its subcontractors’ performance of the work covered under this Agreement.

(j) Concessionaire’s insurance shall be deemed primary and non-contributory with respect to any insurance or self - insurance carried by City for liability arising out of operations under this Agreement.

(k) The insurance required is in addition to and separate from any other obligation contained in this Agreement and no claim or action by or on behalf of City shall be limited to insurance coverage provided.

(l) Concessionaire and any subcontractor are responsible for all damage to their own equipment and/or property result from their own negligence.

## **Section 12.02 INDEMNITY.**

Concessionaire covenants and agrees to **FULLY INDEMNIFY, DEFEND and HOLD HARMLESS**, the City and the elected officials, employees, officers, directors, and representatives of the City, individually and collectively, from and against any and all costs, claims, liens, damages (, losses, expenses, fees, fines, penalties, proceedings, actions, demands, causes of action, liability and suits of any kind and nature, including but not limited to, personal or bodily injury, intellectual property infringement, death and property damage, made upon the City directly or indirectly arising out of, resulting from or related to Concessionaire's activities under this Agreement, including any acts or omissions of Concessionaire, any agent, officer, director, representative, employee, consultant or subcontractor of Concessionaire, and their respective officers, agents employees, directors and representatives while in the exercise of the rights or performance of the duties under this Agreement. The indemnity provided for in this paragraph shall not apply to any liability resulting from the negligence of City, its officers or employees, in instances where such negligence causes personal injury, death, or property damage. **IN THE EVENT CONCESSIONAIRE AND CITY ARE FOUND JOINTLY LIABLE BY A COURT OF COMPETENT JURISDICTION, LIABILITY SHALL BE APPORTIONED COMPARATIVELY IN ACCORDANCE WITH THE LAWS FOR THE STATE OF TEXAS, WITHOUT, HOWEVER, WAIVING ANY GOVERNMENTAL IMMUNITY AVAILABLE TO THE CITY UNDER TEXAS LAW AND WITHOUT WAIVING ANY DEFENSES OF THE PARTIES UNDER TEXAS LAW.**

The provisions of this indemnity are solely for the benefit of the Parties hereto and not intended to create or grant any rights, contractual or otherwise, to any other person or entity. Concessionaire shall advise the City in writing within 24 hours of any claim or demand against the City or Concessionaire known to Concessionaire related to or arising out of Concessionaire 's activities under this Agreement and shall see to the investigation and defense of such claim or demand at Concessionaire 's cost. The City shall have the right, at its option and at its own expense, to participate in such defense without relieving Concessionaire of any of its obligations under this paragraph.

## **Section 12.03 INJURY CAUSED BY THIRD PARTIES.**

Concessionaire covenants and agrees that the City (including its agents, employees, officers, directors, elected officials, designated management representatives and shareholders) shall not be responsible or liable to Concessionaire, or any entity or person claiming by, through or under Concessionaire, for any injury, death or damage to persons or property resulting from any latent defect in the Premises, the Terminal, the Airport and appurtenant areas; or from any acts or omissions of entities, persons, concessionaires or other occupants occupying adjoining premises in the Terminal or any other part of the Airport or the agents, servants, employees, contractors or invitees of such entities, persons, concessionaires or occupants; or from fire, electricity, water, snow or leaks from any part of the Terminal or Terminal systems, including sprinkler systems; or

from any other cause of whatever nature, unless caused by or due to the direct and sole negligence or direct and sole misconduct of the City, its agents and employees.

### **ARTICLE XIII. UTILITIES**

(a) The City shall provide access to commercially reasonable and normal amounts (as determined by the City) of electric, heat, air conditioning, and if applicable, gas, domestic cold water, high temperature hot water and sewage services to the Premises for use by Concessionaire provided by utility systems, connections and related equipment existing as of the Premises delivery date but shall have no obligation to provide telephone or data communication services to the Premises. With respect to telephone and data transmission services, Concessionaire (including all retail, service and food & beverage concessions) shall make separate arrangements with the applicable public utility service provider and shall pay directly to the applicable public utility service provider all charges incurred. In the event Concessionaire requires access to utility services over and above those provided by the City, with the Director's prior written permission, Concessionaire may extend those additional utilities and shall pay directly for the construction and installation costs of extending those additional utilities to the Premises. If Concessionaire extends any gas or electrical utilities, Concessionaire shall be solely responsible for and shall promptly install and pay for the construction and installation of utility submeters in locations approved by the City and/or the appropriate public utility service provider. Concessionaire shall be solely responsible for all fees, deposits and charges, including use and/or connection fees, hook-up fees, standby fees, and/or penalties for discontinued or interrupted service, and the like, for water (domestic cold and high temperature hot, if applicable), gas (if applicable), sewage (if applicable), electric, fire alarm, burglar alarm, telephone, data transmission, cable television, sewer and sanitation, solid waste disposal and any other service or utility used in or upon or furnished to the Premises, including, without limitation, any services to be supplied by the City, irrespective of whether any of the foregoing are initially paid in advance by the City, or otherwise.

(b) For all food & beverage concessions, Concessionaire shall pay to the City for utilities used and consumed by Concessionaire for the conduct of its business within the Premises on a pro-rata square foot basis. Additionally, Concessionaire shall pay City for gas consumption (if applicable) within the food court on a pro-rata square foot basis, the proportionate share of all gas consumption charges incurred for the operation of all concessions in the food court area. Gas consumption charges will reflect fully compensatory, non-discriminatory rates reasonably established and allocated to the Premises by the City. Concessionaire's proportionate share of gas consumption charges shall be determined by multiplying the total gas consumption charges incurred by the City for the operation of the food court area by a fraction, the numerator of which is the number of square feet of Floor Area in the Premises and the denominator of which is the number of square feet of all food & beverage concession facilities located within or reasonably adjacent to the food court area.

For utility services, other than the food court, the Director shall make a reasonable allocation to calculate the amount owed by Concessionaire at rates which will reflect fully compensatory, non-discriminatory, standard rates established by the applicable public utility service providers. Any such utility charges shall be billed by the City to Concessionaire in arrears and shall be paid, as Additional Rent, with the next monthly installment of the MAG following Concessionaire's receipt of the invoice therefor.

(c) In no event shall the City be liable for damages, loss of business, loss of profits or otherwise for any interruption, reduction, disruption, curtailment or failure in the supply, quality or character of electricity, services from a central utility plant or any other utility or other service, or if either the quantity, quality or character thereof supplied to or by the City is changed or is no longer available for Concessionaire's requirements, nor shall any such interruption, reduction, disruption, curtailment, failure or change in quantity, quality or character constitute or be deemed to constitute actual or constructive eviction of Concessionaire, or excuse or relieve Concessionaire from its obligations hereunder, including but not limited to the payment of Rental or all other sums, damages, fees, costs and expenses payable under this Agreement. Any obligation of the City to furnish light, power and services from a central utility plant shall be conditioned upon the availability of adequate energy sources. The City shall have the right to reduce heating, cooling and lighting within the Premises and the Public Areas as required by any mandatory or voluntary fuel or energy saving allocation, or similar statute, regulation, order or program. Notwithstanding anything to the contrary contained in this **Section 13.01(c)**, if any utility to the Premises is supplied by or through the City and, due to the sole negligence of the City, such utility to the Premises is interrupted which forces Concessionaire to close its business within the Premises for more than 2 complete and consecutive days, then the MAG shall abate for the period commencing on the 3<sup>rd</sup> day after Concessionaire is forced to close its business within the Premises and shall continue until the earlier of: (i) the date such utility is restored to the Premises, or (ii) the date Concessionaire reopens its business in the Premises.

(d) If applicable, Concessionaire shall operate its additional heating, ventilating and air conditioning ("HVAC") system(s), if applicable, serving the Premises so as to maintain comfortable conditions during regular Terminal concession business hours. Temperatures in the Premises shall be compatible with temperatures in the Terminal. Concessionaire's obligation to connect to the services supplied by the City, as set forth in this Section and the SAIA-SSC, as well as Concessionaire's operation and maintenance of its additional HVAC system(s) within the Premises, shall be as set forth herein, in the SAIA-SSC, and in any related exhibit(s) such as the approved Final Drawings. If Concessionaire desires to install any equipment which shall exceed the capacity of any utility facilities or which shall require additional utility facilities, Concessionaire shall not have the right to do so without the Director's prior written approval of Concessionaire's plans and specifications therefor. If such installation is approved by the Director, and if such additional facilities are provided to accommodate Concessionaire's installation, Concessionaire agrees to pay the City, on demand, the cost of providing such additional utility facilities or utility facilities of greater capacity. Concessionaire shall in no event use any of the utility facilities in any way which would overload or overburden the utility systems at the Terminal

and the Airport. The City shall have the right to impose reasonable restrictions and require Concessionaire to comply with any state or local regulations or measure adopted from time to time with respect to conservation of any utilities including water usage.

#### **ARTICLE XIV. SUBORDINATION AND TIME OF EMERGENCY**

##### **Section 14.01 SUBORDINATION.**

This Agreement shall be subordinate to the provisions of any existing or future agreement between the City and the United States of America relative to the operation or maintenance of the Airport, the execution of which has been or may be required as a condition precedent to the expenditure of Federal funds for the development of the Airport. Should the effect of such agreement with the United States Government be to take any of the property under lease or substantially alter or destroy the commercial value of the leasehold interest granted herein, the City shall not be held liable therefor, but in such event Concessionaire may cancel this Agreement upon ten (10) days' written notice to the City. Notwithstanding the foregoing, however, the City agrees that, in the event the City becomes aware of any such proposed or pending agreement or taking, the City shall utilize the City's best efforts to (i) give the maximum possible notice thereof to Concessionaire, and (ii) cooperate with Concessionaire to mitigate the impact of such agreement or taking or other government action upon Concessionaire, including but not limited to reasonably assisting Concessionaire in securing alternate premises, and minimizing any disruption of or interference with Concessionaire's business.

##### **Section 14.02 TIME OF EMERGENCY.**

During time of war or national emergency, the City shall have the right to lease the landing area or any part thereof to the United States for government use, and, if such lease is executed, the provisions of this Agreement, insofar as they are inconsistent with the provisions of the lease to the Government, shall be suspended.

#### **ARTICLE XV. ASSIGNMENT AND SUBLETTING**

**9**

(a) Except as provided in **Section 15.01(b)** below, Concessionaire shall not transfer or assign this Agreement or Concessionaire's interest in or to the Premises or any part thereof without having first obtained the prior written consent of the City which may be given only by or pursuant to an ordinance enacted by the City Council of San Antonio, Texas; provided, however, the transfer of Concessionaire's securities in connection with Concessionaire becoming a publicly held company or issuing securities in connection with an additional public offering of securities shall not constitute a transfer or assignment of this Agreement. The public trading of Concessionaire's securities on a nationally recognized exchange or on the NASDAQ market shall not constitute or be considered to result in any such transfer or assignment of this Agreement. Notwithstanding the foregoing and for so long as any pledge or collateral assignment of Concessionaire's interest in the Agreement shall be by instrument substantially in such form as shall have previously been approved by the City Council, the consent of the City to such pledge or collateral assignment may be given by the City acting by and through the Director. Each transfer, assignment or subletting to



which there has been consent shall be by instrument in writing, in form satisfactory to the City, and shall be executed by the transferee, assignee or subconcessionaire who shall agree in writing for the benefit of the City to be bound by and to perform the terms, covenants and conditions of this Agreement. Four executed copies of such written instrument shall be delivered to the City. Failure to first obtain in writing the City's consent, or failure to comply with the provisions herein contained shall operate to prevent any such transfer, assignment or subletting of this Agreement from becoming effective. The receipt by the City of rent from an assignee, subtenant or occupant of the Premises shall not be deemed a waiver of the covenant in this Agreement against assignment and subletting or an acceptance of the assignee, subtenant or occupant as a tenant or a release of the Concessionaire from further observance or performance by Concessionaire of the covenants contained in this Agreement. No provision of this Agreement shall be deemed to have been waived by the City unless such waiver be in writing, signed by the Director.

(b) Notwithstanding the foregoing provisions of this Article, Concessionaire shall have the right to transfer or assign this Agreement, with the Director's consent, such consent not to be unreasonably withheld, to:

- i. a Subsidiary of Concessionaire or its parent corporation or to an entity that is an Affiliate of Concessionaire or its parent corporation;
- ii. any corporation with which Concessionaire shall merge, reorganize or consolidate; or
- iii. any corporation acquiring all or substantially all of the assets of Concessionaire or which may succeed to a controlling interest in the business of Concessionaire; provided that in the case of any and each such transfer or assignment under clauses (ii) and (iii) above, the City shall have the discretionary right to withhold its consent.

(c) Concessionaire shall not sublet the Premises or any part thereof.

(c) Should the transfer or assignment of this Agreement be approved by the City and to the extent that such transferee or assignee assumes Concessionaire's obligation hereunder, Concessionaire may by virtue of such assignment be released from such obligation to the extent the City approves such release in writing. Should the subletting of the Premises be approved by the City, however, Concessionaire agrees and acknowledges that Concessionaire shall remain fully and primarily liable under this Agreement, notwithstanding any such sublease and that any such subconcessionaire shall be required to attorn to the City under the terms of this Agreement.

## **ARTICLE XVI. WASTE OR NUISANCE**

Concessionaire shall not commit nor permit any of its employees, contractors, subcontractors, subconcessionaires or agents to injure, deface or otherwise harm the Premises, the Terminal or the Airport, nor commit any waste upon the Premises, the Terminal or the Airport, and shall not place a load upon the floor of the Premises which exceeds the floor load per square foot which such floor was designed to carry. Concessionaire shall not commit nor permit any of its employees, contractors, subcontractors, subconcessionaires or agents to commit any nuisance or other act or thing which may constitute a menace or which may impact either the City's operation of the Terminal or the Airport or disturb the quiet enjoyment of any other occupant or concessionaire of the Airport. Concessionaire shall not use or permit to be used any medium that might constitute a

nuisance, such as loudspeakers, sound amplifiers, tape decks, compact disc players, radios, televisions, or any other sound producing or other device which will carry sound or odors outside the Premises except as may otherwise be approved in advance in writing by the Director and, upon notice from the Director to Concessionaire's business representative at the Premises, Concessionaire shall cause any such noise or odors to cease immediately. Concessionaire shall not allow any use of the Premises or any other portion of the Terminal and/or Airport in a manner which is a source of annoyance, disturbance or embarrassment to the City, or to the other concessionaires and occupants of the Terminal and/or Airport or which is deemed by the City, in its sole discretion, as not in keeping with the character of the Terminal and/or Airport. The Premises shall not be used for any unlawful or immoral purpose or which will invalidate or increase the premiums on any of the City's insurance.

#### **ARTICLE XVII. DAMAGE AND DESTRUCTION**

(a) If the Premises shall be partially damaged by fire or other casualty, the Concessionaire shall give immediate notice thereof to the City and the same shall be repaired at the expense of the City without unreasonable delay unless the City determines that the damage is so extensive that repair or rebuilding is not feasible. From the date of such casualty until said building is so repaired, monthly Rental payments hereunder shall abate in such proportion as the part of the Premises thus destroyed or rendered untenable bears to the total Floor Area of the Premises; provided, however, that if the Premises shall be so slightly injured in any such casualty as not to be rendered unfit for occupancy, the Rentals hereunder shall not cease or be abated during any repair period. In the event that the damage to the Premises should be so extensive as to render it untenable, the Rentals shall cease until such time as it shall be put in repair, but in the event the Premises is damaged by fire or other casualty to such an extent as to render it necessary in the exclusive judgment of the City not to rebuild the same, then at the option of the City, and upon notice to Concessionaire, this Agreement shall cease and come to an end and the Rentals hereunder shall be apportioned and paid up to date of such damage. If the City elects to rebuild the Premises, the City shall notify Concessionaire of such intention within thirty (30) days of the date of the damage, otherwise this Agreement shall be deemed canceled and of no further force or effect. Notwithstanding any provision above, should the destruction or damage to the Premises (to the extent of work that is to be provided as part of the City's obligation) be so great that it will not be reasonably repaired or restored by the City within one hundred twenty (120) days to the state of fitness that existed prior to the commencement of improvements, if any, performed by Concessionaire, Concessionaire may, at Concessionaire's option, terminate this Agreement by written notification of same given to the City within thirty (30) days after the occurrence of such casualty, or upon notification that the work will not be completed within the one hundred twenty (120) days.

(b) The City's obligations to rebuild or repair under this Article shall, in any event, be limited to restoring the Premises to substantially the condition that existed prior to the commencement of improvements, if any, performed by Concessionaire and shall further be limited to the extent of the insurance proceeds available to the City for such restoration. Concessionaire agrees that if the City elects to repair or rebuild as set forth herein, then Concessionaire will proceed with reasonable

diligence and, at its sole cost and expense, to rebuild repair and restore its improvements, signs, fixtures, furnishings, equipment and other items provided or installed by Concessionaire in or about the Premises in a manner and to a condition at least equal to that which existed prior to the damage or destruction. Should the commencement, construction or completion of said repair, reconstruction or replacement be prevented or delayed by reason of war, civil commotion, acts of God, strikes, governmental restrictions or regulations, fire or other casualty, or any other reason beyond the control of either Party, the time for commencing or completing the repair, reconstruction or replacement, as the case may be, shall automatically be extended for the period of each such delay.

(c) City's election to repair the premises, as provided in this Article, shall not be construed as a waiver or limitation of City's right to pursue and/or recover damages/losses suffered by City.

## **ARTICLE XVIII. NON-DISCRIMINATION**

### **Section 18.01 GENERAL PROHIBITION.**

Any discrimination by Concessionaire, its agents or employees on account of race, creed, color, sex, age, disability, religion or national origin, in employment practices or in the use of or admission to the Premises is prohibited. Concessionaire, for itself, its personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree, that: (a) no person on the grounds of race, creed, color, sex, age, disability, religion or national origin shall be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of the Premises, (b) that in the construction of any improvements on, over, or under the Premises and the furnishing of services thereon, no person on the grounds of race, creed, color, sex, age disability, religion or national origin shall be excluded from participation, denied the benefits of, or otherwise be subjected to discrimination, (c) that Concessionaire shall use the Premises in compliance with all other requirements imposed by or pursuant to 49 CFR Part 21, Nondiscrimination in Federally Assisted Programs of the Department of Transportation, and as said regulations may be amended and/or supplemented.

### **Section 18.02 AFFIRMATIVE ACTION.**

To the extent required by law, Concessionaire assures that it will undertake an affirmative action program as required by 14 CFR Part 152, Subpart E, to insure that no person shall on the grounds of race, creed, color, sex, age, disability, religion or national origin be excluded from participating in any employment activities covered in 14 CFR Part 152, Subpart E. Concessionaire assures that no person shall be excluded on these grounds from participating in or receiving the services or benefits of any program or activity covered by this subpart. Concessionaire assures that it will require that its covered sub-organizations provide assurances to Concessionaire that they will require assurances from their sub-organizations, as required by 14 CFR Part 152, Subpart E, to the same effect. Concessionaire shall comply with the City's Nondiscrimination Clause as set forth in the Concessionaire Handbook which shall include submittal of Concessionaire's affirmative action plan for equal employment opportunity relating to the conduct of its business in the Premises. If requested by the City, this plan shall be submitted on an annual basis and monitored

through the submission of an annual status report reflecting prior year activity. Quarterly affirmative action status reports shall also be provided, if requested by the City.

### **Section 18.03 CITY CODE NON-DISCRIMINATION REQUIREMENT.**

As a party to a contract with City, Concessionaire understands and agrees to comply with the Non-Discrimination Policy of the City of San Antonio contained in Chapter 2, Article X of the City Code and further, shall not discriminate on the basis of race, color, religion, national origin, sex, sexual orientation, gender identity, veteran status, age or disability, unless exempted by state or federal law, or as otherwise established herein. Concessionaire acknowledges that it understands and agrees that a material violation of this clause shall be considered a material breach of this Agreement and may result in termination of this Agreement, disqualification of Concessionaire from participating in City contracts, or other sanctions.

## **ARTICLE XIX. DEFAULT**

### **Section 19.01 CONCESSIONAIRE'S DEFAULT.**

(a) Notwithstanding any provision herein to the contrary and irrespective of whether any or all rights conferred upon the City by this Article are expressly or by implication conferred upon the City elsewhere herein, each of the following shall constitute an event of default by Concessionaire:

- i. Concessionaire shall fail to pay any Rentals or any other charges whatsoever due as provided for in this Agreement and such failure shall continue for a period of 10 days after written notice thereof, provided that such notice from the City shall be in lieu of, and not in addition to, any notice of default required by applicable laws;
- ii. Concessionaire shall fail to pay any Rentals or any other charges due as provided for in this Agreement more than twice in any consecutive twelve month period, such event shall constitute an event of default without any notice requirement or opportunity to cure;
- iii. Unless otherwise provided for and addressed in this **Article 19.01(a)**, if Concessionaire shall neglect or fail to perform or observe any of the other terms, conditions, or covenants herein contained, and such neglect or failure shall continue for a period of 30 days after receipt of written notice from City of such neglect or failure (or if more than 30 days shall be required because of the nature of the default, if Concessionaire shall fail within said 30 days to commence and thereafter diligently proceed to cure such default to completion, provided that in no event shall such cure period extend beyond 60 days or such longer period of time as is approved by the Director in writing and, if Concessionaire's cure period is so extended, Concessionaire must, within 5 days after the written extension notice provide a written plan to the Director outlining all steps Concessionaire is taking to cure the default and when the cure shall be completed), provided that such notice from the City shall be in lieu of, and not in addition to, any notice of default required by applicable laws;

- iv. Concessionaire shall fail to commence construction of Concessionaire's Work within 30 days of the City's issuance of City building permits and such failure is not occasioned by reason of Force Majeure, which event shall constitute an event of default without any notice requirement or opportunity to cure;
- v. Concessionaire shall fail to move into the Premises and to initially open for business on or before the Latest Rental Commencement Date and such failure is not occasioned by reason of Force Majeure and such failure shall continue for a period of 10 days after written notice thereof, provided that such notice from the City shall be in lieu of, and not in addition to, any notice of default required by applicable laws;
- vi. Concessionaire shall fail to operate continuously in the manner and during the hours established by the Director or for the Permitted Use and such failure shall continue for a period of 10 days after written notice thereof, provided that such notice from the City shall be in lieu of, and not in addition to, any notice of default required by applicable laws;
- vii. Concessionaire shall voluntarily discontinue its operations at the Premises for a period of three (3) consecutive days and such failure is not occasioned by reason of Force Majeure or permitting this Agreement to be taken under any writ of execution or similar writ or order and such failure shall continue for a period of 10 days after written notice thereof, provided that such notice from the City shall be in lieu of, and not in addition to, any notice of default required by applicable laws;
- viii. Concessionaire shall become insolvent, shall take the benefit of any present or future insolvency statute, shall make a general assignment for the benefit of creditors, shall file a voluntary petition in bankruptcy or a petition or answer seeking a reorganization or the readjustment of its indebtedness under the federal bankruptcy laws or under any other law or statute of the United States or of any state thereof, or shall consent to the appointment of a receiver, trustee, or liquidator of all or substantially all of its property;
- ix. an Order of Relief shall be entered at the request of Concessionaire or any of its creditors under the federal bankruptcy or reorganization laws or under any law or statute of the United States or any state thereof and shall not be vacated within 60 days;
- x. a petition under any part of the federal bankruptcy laws or an action under any present or future insolvency law or statute shall be filed against Concessionaire and shall not be dismissed within 90 days after the filing thereof;
- xi. by or pursuant to or under the authority of any legislative act, resolution or rule, or any order or decree of any court or governmental board, agency or officer, a receiver, trustee, or liquidator shall take possession or control of all or substantially all of the

property of Concessionaire and such possession or control shall continue in effect for a period of 60 days;

- xii. if applicable, Concessionaire shall become a corporation in dissolution or voluntarily or involuntarily forfeit its corporate charter;
- xiii. Concessionaire shall fail to carry insurance as required under this Agreement or to comply with any applicable law, rule or regulation concerning security, and such failure continues for forty-eight (48) hours after written notice from the City thereof, which event shall constitute an event of default without any notice requirement or opportunity to cure;
- xiv. a governmental authority, board, agency or officer with competent jurisdiction terminates or suspends any certificate, license, permit or authority held by Concessionaire without which Concessionaire shall not be lawfully empowered to conduct its business operations in the Premises;
- xv. the rights of Concessionaire hereunder shall be transferred to, pass to, or devolve upon, by operation of law or otherwise, any other person, firm, corporation, or other entity by or in connection with or as a result of any bankruptcy, insolvency, trusteeship, liquidation or other similar proceedings or occurrences.

(b) If any condition of Concessionaire's event of default shall occur which shall not be timely cured as provided in **Section 19.01(a)**, in addition to any other rights or remedies the City may have by law, the City, then, or at any time thereafter, shall have the right, either to i) terminate this Agreement by giving at least 5 days written notice of termination to Concessionaire at which time Concessionaire will then quit and surrender the Premises to the City, but Concessionaire shall remain liable as hereinafter provided, or ii) to enter upon and take possession of the Premises (or any part thereof in the name of the whole), without demand or notice, and repossess the same as of the City's former estate, expelling Concessionaire and those claiming under Concessionaire, forcibly if necessary. Such termination or expulsion shall be without prejudice to any remedy for arrears of Rentals or preceding breach of covenant and without any liability to Concessionaire or those claiming under Concessionaire for such repossession, in which event the City shall have the right to enforce all of the City's rights and remedies hereunder including the right to recover all Rentals and other charges payable by Concessionaire hereunder as they become due hereunder. The City's repossession of the Premises shall not be construed as an election to terminate this Agreement nor shall it cause a forfeiture of Rentals or any other charges remaining to be paid during the balance of the Term hereof, unless a written notice of such intention be given to Concessionaire, or unless such termination is decreed by a court of competent jurisdiction. If the City elects to terminate this Agreement, the City shall have the right to recover immediately from Concessionaire damages calculated as follows: (i) all unpaid Rentals that had been earned at the time of termination of the Agreement; and (ii) the worth at the time award of the amount by which the unpaid Rentals which would have been earned after termination until the time of the award

exceeds the amount of the loss of such Rentals that Concessionaire affirmatively proves has been or could have reasonably been avoided; (iii) the worth at the time of award of the amount by which the unpaid Rentals for the balance of the Term after the time of award exceeds the amount of the loss of Rentals that Concessionaire affirmatively proves could reasonably be avoided; and (iv) any other amount necessary to compensate the City for all damages proximately caused by Concessionaire's default or which in the ordinary course would likely result therefrom (for purposes of subsection (ii) above, "worth at the time of award" shall be computed by allowing interest at the maximum rate permitted by Texas law and for purposes of subsection (iii) above, "worth at the time of award" shall be computed by discounting such amount at the discount rate of the Federal Reserve Bank whose jurisdiction includes the Airport at the time of the award, plus one (1%) percent per annum to its present worth). Upon repossession, the City shall have the right (at its election and whether or not this Agreement shall be terminated) to relet the Premises or any part thereof for such period or periods (which may extend beyond the Term of this Agreement) at such rent or rent and upon such other terms and conditions as the City may, in good faith, deem advisable. Notwithstanding any law or anything contained herein to the contrary, to the full extent permitted under applicable law, Concessionaire and the City agree that the City's duty to relet the premises or otherwise to mitigate damages under this Agreement shall be limited to those requirements set forth in the Texas Property Code, as amended. The City shall in no event be liable and Concessionaire's liability shall not be affected or diminished in any way whatsoever for failure to relet the Premises, or in the event the Premises are relet, for failure to collect any rent under such reletting, so long as the City uses objectively reasonable efforts to comply with said Texas Property Code. The City and Concessionaire agree that any such duty shall be satisfied and the City shall be deemed to have used objective reasonable efforts to relet the Premises and mitigate the City's damages by: (1) posting a "For Lease" sign on the Premises; (2) advising the City's leasing agent, if any, of the availability of the Premises; and (3) advising at least one outside commercial brokerage entity of the availability of the Premises.

(c) If the City shall elect to relet, then rent received by the City from such reletting shall be applied: first, to the payment of any indebtedness other than Rentals due hereunder from Concessionaire to the City under this Agreement, second, to the payment of any cost of such reletting; third, to the payment of Rentals due and unpaid hereunder; and the residue, if any, shall be held by the City and applied hereunder. Should that portion of such rent received from such reletting during any month, which is applied to the payment of Rentals hereunder, be less than the Rentals payable during that month by Concessionaire hereunder then Concessionaire shall pay such deficiency to the City. Such deficiency shall be calculated and paid monthly. Concessionaire shall also pay to the City, as soon as ascertained, any costs and expenses incurred by the City in such reletting not covered by the rent received from such reletting of the Premises.

(d) If the City shall terminate this Agreement or take possession of the Premises by reason of an event of default, Concessionaire and those holding under Concessionaire, shall forthwith remove their goods and effects from the Premises within seven (7) days. If Concessionaire or any such claimant shall fail to effect such removal forthwith, the City may, without liability to Concessionaire or those claiming under Concessionaire, remove such goods and effects and may

store the same for the account of Concessionaire or of the owner thereof at any place selected by the City, or, at the City's election, and upon giving 15 days written notice to Concessionaire of date, time and location of sale, the City may sell the same at public auction or private sale on such terms and conditions as to price, payment and otherwise as the City in its sole discretion may deem advisable. If, in the City's judgment, the cost of removing and storing or the cost of removing and selling any such goods and effects exceeds the value thereof or the probable sale price thereof, as the case may be, the City shall have the right to dispose of such goods in any manner the City may deem advisable. Concessionaire shall be responsible for all costs of removal, storage and sale, and the City shall have the right to reimburse the Airport Revenue Fund from the proceeds of any sale for all such costs paid or incurred by the City. If any surplus sale proceeds remain after such reimbursement, the City may deduct from such surplus any other sums due to the City hereunder and shall pay over to Concessionaire any remaining balance of such surplus sale proceeds. Any amount paid or expense or liability incurred by the City for the account of Concessionaire may be deemed to be Additional Rent and the same may, at the option of the City, be added to any Rentals then due or thereafter falling due hereunder.

(e) If the City shall enter into and repossess the Premises for reason of the default of Concessionaire in the performance of any of the terms, covenants or conditions herein contained, then, and in that event, Concessionaire hereby covenants and agrees that Concessionaire will not claim the right to redeem or re-enter the Premises to restore the operation of this Agreement and Concessionaire hereby waives the right to such redemption and re-entrance under any present or future law, and does hereby further, for any party claiming through or under Concessionaire, expressly waive its right, if any, to make payment of any sum or sums of Rentals, or otherwise, of which Concessionaire shall have made default under any of the covenants of this Agreement and to claim any subrogation of the rights of Concessionaire under these presents, or any of the covenants thereof, by reason of such payment

(f) Anything to the contrary notwithstanding, the City shall not be required to give notice under this Article more than three (3) times for the same type of default in any consecutive twelve-month period. All rights and remedies of the City herein created or otherwise existing at law are cumulative, and the exercise of one or more rights or remedies shall not be taken to exclude or waive the right to the exercise of any other. All such rights and remedies may be exercised and enforced concurrently and whenever and as often as deemed desirable. If proceedings shall, at any time, be commenced for recovery of possession as aforesaid and compromise or settlement shall be effected either before or after judgment whereby Concessionaire shall be permitted to retain possession of the Premises, then such proceeding shall not constitute a waiver of any condition or agreement contained herein or of any subsequent breach thereof or to this Agreement.

#### **Section 19.02 CITY'S DEFAULT.**

(a) Each of the following shall constitute an event of default by the City:

- i. the permanent abandonment of the Airport by the City;
- ii. the issuance by a court of competent jurisdiction of any injunction preventing or restraining the use of the Airport in such a manner as to substantially restrict



- Concessionaire from conducting business operations within the Premises and the remaining in force of such injunction for at least 60 days;
- iii. the default by the City of any of the terms, covenants or conditions of this Agreement to be kept, performed or observed by the City and the failure of the City to remedy such default for a period of 60 days after written notice from Concessionaire of the existence of such default has been received by the City or if more than 60 days shall be required because of the nature of such default, if the City shall fail within said 60 day period to commence and thereafter diligently proceed to cure such default;
  - iv. the assumption by the United States government, or any authorized agency thereof, or the operation, control or use of the Airport and its facilities in such a manner as to substantially restrict the Concessionaire from conducting business operations within the Premises hereunder if such restriction shall be continued for a period of 3 consecutive months or more.

(b) If any event of default shall occur which is not cured by the City, and notwithstanding any waiver or indulgence granted by Concessionaire with respect to any event of default in any form or instance, Concessionaire's sole right and remedy shall be to declare this Agreement to be terminated upon not less than 30 days prior written notice to the City. If Concessionaire elects to terminate this Agreement due to the City's default, this Agreement shall terminate upon the expiration of such 30 day notice period to the City and Concessionaire shall pay to the City all Rentals and other charges due under this Agreement which shall have accrued prior to the effective date of any such termination. Concessionaire shall not be entitled to any other claims or remedies and Concessionaire hereby waives any such claims, including, without limitation, claims for lost business opportunity, claims for lost profits and all monetary claims for breach of this Agreement under Federal and any state law.

## **ARTICLE XX. BANKRUPTCY OR INSOLVENCY**

### **Section 20.01 CONCESSIONAIRE'S INTEREST NOT TRANSFERABLE.**

Neither Concessionaire's interest in this Agreement, nor any estate hereby created in Concessionaire nor any interest herein or therein, shall pass to any trustee or receiver or assignee for the benefit of creditors or otherwise by operation of law except as may specifically be provided pursuant to the United States Bankruptcy Code, as amended ("Code").

### **Section 20.02 ELECTION TO ASSUME AGREEMENT.**

Even though this is an Agreement of real property in an airport, the Parties contractually agree that this Agreement shall be construed to be a lease of commercial real property within the meaning of Section 365 of the Code. If Concessionaire becomes a Debtor under Chapter 7, 11 or 13 of the Code, and the Trustee or Concessionaire, as Debtor-In-Possession, elects to assume this Agreement for the purpose of assignment to a third party or otherwise, such election and assignment, if any, may only be made if all the terms and conditions of the applicable provisions of the Code are satisfied. If the Trustee or Concessionaire, as Debtor-In-Possession, fails to elect to assume or reject this Agreement by the 60th day after the entry of the Order for Relief in a case

under Chapter 7, 11 and 13 of the Code, this Agreement shall thereafter be deemed rejected and terminated in accordance with Section 365 of the Code. The Trustee or Concessionaire, as Debtor-In-Possession, shall thereupon immediately surrender possession of the Premises to the City and the City shall have no further obligation to Concessionaire or Trustee hereunder. The acceptance of Rental by the City after the 60th day shall not be deemed a waiver of the City's rights herein and under Section 365 of the Code, and the City's right to be compensated for damages in such bankruptcy case shall survive.

### **Section 20.03 OCCUPANCY CHARGES.**

When, pursuant to the Code, the Trustee or Concessionaire, as Debtor-In-Possession shall be obligated to pay reasonable use and occupancy charges for the use of the Premises or any portion thereof, such charge shall not be less than the MAG and Percentage Rent and all other monetary obligations of Concessionaire for the payment of Additional Rent.

## **ARTICLE XXI. ACCESS BY THE CITY**

(a) The City, its agents and designated management representatives shall have the right to enter the Premises for any reasonable purpose (including inspecting the condition of the Premises) upon reasonable notice to Concessionaire. Concessionaire shall cooperate upon receipt of any such notice and arrange for its personnel to be available during any such entry. The City shall have the further right to enter the Premises to make such repairs, alterations, improvements or additions as it may deem necessary or desirable, and shall be allowed to take all material into and upon the Premises that may be required without the same constituting an eviction of Concessionaire in whole or in part, and the MAG, Percentage Rent, Additional Rent and other charges reserved hereunder shall not abate while said repairs, alterations, improvements or additions are being made, by reason of loss or interruption of business of Concessionaire, or otherwise.

(b) If the City exercises the foregoing rights and as a result thereof there is a material adverse effect to Concessionaire's use and occupancy of the Premises to the extent that Concessionaire is forced to close its business in the Premises for two (2) or more complete consecutive days, Concessionaire's obligation to pay the MAG shall be abated during the period that Concessionaire is totally prohibited from operating. Upon the reopening of the Premises, which Concessionaire shall reopen on the day following the cessation of such material adverse effect, Concessionaire's payment of the MAG to the City shall immediately recommence on the date of the reopening of the Premises.

(c) In exercising such right of entry, the City shall use reasonable efforts not to disrupt Concessionaire's business in the Premises. The City or its agents and designated management representatives shall have the further right to enter the Premises without notice at any time in the event of emergency. Finally, the City, during the last 12 months prior to the expiration of the Term, may enter the Premises for the purpose of exhibiting the same to prospective concessionaires and their representatives.

## **ARTICLE XXII. CONCESSIONAIRE'S PROPERTY**

### **Section 22.01 TAXES ON CONCESSIONAIRE'S PERSONAL PROPERTY.**

Concessionaire shall be responsible for, and agrees to pay prior to delinquency, any and all taxes or other taxes, assessments, levies, fees and other governmental charges and impositions of every kind of nature, regular or special, direct or indirect, presently foreseen or unforeseen or known or unknown, levied or assessed by municipal, county, state, federal or other governmental taxing or assessing authority, upon, against or with respect to (i) Concessionaire's leasehold interest in the Premises, and (ii) the Fixed Improvements, the Operating Equipment, all furniture, fixtures, equipment, inventory and any other personal property of any kind owned by, or placed, installed or located in, within, upon or about the Premises by Concessionaire (collectively, "Concessionaire's Taxes"). Concessionaire shall provide the Director with evidence of Concessionaire's timely payment of such Concessionaire's Taxes upon the Director's request. If at any time any of such Concessionaire's Taxes are not levied and assessed separately and directly to Concessionaire (for example, if the same are levied or assessed to the City, or upon or against, the building containing the Premises and/or the land underlying said building), Concessionaire shall pay to the City Concessionaire's share thereof as reasonably determined and billed by the City.

### **Section 22.02 LOSS AND DAMAGE.**

The City shall not be responsible or liable to Concessionaire for any loss or damage that may be occasioned by or through the acts or omissions of persons occupying premises or any part of the premises adjacent to or connected with the Premises or any part of the building of which the Premises are a part, or any other area in the Airport, or for any loss or damage resulting to Concessionaire or its property from bursting, stoppage or leaking of water, gas, sewer or steam pipes, or (without limiting the foregoing) for any damage or loss of property within the Premises from any cause whatsoever. Concessionaire shall give immediate notice to the Director in case of any damage to or destruction of all or any part of, or of accidents occurring within the Premises, or of defects therein or of any damage to or destruction of any inventory, fixtures or equipment within the Premises.

### **Section 22.03 THE CITY'S LIEN.**

Concessionaire hereby gives to the City a lien upon all of its property, now, or at any time hereafter placed in or upon the Premises to secure the prompt payment of the charges herein stipulated to be paid for the use of the Premises; all exemptions of such property, or any of it, being hereby waived. In the event that the amount of the Letter of Credit provided by Concessionaire to the City under the terms of this Agreement at all times during the term of this Agreement shall equal the greater of the Rentals payable by Concessionaire to the City for the current calendar year, then, and in such event, the provisions set forth above shall not be applicable to this Agreement.

### **ARTICLE XXIII. RULES AND REGULATIONS**

Concessionaire agrees to comply with and observe all reasonable rules and regulations, including, without limitation, the Concessionaire Handbook and Chapter 3 of the City of San Antonio Municipal Code of Ordinances, established by the City from time to time, with respect to the Airport, the Terminal, the Premises or any related matter. Concessionaire and its employees shall faithfully observe and comply with any other reasonable rules which the Director may from time to time make after notice to Concessionaire, provided such rules apply to all similarly situated concession operators in the Airport and are reasonably related to the safety, care, appearance, reputation, operation or maintenance of the Terminal or the Airport or the comfort of occupants and others using the Airport. The City shall not have any duty or obligation to enforce such rules or the terms and conditions in any other concession agreement, lease or sublease as against any other concessionaire, lessee or tenant and the City shall not be liable to Concessionaire for violations of the same by other concessionaires, lessees, tenants, subtenants, invitees, their servants, employees, contractors, subcontractors and agents. Concessionaire's failure to keep and observe said rules and regulations shall constitute a breach of the terms hereof in the same manner as if the rules and regulations were contained herein as covenants.

### **ARTICLE XXIV. QUIET ENJOYMENT**

Subject to the terms and conditions hereof, upon payment by Concessionaire of the Rentals herein provided and other charges payable by Concessionaire hereunder, and upon the observance and performance of all the covenants, terms and conditions on Concessionaire's part to be observed and performed, Concessionaire shall peaceably and quietly hold and enjoy the Premises for the Term hereby demised without hindrance or interruption by the City.

### **ARTICLE XXV. MISCELLANEOUS**

#### **Section 25.01 WAIVER; ELECTION OF REMEDIES.**

One or more waivers of any covenant or condition by either Party shall not be construed as a waiver of a subsequent breach of the same covenant or condition by the other Party, and the consent or approval by the City to or of any act by Concessionaire requiring the City's consent or approval shall not be deemed to render unnecessary the City's consent or approval to or of any subsequent similar act by Concessionaire. No breach by either Party of a covenant or condition hereof shall be deemed to have been waived by the non-breaching Party unless such waiver is in writing and signed by a representative of the non-breaching Party. The rights and remedies of the City hereunder or in any specific Section, subsection or clause hereof shall be cumulative and in addition to any and all other rights and remedies which the City has or may have elsewhere hereunder or at law or equity, whether or not such Section, subsection or clause expressly so states.

#### **Section 25.02 ENTIRE AGREEMENT.**

This Agreement supersedes all prior agreements between the Parties and sets forth all the covenants, promises, agreements and conditions, and understandings between the City and

Concessionaire concerning the Premises, the Terminal and the Airport and there are no actual or implied covenants, promises, agreements, conditions or understandings, either oral or written, between them other than as are set forth herein and none thereof shall be used to interpret, construe, supplement or contradict this Agreement. Neither the City nor its designated management representatives, employees, elected officials and/or agents have made any representation or warranty regarding the profitability of the Premises, the enplaned passenger and/or airline volume in the Terminal and/or the Airport or operating airlines in the Terminal and/or the Airport, and Concessionaire has not entered into this Agreement in reliance on any such representations, warranties or financial projections prepared or furnished to Concessionaire by the City or its designated management representatives, employees, elected officials and/or agents. No alteration, amendment, change or addition to this Agreement shall be binding upon the City or Concessionaire unless reduced to writing and signed by each Party.

#### **Section 25.03 INTERPRETATION; AUTHORIZATION.**

Nothing contained herein shall be deemed or construed by the Parties hereto, nor by any third party, as creating the relationship of principal and agent or of partnership or of joint ventures between the Parties hereto, it being understood and agreed that neither the method of computation of Rentals, nor any other provision contained herein, nor any acts of the Parties herein, shall be deemed to create any relationship between the Parties hereto other than the relationship of landlord and tenant. If this Agreement is signed on behalf of a corporation, partnership or other entity, the signer is duly authorized to execute this Agreement on behalf of such corporation, partnership or entity.

#### **Section 25.04 DELAYS; FORCE MAJEURE.**

In the event either Party is delayed in the performance of any obligation required by this Agreement, such performance shall be excused (unless the specific provision otherwise provides) for the period of the delay and performance of any such obligation shall be extended for a period equal to the delay, if and only if the delay is by reason of "Force Majeure", which as used herein shall mean fire, earthquake, hurricane, flood and a similar act of God constituting a natural disaster, explosion, terrorist action, war, executive order of government or similar causes not within the control of the entity being delayed. However, the time for Concessionaire's performance of any obligation shall not be extended due to any lack of funds, financial or economic problems of either Concessionaire or Concessionaire's architects, contractors, suppliers, agents, consultants and/or employees. If Concessionaire shall claim a delay due to Force Majeure, Concessionaire must notify the Director in writing for receipt by the City within 15 days of the first occurrence of an event of Force Majeure. Such notice must specify in reasonable detail the cause or basis for claiming Force Majeure and the anticipated delay in Concessionaire's performance. In no event shall any delay extend Concessionaire's performance beyond a 75 day period without the specific written approval of the Director. Under no circumstances shall any such condition or delay (unless the specific provision provides for abatement of Rentals), whether such condition or delay is claimed by the City or Concessionaire, excuse or delay Concessionaire's payment of any Rentals and other charges due hereunder. Further, the City's reasonable reduction of heat, light, air

conditioning or any other services whatsoever to the Terminal, the Airport or the Premises shall not relieve or excuse Concessionaire from any of its obligations hereunder.

#### **Section 25.05 NOTICES.**

Notwithstanding the fact that certain descriptions elsewhere in this Agreement of notices required to be given by one Party to the other may omit to state that such notices shall be in writing, any notice, demand, request or other instrument which may be or is required to be given hereunder shall be in writing and sent by (i) United States certified mail or registered mail, postage prepaid, (ii) United States express mail, (iii) recognized national air courier (such as Federal Express), (iv) personal delivery or (v) any other method creating a receipt, waybill or other indication of delivery, and shall be addressed (a) if to the City, at the address as set forth below, or such other address or addresses as the City may designate by written notice, together with copies thereof to such other parties designated by the City and, (b) if to Concessionaire, the address set forth below, or such other address or addresses as Concessionaire shall designate by written notice, together with copies thereof to such other parties designated by Concessionaire.

##### **If to the City:**

City of San Antonio  
Attention: Airport Concessions Manager  
9800 Airport Blvd., Suite A2128  
San Antonio, TX 78216

##### **If to Concessionaire :**

Paradies Lagardere @ SAT, LLC.  
Attention: General Counsel  
2849 Paces Ferry Road, Suite 400  
Atlanta, GA 30339

##### **Concessionaire's Billing Address:**

Paradies Lagardere @ SAT, LLC  
Attention: Lease Administration  
2849 Paces Ferry Road, Suite 400  
Atlanta, GA 30339

This Article shall apply only to notices required by this Agreement. Service of process must be performed in accordance with applicable law.

#### **Section 25.06 CAPTIONS AND SECTION NUMBERS.**

The captions, section numbers and article numbers appearing herein are inserted only as a matter of convenience and in no way define, limit, construe or describe the scope or intent of such sections or articles hereof nor in any way affect this Agreement.

#### **Section 25.07 BROKER'S COMMISSION.**

Each Party shall be solely responsible for the payment of any claims for brokerage commissions or finder's fees due as a result of such Party retaining a broker or similar entity in connection with this Agreement, and Concessionaire agrees to indemnify the City and hold the City harmless from

all liabilities arising from any claim for brokerage commissions and finder's fees in connection with this Agreement. Such indemnity shall survive the termination hereof.

**Section 25.08 RECORDING.**

Concessionaire shall not record this Agreement or any short form or memorandum hereof.

**Section 25.09 FURNISHING OF FINANCIAL STATEMENTS.**

Concessionaire has provided the City at or prior to the date of this Agreement with statements reflecting its financial condition and a credit report as of a date within the last 12 months as an inducement to the City to enter into this Agreement, and Concessionaire hereby represents and warrants that its financial condition and credit rating have not materially changed since the date of those statements and reports. Upon the Director's written request, Concessionaire shall promptly furnish the City, from time to time, but not more frequently than once in any Lease Year, with financial statements and a credit report reflecting Concessionaire's then current financial condition. The City shall treat such financial statements, credit reports and information provided to it confidentially, and shall not disclose them except to the City's lenders or otherwise as reasonably necessary for the operation of the Terminal or the Airport or administration of the City's business or unless disclosure is required by any judicial or administrative order or ruling. Notwithstanding the foregoing, Concessionaire acknowledges and agrees that the any and all requests for information in the possession of City are subject to the Texas Public Information Act under chapter 552 of the Texas Government Code, and shall be handled in accordance with the provisions of that act.

**Section 25.10 CONCESSIONAIRE'S WAIVERS IN ACTION FOR POSSESSION.**

The City and Concessionaire agree that in any action brought by the City to obtain possession of the Premises, the Parties desire an expeditious resolution of such litigation. Accordingly, Concessionaire shall not file and hereby waives the right to file any non-compulsory counterclaim in such action. Concessionaire also shall not file and hereby waives the right to file any defense to such action for possession other than the defense that the default alleged by the City did not occur unless Concessionaire would otherwise be precluded from the filing of any such other defense in a separate action.

**Section 25.11 ALL AMOUNTS IN U.S. CURRENCY.**

All amounts mentioned, calculated, or required in this Agreement shall be in U.S. dollars.

**Section 25.12 EXECUTION OF AGREEMENT; NO OPTION.**

The submission of this Agreement to Concessionaire shall be for examination purposes only, and does not and shall not constitute a reservation of an option for Concessionaire to lease, or otherwise create any interest by Concessionaire in the Premises or any other premises in the Terminal or the Airport. Execution of this Agreement by Concessionaire and the return of same to the City shall not be binding upon the City, notwithstanding any time interval, until the City has executed and delivered this Agreement to Concessionaire. Once so executed and delivered by the City as aforesaid, this Agreement shall be binding upon and shall inure to the benefit of the Parties hereto

and their respective heirs, executors, administrators, legal representatives, successors and assigns where permitted by this Agreement.

#### **Section 25.13 GOVERNING LAW AND SEVERABILITY.**

(a) All obligations of the Parties created hereunder are performable in Bexar County, Texas. This Agreement shall be governed by and construed under and in accordance with the laws of the State of Texas, without reference to conflict of law principles, except where state law shall be preempted by any rules, laws or regulations of the government of the United States of America. The federal and state courts in Bexar County shall have exclusive jurisdiction to adjudicate any dispute relating to this Agreement and in the event of any such dispute, the parties waive all rights to interpose any objections to personal jurisdiction or venue in those courts.

(b) If any provision of this Agreement or the application thereof to any person or circumstances shall, to any extent, be invalid or unenforceable, such provision shall be adjusted rather than voided, if possible, in order to achieve the intent of the Parties, to the extent possible; in any event, all other provisions hereof shall be deemed valid and enforceable to the full extent.

#### **Section 25.14 SPECIFIC PERFORMANCE OF RIGHTS.**

Each Party shall have the right to obtain specific performance of any and all covenants or obligations of the other Party hereunder except to the extent otherwise provided herein for the benefit of the City excusing any such performance by the City, and nothing contained herein shall be construed as or shall have the effect of abridging such right.

#### **Section 25.15 SUCCESSORS.**

All rights and liabilities herein given to, or imposed upon, the Parties hereto shall inure to and be imposed upon the respective heirs, executors, administrators, successors and assigns of the said Parties; and if there shall be more than one entity or individual comprising Concessionaire, they shall all be bound jointly and severally by the terms, covenants and agreements herein. No rights, however, shall inure to the benefit of any assignee of Concessionaire unless the assignment to such assignee has been approved in advance by the Director in writing or approved by ordinance as required by **Article XV**.

#### **Section 25.16 SURVIVAL OF OBLIGATIONS.**

All obligations of either Party hereunder which cannot be ascertained to have been fully performed prior to the end of the Term or any earlier termination hereof shall survive any such expiration or termination. All of the terms, conditions, covenants, provisions, restrictions or requirements imposed upon Concessionaire hereunder shall be deemed to extend to Concessionaire's agents, employees, officers, directors, partners, guarantors, contractors, licensees, subconcessionaires and subcontractors and Concessionaire shall cause any such persons or entities to comply therewith and include any applicable provisions in any agreements, contracts, subcontracts or the like entered into by Concessionaire with respect to its activities and operations in the Premises, the Terminal and the Airport.



**Section 25.17 CERTAIN RULES OF CONSTRUCTION.**

Time is of the essence in Concessionaire's performance of this Agreement. Notwithstanding the fact that certain references elsewhere in this Agreement to acts required to be performed by Concessionaire hereunder, or to breaches or defaults of this Agreement by Concessionaire, omit to state that such acts shall be performed at Concessionaire's sole cost and expense, or omit to state that such breaches or defaults by Concessionaire are material, unless the context clearly implies to the contrary, each and every act to be performed or obligation to be fulfilled by Concessionaire pursuant hereto shall be performed or fulfilled at Concessionaire's sole cost and expense, and all breaches or defaults by Concessionaire hereunder shall be deemed material. Concessionaire shall be fully responsible and liable for the observance and compliance by subconcessionaire, and contractors of Concessionaire, which terms and conditions shall be applicable to subconcessionaire and contractors as fully as if they were the Concessionaire hereunder; and failure by a subconcessionaire or contractor fully to observe and comply with the terms and conditions of this Agreement shall constitute a default by Concessionaire. Nothing contained in the preceding sentence shall constitute consent by the City to any subconcession, subletting or other arrangement. Further, although the printed provisions of this Agreement were drawn by the City, the Parties agree that this circumstance alone shall not create any presumption, canon of construction or implication favoring the position of either the City or Concessionaire and the deletion of language from this Agreement prior to its mutual execution shall not be construed to have any particular meaning or to raise any presumption, canon of construction or implication, including, without limitation, any implication that the Parties intended thereby to state the converse, adverse or opposite of the deleted language.

**Section 25.18 ATTORNEY FEES.**

The Parties hereto expressly agree, in the event of litigation, all Parties waive rights to payment of attorneys' fees that otherwise might be recoverable, pursuant to the Texas Civil Practice and Remedies Code Chapter 38, Texas Local Government Code §271.153, the Prompt Payment Act, common law or any other provision for payment of attorney's fees.

**Section 25.19 A.D.A. COMPLIANCE.**

Concessionaire agrees that within the Premises Concessionaire shall be fully and solely responsible for compliance with the Americans with Disabilities Act (42 U.S.C. Sec. 12101 et. seq.), and the regulations and Accessibility Guidelines for Buildings and Facilities issued pursuant thereto. Further, Concessionaire agrees to construct its Fixed Improvements and install its Operating Equipment and operate the Premises so that the Premises shall at all times accommodate customers with luggage.

**Section 25.20 SECURITY.**

(a) Concessionaire shall be fully responsible, at its sole cost, for providing security for the Premises with no right of reimbursement from the City. Notwithstanding the foregoing, Concessionaire shall take such reasonable security precautions with respect to the Premises and its operations and personnel as the City in its discretion may require from time to time. To the extent applicable with respect to security requirements for the Air Operations Area (A.O.A.) and/or Security

Identification Display Area (S.I.D.A.), Concessionaire shall provide for the security of the A.O.A. and/or S.I.D.A. to prevent entry or movement of unauthorized persons thereupon in accordance with Chapter 3, Section 3-23 of the City Code of San Antonio, Texas as such section currently exists or as it may be amended or replaced in the future. Additionally, in appropriate cases, physical barriers to prevent access to the A.O.A. and/or the S.I.D.A. must be placed by Concessionaire upon the Premises and supervised by Concessionaire during construction upon the Premises. Concessionaire's employees who must have demonstrated a requirement to access the A.O.A. and/or the S.I.D.A. will, after a needs assessment by the Airport Security Compliance Division of the Aviation Department, be provided with a proper identification security badge. Qualified employees must complete the appropriate forms and provide appropriate employment history and other background investigation materials as mandated by law and the City from time to time.

(b) Concessionaire shall comply with all rules, regulations, statutes, orders, directives or other mandates of the United States of America or of the State of Texas regarding security requirements or security measures upon the Airport, including, but not limited to, compliance with any badging requirements for all of its personnel employed at the Airport. Concessionaire shall also comply with the mandates of the FAA and/or the TSA for background investigations of its personnel, as such mandates now exist or as they may be changed, amended or replaced with new and different mandates in the future. **Concessionaire shall indemnify and hold harmless the City, its elected officials, officers, designated management representatives and employees from any charges, fines or penalties that may be assessed or levied by any department or agency of the United States of America, including the FAA, the TSA or of the State of Texas by reason of Concessionaire's failure to comply with any applicable security provision and/or with any provision or requirement for compliance set forth in this Section 27.22.**

#### **Section 25.21 LABOR HARMONY AND WAGES.**

(a) Concessionaire agrees that in the use of the Premises or any work performed in or about the Premises that Concessionaire will employ only labor which can work in harmony with all elements of labor being employed at the Airport or as otherwise reasonably required by the Director from time to time. If City, in its sole discretion, determines that any of Concessionaire's employees have violated this Section of the Agreement, City may direct Concessionaire at any time to remove any such employee and Concessionaire promptly shall comply with City's direction.

(b) Concessionaire shall pay wages that are not less than the minimum wages required by Federal and State statutes and City ordinances to persons employed in its operations hereunder.

#### **Section 25.22 CROSS DEFAULT.**

Notwithstanding anything to the contrary contained in this Agreement, an event of default of Concessionaire's obligations under the provisions of any other agreement with the City covering any other concession facilities within the Airport shall constitute a default by Concessionaire under

this Agreement, entitling the City to the rights and remedies provided to it under this Agreement and at law.

#### **Section 25.23 AMENDMENTS.**

Nonmaterial changes to this Agreement which do not alter the Term, the MAG, Percentage Rent, or the Permitted Use, may be effectuated by an amendment signed by both Parties and may be executed by the Director without City Council approval. All material changes to this Agreement, unless otherwise provided for herein, must be accomplished by an amendment executed by both Parties and approved by City Council.

#### **Section 25.24 INTEREST IN CITY CONTRACTS PROHIBITED**

(a) No officer or employee of City shall have a financial interest, directly or indirectly, in any contract with City or shall be financially interested, directly or indirectly, in the sale to City of any land, materials, supplies or service, except on behalf of City as an officer or employee. This prohibition extends to City's Public Service Board, SAWS and other City boards and commissions, which are more than purely advisory. The prohibition also applies to Sub-Contracts on City projects.

(b) Concessionaire acknowledges it is informed the Charter of the City of San Antonio and its Ethics Code prohibit a City officer or employee, as those terms are defined in the Ethics Code, from having a financial interest in any contract with City or any City agency, such as City-owned utilities. Concessionaire's officer or employee has a "prohibited financial interest" in a contract with City or in the sale to City of land, materials, supplies or service, if any of the following individual(s) or entities is a party to the contract or sale:

- (1) City officer or employee;
- (2) A City officer or employee's parent, child or spouse;
- (3) A business entity in which City officer or employee, or the officer or employee's parent, child or spouse, owns ten percent (10%) or more of the voting stock or shares of the business entity, or ten percent (10%) or more of the fair market value of the business entity; or
- (4) A business entity in which any individual or entity above listed is a subConcessionaire or subcontractor on a City contract, a partner or a parent or subsidiary business entity.

(c) Concessionaire warrants and certifies, and this Agreement is made in reliance thereon, Concessionaire, its officers, employees and agents are neither officers nor employees of City. Concessionaire further warrants and certifies it has tendered to City a Discretionary Contracts Disclosure Statement in compliance with City's Ethics Code.

#### **Section 25.25 APPROVALS BY THE CITY.**

Whenever this Agreement calls for approval by the City, such approval shall be evidenced by the prior written approval of the Director and/or the City Manager or her designee provided however

that this section shall not apply to construction permits or licenses that must be sought outside the Aviation Department.

#### **Section 25.26 PROHIBITION ON CONTRACTS WITH COMPANIES**

(a) Texas Government Code §2270.002 provides that a governmental entity may not enter into a contract with a company for goods or services, unless the contract contains a written verification from the company that it:

- i. does not boycott Israel; and
- ii. will not boycott Israel during the term of the contract.

"Boycott Israel" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

"Company" means a for-profit sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or limited liability company, including a wholly owned subsidiary, majority-owned subsidiary, parent company, or affiliate of those entities or business associations that exists to make a profit. Based on the definition above, Concessionaire qualifies as a Company.

By executing contract documents with the City of San Antonio, Concessionaire hereby verifies that it does not boycott Israel, and will not boycott Israel during the term of the Agreement. City hereby relies on Concessionaire's verification. If affirmation is found to be false, City may terminate the Agreement for material breach.

(b) Texas Government Code §2252.152 provides that a governmental entity may not enter into a governmental contract with a company that is identified on a list prepared and maintained under Texas Government Code §§2270.0201 or 2252.153. Concessionaire hereby certifies that it is not identified on such a list and that it will notify City should it be placed on such a list while under contract with City.

City hereby relies on Concessionaire's certification. If found to be false, or if Concessionaire is identified on such list during the course of its contract with City, City may terminate this Agreement for material breach.

(c) Texas Government Code §2274 provides that a governmental entity may not enter into a contract with a company that boycotts energy companies and that it will not boycott energy companies during the term of the Agreement.

By executing contract documents with the City of San Antonio, Concessionaire hereby verifies that it does not boycott energy companies and will not boycott energy companies during the term of the Agreement. City hereby relies on Concessionaire's verification. If affirmation is found to be false, City may terminate the Agreement for material breach.

*Signature page to follow*

IN WITNESS WHEREOF, the City and Concessionaire, personally or by their duly authorized agents, have executed this Agreement as of the day and year first above written.

**PARADIES LAGARDERE  
@ SAT, LLC**

**CITY OF SAN ANTONIO,**

By:   
\_\_\_\_\_

Gregg Paradies  
Printed Name

President & CEO  
Position

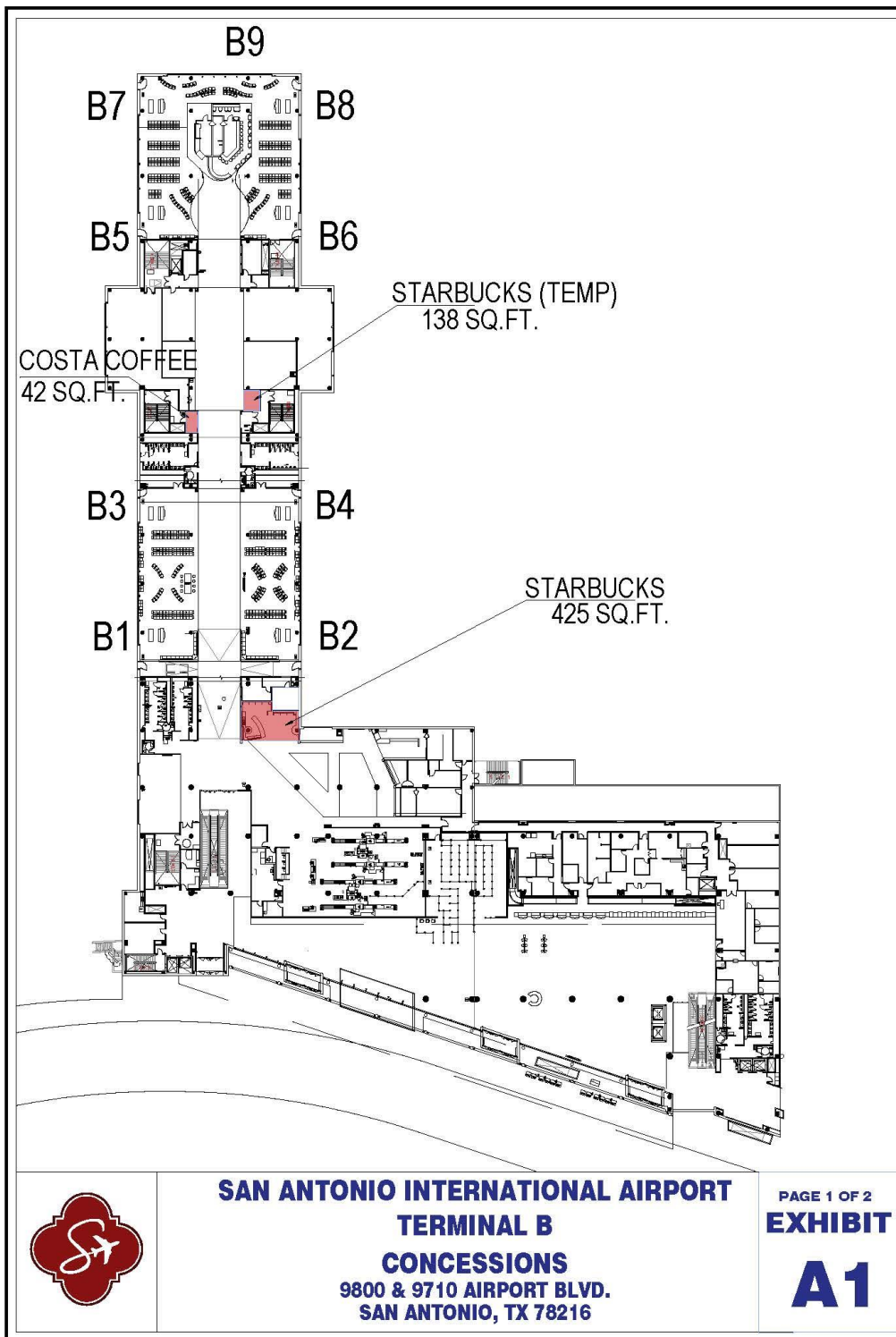
By: \_\_\_\_\_  
Eric Walsh  
City Manager

APPROVED AS TO FORM:

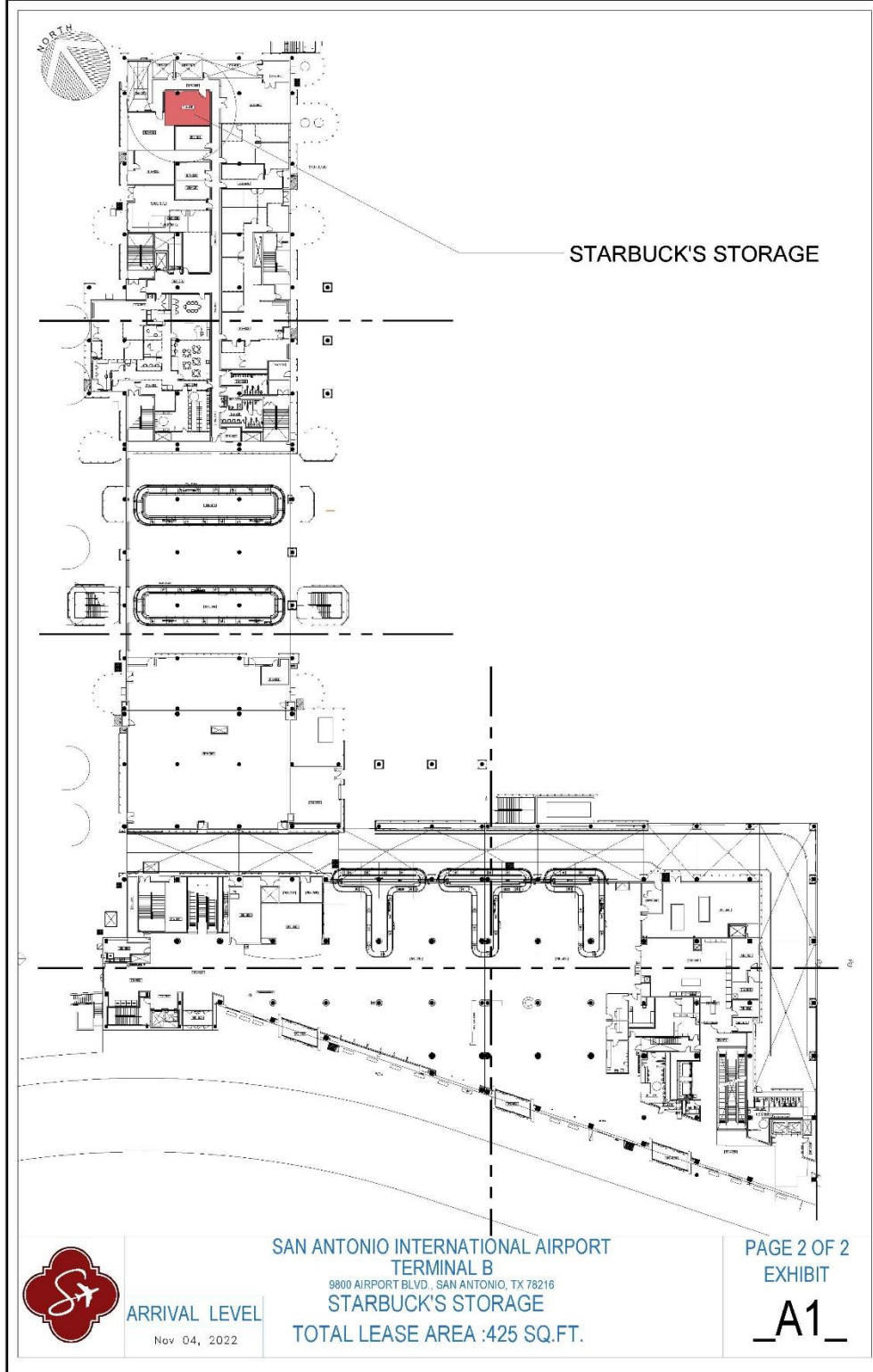
\_\_\_\_\_  
City Attorney

## **EXHIBIT A1 – Terminal B General Site Plan**

See attached map

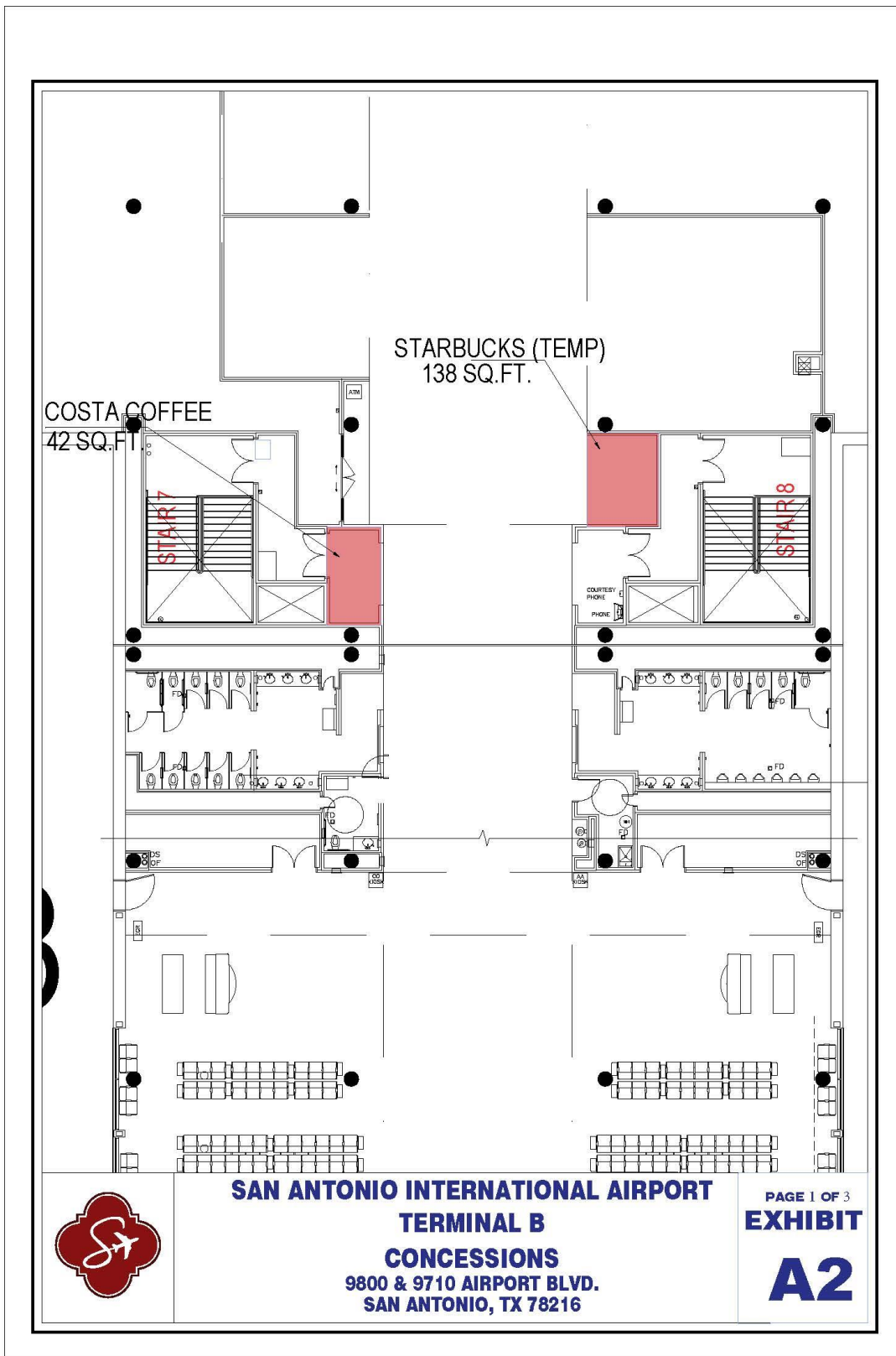


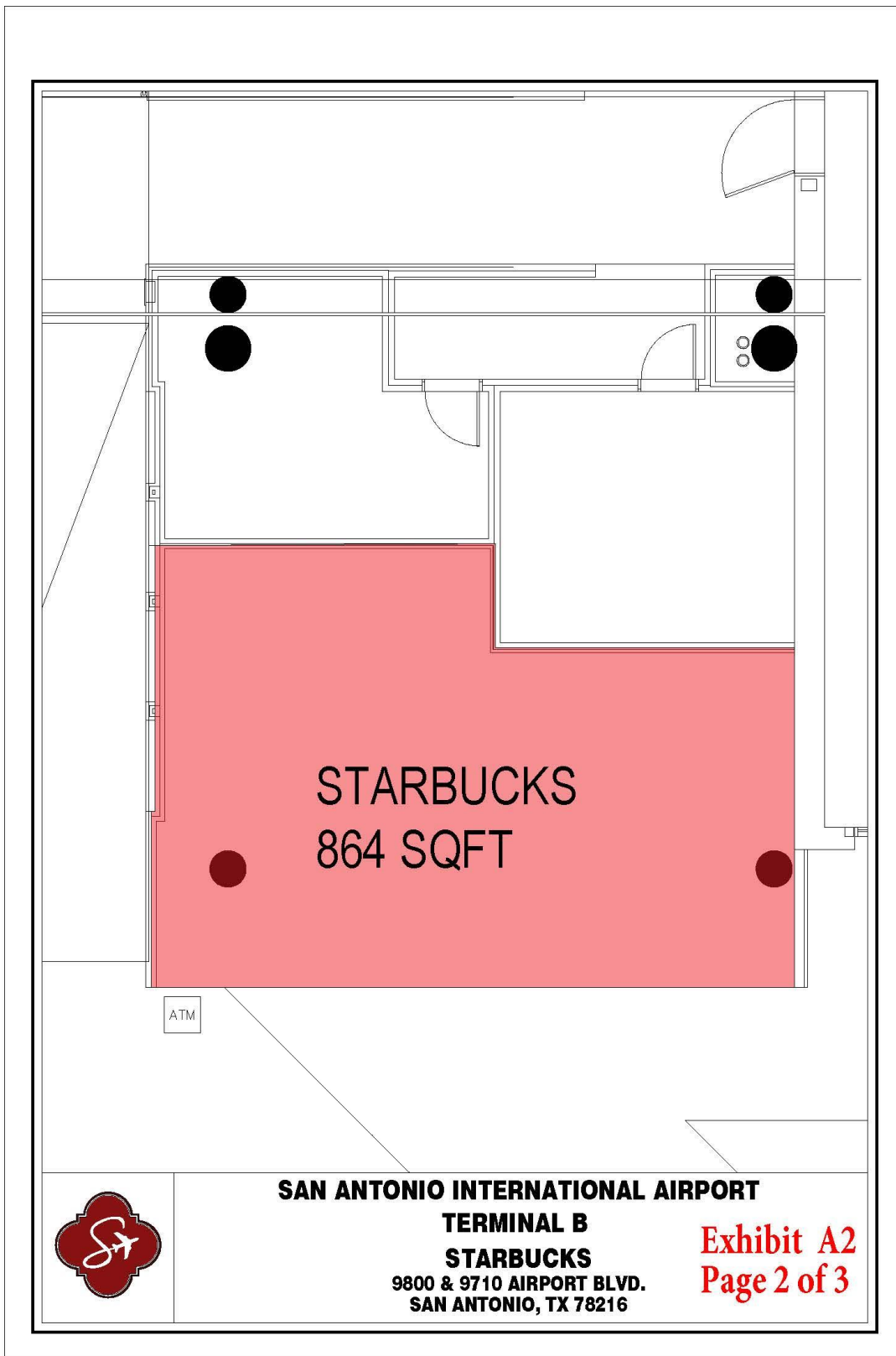


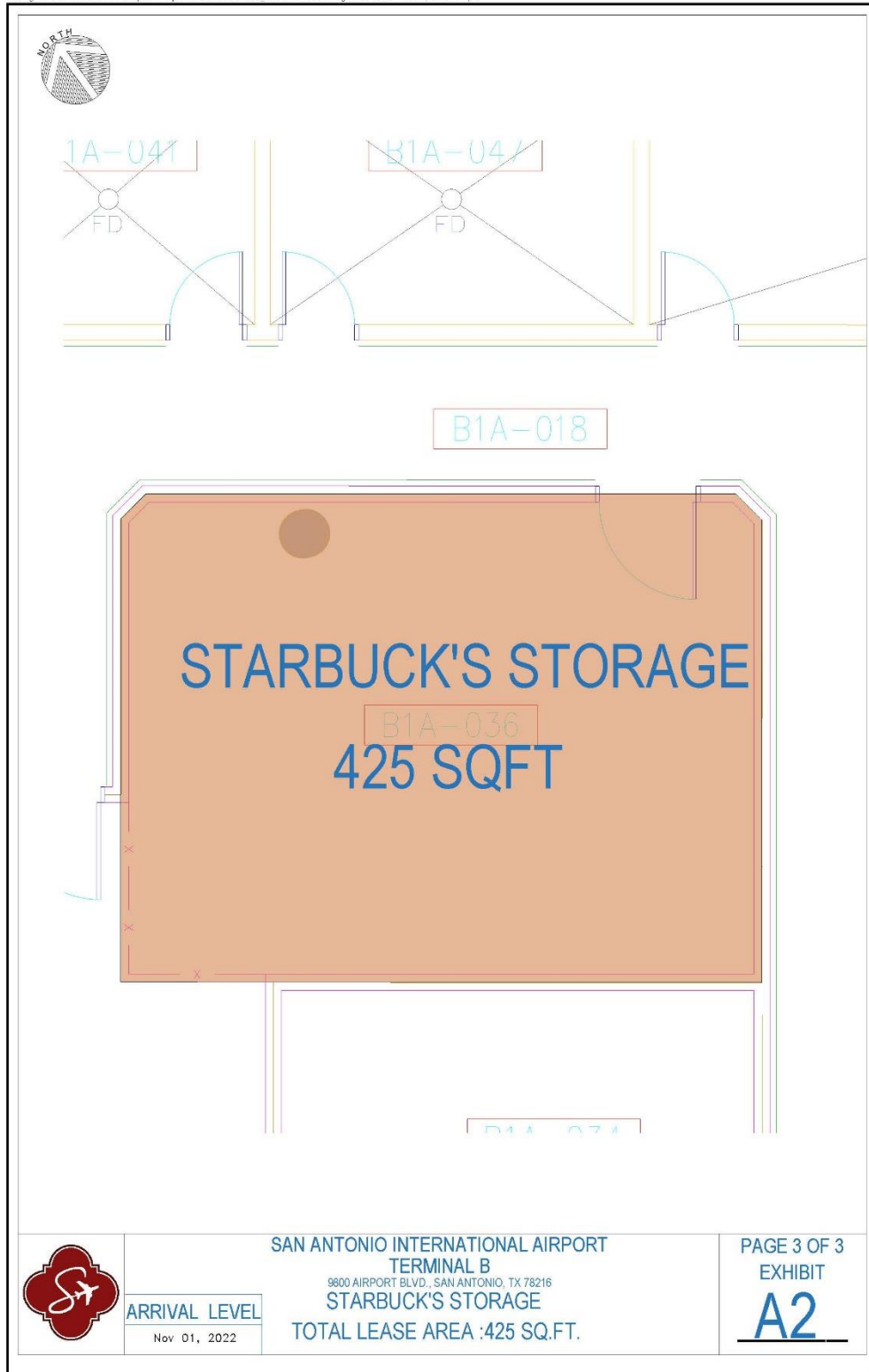


## **EXHIBIT A2- Premises Floor Plans**

See attached map







**EXHIBIT B**  
**CONSTRUCTION SCHEDULE**  
**& ULTIMATE MAG COMMENCEMENT**

The location Minimum Annual Guarantee (MAG) will be implemented no later than the date specified below, unless Exhibit is updated pursuant to Section 2.05:

<u>Location</u>	<u>Date</u>
Costa Coffee Kiosk	No MAG – Opened September 20, 2022
Starbucks Temporary Location	No MAG – Opened December 7, 2022
Starbucks	July 1, 2023

Concessionaire acknowledges and agrees construction with excessive noise and dust will **NOT** be allowed during the hours of 4:30 am till 10:00 pm. Excessive noise caused by jack hammers, chipping guns, excessive hammering, electric chop saws, floor grinder/scrapers, and power actuated tools may only be used between the hours of 10:00 pm and 4:30 am. Concessionaire acknowledges and agrees construction will not interfere with the traveling public.

Any changes to the construction schedule dates must be approved in writing by Director.

See attached page for the construction schedule.

Task Name	Duration	Start	Finish
<b>Starbucks SAT B</b>	<b>103 days?</b>	<b>Mon 2/6/23</b>	<b>Thu 6/29/23</b>
Submit 100% Doc	1 day	Mon 2/6/23	Mon 2/6/23
Review and Approve	10 days	Tue 2/7/23	Mon 2/20/23
<b>Submit for Permit</b>	<b>1 day</b>	<b>Tue 2/7/23</b>	<b>Tue 2/7/23</b>
Demo Permit Application	1 day	Tue 2/7/23	Tue 2/7/23
Building Permit Application	1 day	Tue 2/7/23	Tue 2/7/23
<b>Bid and Award</b>	<b>18 days</b>	<b>Mon 2/6/23</b>	<b>Wed 3/1/23</b>
Erect Barricade	2 days	Mon 2/27/23	Tue 2/28/23
Demo Permit Issue	1 day?	Mon 2/20/23	Mon 2/20/23
Building Permit Issue	1 day	Tue 3/7/23	Tue 3/7/23
Demolition	6 days	Wed 3/1/23	Wed 3/8/23
Layout Confirmation A&E	2 days	Thu 3/9/23	Fri 3/10/23
Issue IFC Set	5 days	Mon 3/13/23	Fri 3/17/23
Construction - Rough	20 days	Mon 3/13/23	Fri 4/7/23
Close In Walls	7 days	Mon 4/10/23	Tue 4/18/23
Ceiling Cover	15 days	Wed 4/19/23	Tue 5/9/23
Finish Flooring	6 days	Wed 5/10/23	Wed 5/17/23
Millwork/KE/FFE SBUX	10 days	Thu 5/18/23	Wed 5/31/23
Misc Trim and Fit	7 days	Fri 6/2/23	Mon 6/12/23
Tie-Ins	6 days	Thu 6/1/23	Thu 6/8/23
Trade Finals	4 days	Mon 6/5/23	Thu 6/8/23
TCO	1 day	Thu 6/8/23	Thu 6/8/23
Substantial completion	1 day	Thu 6/8/23	Thu 6/8/23
Stock and Clean	2 days	Fri 6/9/23	Mon 6/12/23
Training	10 days	Tue 6/13/23	Mon 6/26/23
Friends and Family	1 day	Tue 6/27/23	Tue 6/27/23
Open to Guest	1 day	Wed 6/28/23	Wed 6/28/23
Final CO	0 days	Thu 6/29/23	Thu 6/29/23

## EXHIBIT C

City of San Antonio  
9800 Airport Blvd.  
San Antonio, Texas 78216  
ATTN: Aviation Director

Date: \_\_\_\_\_

### IRREVOCABLE STANDBY LETTER OF CREDIT NO. \_\_\_\_\_

To the Addressee:

At the request of \_\_\_\_\_ A \_\_\_\_\_, we \_\_\_\_\_ B \_\_\_\_\_, hereby open this IRREVOCABLE STANDBY LETTER OF CREDIT NO. \_\_\_\_\_ C \_\_\_\_\_ in your favor up to an aggregate of \$ \_\_\_\_\_ D \_\_\_\_\_ U.S. Dollars, available by your draft(s) on us at sight.

We warrant to you that all of your drafts under this CLEAN IRREVOCABLE LETTER OF CREDIT WILL BE DULY HONORED UPON PRESENTATION OF YOUR DRAFT(S) drawn on us and presented to us at the office of our Texas Branch, now located at \_\_\_\_\_ E \_\_\_\_\_, \_\_\_\_\_ E \_\_\_\_\_ on or before the expiration set forth below or future expiration date as indicated below. Our obligation under this Letter of Credit is the individual obligation of the Bank, in no way contingent upon reimbursement with respect thereto, or upon our ability to perfect any lien or security interest.

All drafts must be marked "Drawn Under \_\_\_\_\_ B \_\_\_\_\_ Letter of Credit No. \_\_\_\_\_ C \_\_\_\_\_ dated \_\_\_\_\_, 200\_." Partial drawings under this Letter of Credit are permitted.

Drafts must be accompanied by a statement from the City Manager of the City of San Antonio, or his designee, that \_\_\_\_\_ A \_\_\_\_\_ has not performed certain terms, conditions or covenants contained in Concession Agreement No. \_\_\_\_\_ by and between the City of San Antonio and \_\_\_\_\_ A \_\_\_\_\_.

This CLEAN IRREVOCABLE LETTER OF CREDIT expires at the close of business on \_\_\_\_\_ F \_\_\_\_\_, 200\_. This CLEAN IRREVOCABLE LETTER OF CREDIT shall be automatically extended without amendment for additional periods of one (1) year from the present or each future expiration date unless we have notified you in writing not less than sixty (60) days before such date that we elect not to extend the Letter of Credit for such additional period, such notice to be sent by registered or certified mail to you at the address herein. Upon receipt by you of such notice you may draw on us at sight for the balance remaining in this Letter of Credit within the then applicable expiration date, no statement required.

**EXCEPT AS OTHERWISE EXPRESSLY PROVIDED HEREIN, THIS LETTER OF CREDIT IS SUBJECT TO THE UNIFORM CUSTOMS AND PRACTICE FOR DOCUMENTARY CREDITS (1993 REVISION) INTERNATIONAL CHAMBER OF COMMERCE PUBLICATION NO. 500.**

\_\_\_\_\_  
Bank Officer/Representative

#### LEGEND:

A-INSERT APPLICANT NAME, I.E. CONCESSIONAIRE NAME.

B-INSERT NAME OF ISSUING BANK.

C-INSERT L/C IDENTIFICATION NUMBER.

D-INSERT DOLLAR VALUE OF INSTRUMENT.

E-INSERT EXACT ADDRESS OF LOCAL BANK BRANCH.

F-INSERT EXPIRATION DATE OF AGREEMENT PLUS SIXTY DAYS.



## **EXHIBIT D**

### **STREET PRICING POLICY AND REQUIREMENTS**

1. **Pricing.** Concessionaire acknowledges the Airport's objective to provide passengers and employees high quality merchandise at reasonable prices. Concessionaires shall provide quality food & beverage, specialty retail, newsstand, and gifts at prices that do not exceed ten percent (10%) above the average price charged for the similar or identical products at identical or similar concepts in the San Antonio Metropolitan area for The San Antonio International Airport's approval. For duty free concession vendors, where there are no comparable off- airport operations, the pricing policy requires that the prices of duty free merchandise and products that do not exceed ten percent (10%) above the average price charged in duty free stores other airports in the southwestern U.S.

A. For merchandise with a pre-printed price affixed by the manufacturer or distributor, the selling price at the Airport shall not exceed the pre-printed price;

B. Nationally and locally branded concepts shall be compared to three (3) locations of the same brand located in the San Antonio metro area. Locations found closer to the Airport shall not be left out of comparisons.

1. If there are not three (3) locations of the same brand located in the San Antonio metro area, Concessionaire must benchmark against as many of the same brands locations as possible.

C. For all non-branded, proprietary, or branded concession locations not represented off-Airport in the San Antonio metropolitan area, the price for merchandise at the Airport shall not exceed the average price, by more than ten percent (10%) for the same or similar merchandise (of like size and quality). Three Price Benchmark Establishments must be selected by Concessionaire. Three (3) additional Price Benchmark Establishments may be selected by the Airport, if the Airport believes that the concessionaire has left out comparable locations in favor of locations that maintain a pricing structure that does not provide value to the customer. In such case, the price for merchandise shall not exceed the average price, by more than ten (10%) for the same or similar merchandise at the six (6) locations.

2. **Price Benchmark Establishments.** No less than sixty (60) days prior to the Rental Commencement Date, Concessionaire must submit to the Authorized Representative the names and addresses of at least three (3) locations, the Airport shall submit to Concessionaire its list of three (3) Price Benchmark Establishments.

A. Food & Beverage and specialty retail locations are comparable to food & beverage establishments located in the San Antonio metropolitan area.

B. News and Gift (Convenience) locations are comparable to neighborhood convenience stores such as Walgreens and CVS, as well as national gas stations like Phillips 66 and Valero. At least one (1) neighborhood convenience store or national gas station must be used in Price Benchmark Establishments in reports for News and Gift'(Convenience) locations.

C. Amendments to Benchmarks. Once approved by the Airport, the businesses (hereinafter referred to as the Price Benchmark Establishments) will be used as the basis for price comparisons during the remainder of the Term. In the event any of the Price Benchmark Establishments ceases operations or, in the sole discretion of the Airport, alters its concept, branding, service style, merchandise selection or menu so as to no longer be a valid comparison, Concessionaire must propose a substitute Price Benchmark Establishment for approval by the Airport.

**3. Price Surveys.** No later than sixty (60) days prior to the Rental Commencement Date and prior to the beginning of each year of the Term, Concessionaire shall, at its own expense, prepare a product and price survey of the Price Benchmark Establishments that demonstrates, to the satisfaction of the Airport, Concessionaire's compliance with the pricing standards herein. Concessionaire shall also provide to the Authorized Representative, a price list of each and every item and service to be sold at a concessions location which shall be subject to approval of the Airport. Further, at any time during the Term, Concessionaire shall provide a current product price list to the Authorized Representative within ten (10) days of written request by the Authorized Representative.

**4. Price Changes.** Throughout the Term, Concessionaire may request changes to pricing no more than twice a year. Requested price changes must be submitted in writing and include such information and data as reasonably requested by the Authorized Representative including, but not limited to, the results of price surveys or other economic justification supporting the requested price change(s). The Airport shall, in its sole discretion, determine which, if any, price changes are consistent with the Pricing Standard and shall notify Concessionaire in writing of its approval or rejection of each requested price change.

No later than ten (10) days after any adjustment to prices, the Parties agree to modify the product price list to incorporate said price adjustments. Modification will be confirmed by letter written acknowledgment from, or on behalf of, the Airport without need for formal amendment to the Agreement.

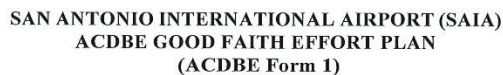
**5. Price Conformance.** At any time during the Term, the Airport may survey or cause to be surveyed, prices being charged for goods or services offered by Concessionaire. The Airport shall have the right to monitor and test all of Concessionaire's merchandise prices by a shopping service or the Airport's personnel. If the Airport concludes, based on the results of the survey, that any prices being charged by Concessionaire do not comply with the Pricing Standard, the Airport will require Concessionaire to adjust prices to the amounts permitted herein.

**6. Price Adjustments.** Concessionaire shall, within three (3) days of written notice from the Airport, adjust any prices that the Airport determines, in its sole discretion, to be inconsistent with the pricing standard. Failure to rectify any pricing discrepancies within the aforementioned three (3) business days constitutes a material breach by Concessionaire of this Agreement and will be assessed fines as set forth herein.

**7. Deficiency Penalty-Pricing Policy.** In addition to performance standards fines which may be assessed upon initial notice of noncompliance, Concessionaire is subject to deficiency penalties for failing to rectify any pricing discrepancies within the aforementioned three (3) business days. The deficiency penalty for failure to comply with the pricing policy shall be \$100 per item per day.

**EXHIBIT E**  
**AIRPORT CONCESSIONS**  
**DISADVANTAGED BUSINESS ENTERPRISE,**  
**GOOD FAITH EFFORT PLAN AND APPROVED SUBCONTRACTOR LIST**

[to be inserted from Concessionaire's proposal]

**SECTION A - BIDDER INFORMATION:**

1. List ALL SUBCONTRACTORS/SUPPLIERS that will be utilized on this contract. A *Letter of Intent* (ACDBE Form 2) **must** be submitted for all subcontractors/suppliers listed below at the time the bid is submitted. If the Aviation Department does not receive completed LOIs, then the Respondent's *Good Faith Effort Plan* will not be approved. An approved Good Faith Effort Plan is **required** prior to award of any contract.

Name & Address of Company	Scope of Work/ Supplies to be Performed/Provided by Firm	Estimated Contract Amount Or % Level of Participation	If Firm is ACDBE Certified, Provide Certification Number	Date Written Notice Was Sent & Method (Letter, Fax, E-mail)
1. No subcontractors/Suppliers				
2.				
3.				
4.				
5.				

## SECTION B – DBE COMMITMENTS

ACDBE FORM 1

Revised: 10/31/2022

Page 1 of 4

The ACDBE goal on this project is: 25 %

1. The undersigned bidder has satisfied the requirements of the bid specification in the following manner (please check the appropriate box:

☒ Bidder/offeror has met the ACDBE contract goal (Utilizing Joint Venture with ACDBE Participants)

The bidder/offeror is committed to a minimum of 25 % ACDBE utilization on this contract.

☐ Bidder/offeror has not met the ACDBE contract goal

The bidder/offeror is committed to a minimum of \_\_\_% ACDBE utilization on this contract and has submitted documentation demonstrating good faith efforts. *(If contractor is unable to meet the goal, please fill out Section C and submit documentation demonstrating good faith efforts).*

Legal name of bidder/offeror's firm: Paradies Lagardere @ SAT, LLC

2. Name and phone number of person appointed to coordinate and administer the Federal DBE requirements on this project.

Name: Karen Suttle

Title: SVP & General Counsel

Phone Number: (404) 494-3396

**IF ACDBE GOAL WAS MET, PROCEED TO PAGE 4 AND SIGN THE GFEP. IF GOAL WAS NOT MET, PROCEED TO SECTION C.**

**SECTION C – GOOD FAITH EFFORTS (Fill out only, if the ACDBE goal was not achieved).**

List all firms you contacted with subcontracting/supply opportunities for this project that will not be utilized for this contact by choice of the bidder, subcontractor, or supplier. *Written notices to firms contacted by the bidder for specific scopes of work identified for subcontracting/supply opportunities must be provided to subcontractor/supplier not less than five (5) business days prior to bid/proposal due date.* The following information is required for all firms that were contacted of subcontracting/supply opportunities:

Name & Address of Company	Scope of Work/Supplies to be Performed/ Provided by Firm	If Firm is ACDBE Certified, Provide Certification Number	Date Written Notice Was Sent and Method (Letter, Fax, E-mail)	Reason Agreement Was Not Reached
1. N/A				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

(Use additional sheets as needed)

In order to verify a bidder's good faith efforts, please provide to the City with copies of the written notices to all firms contacted by the bidder for specific scopes of work identified in relation to the subcontracting/supply opportunities in the above named project. Copies of said notices must be provided to the ACDBE Liaison within five (5) business days after the bid is due. Such notices shall include information on the plans, specifications and scope of work.

- Did you attend the pre-bid conference scheduled by the City for this project? \_\_\_\_\_ Yes \_\_\_\_\_ No
- List all ACDBE listings or directories, contractor associations, and/or any other associations utilized to solicit ACDBE subcontractors/suppliers:  
\_\_\_\_\_  
\_\_\_\_\_
- Discuss efforts made to define additional elements of the work proposed to be performed by ACDBEs in order to increase the likelihood of achieving the goal:  
\_\_\_\_\_  
\_\_\_\_\_

4. Indicate advertisement mediums used for soliciting bids from ACDBEs. (Please attach a copy of the advertisement(s):  
\_\_\_\_\_  
\_\_\_\_\_
5. Discuss efforts made to assist interested ACDBEs in obtaining bonding, lines of credit, or insurance:  
\_\_\_\_\_  
\_\_\_\_\_
6. Discuss efforts made to assist interested ACDBEs in obtaining necessary equipment, supplies, materials, or related assistance or services:  
\_\_\_\_\_  
\_\_\_\_\_

#### AFFIRMATION

*I HEREBY AFFIRM THAT THE ABOVE INFORMATION IS TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE. I FURTHER UNDERSTAND AND AGREE THAT, THIS DOCUMENT SHALL BE ATTACHED THERETO AND BECOME A BINDING PART OF THE CONTRACT.*

NAME AND TITLE OF AUTHORIZED OFFICIAL: Gregg Paradies, President

SIGNATURE:  DATE: 2.3.2023

#### NOTE:

1. If the ACDBE goal was not met, the Aviation's DBE Liaison Officer will evaluate the "good faith efforts" of a firm. The Good Faith Effort Plan for Federally Funded Contracts must be approved by the Aviation Department's DBE/ACDBE Liaison Officer prior to award of contract.
2. If the DBE/ACDBE Liaison determines that the bidder has not made good faith efforts, then the bidder shall have the opportunity to appeal this decision to the Aviation Director. The Aviation Director shall review the written documentation presented by bidder and has final approval in determining whether Good Faith Efforts have been made.

#### **FOR SAN ANTONIO INTERNATIONAL AIRPORT USE ONLY:**

Plan Reviewed by \_\_\_\_\_ Date: \_\_\_\_\_  
Signature of DBE/ACDBE Liaison Officer

Recommendation: Approval: \_\_\_\_\_ Denial: \_\_\_\_\_

Action Taken: Approved: \_\_\_\_\_ Denied: \_\_\_\_\_





NAME OF PROJECT: Food and Beverage Concession Agreement (Coffee)


**DECLARATION OF PRIME CONCESSIONAIRE:**

I hereby declare and affirm that I am the President  
(Title of Declarant)

and a duly authorized representative of Paradies Lagardere @ SAT, LLC  
(Name of Prime Consultant)

to make this declaration and that I have personally reviewed the material and facts set forth in this Intent to Perform form. To the best of my knowledge, information and belief, the facts and representations contained in this form are true, the owner or authorized agent of the firm signed this form in the place indicated, and no material facts have been omitted.

The undersigned intends to enter into a formal agreement with the listed firm for work as indicated by this form and will, if requested, provide the Airport's DBE/ACDBE Liaison with a copy of that agreement within three (3) business days of execution.

Gregg Paradies  
(Name of Declarant)  
  
(Signature)

2.3.2023  
(Date)

***SUBMIT THIS PAGE FOR EACH SUBCONSULTANT/SUPPLIER FOR THIS CONTRACT, AS LISTED ON ITEM 1 OF DBE GOOD FAITH EFFORT PLAN FOR FEDERALLY FUNDED CONTRACTS [ACDBE FORM 1] AND/OR CHANGE OR ADDITION OF SUBCONTRACTORS/SUPPLIERS ON FEDERALLY FUNDED CONTRACTS (ACDBE FORM 3)***

***IF THE BIDDER/OFFEROR DOES NOT RECEIVE AWARD OF THE PRIME CONTRACT, ANY AND ALL REPRESENTATIONS IN THIS LETTER OF INTENT AND AFFIRMATION SHALL BE NULL AND VOID.***



**SAN ANTONIO INTERNATIONAL AIRPORT (SAIA)  
ACDBE LLC/Joint Venture Information  
(ACDBE FORM 4)**

*(to be submitted with LLC/JV agreement for review)*

**Please complete the following with regard to the proposed LLC/JV. For items 4 through 13, please reference the applicable section and page of the LLC/JV agreement at the end of the response.**

1. Name of LLC/JV: *Paradies Lagardere @ SAT, LLC, a Texas limited liability company*

2. Name, address, and phone number of LLC/JV contact person:

*Gregg Paradies, 2849 Paces Ferry Road, Suite 400, Atlanta GA 30339*

3. Firms participating in LLC/JV (use additional pages if necessary):

Name of Firm: *The Paradies Shops, LLC, a Georgia limited liability company*  
Address: *2849 Paces Ferry Road, Overlook I, Suite 400, Atlanta Georgia 30339*  
Phone Number: *(404) 344-7905*  
Contact name/phone number: *Gregg S. Paradies (404) 344-7905*  
% ownership: *75%*

ACDBE: ☐ yes ☒ no

Date of Certification:

Type of work for which certification was granted:

Name of Firm: *Bold Bites LLC*  
Address: *800 Dolorosa, Suite 204, San Antonio TX 78207*  
Contact name/phone number: *Carino Cortez-Haas / (210) 860-3565*  
% ownership: *11.5%*

ACDBE: ☒ yes ☐ no

Certifying Entity: *South Central Texas Regional Certification Agency*

Type of work for which certification was granted:

NAICS 541611 (Business management consulting services)  
NAICS 541611 (Strategic planning consulting services)  
NAICS 541613 (Marketing management consulting services)  
NAICS 541614 (Customs consulting services)

Name of Firm: *Chelsea's Catering & Bar Service LLC*  
Address: *217 Cactus, San Antonio TX 78203*  
Contact name/phone number: *Tony Gradney / (210) 384-0808*  
% ownership: *11.0%*

ACDBE: ☒ yes ☐ no

Certifying Entity: *South Central Texas Regional Certification Agency*

Type of work for which certification was granted:

NAICS 722310 (Food concession contractors)  
NAICS 722320 (Catering services)

Name of Firm: *Adelaide Services LLC*  
Address: *1325 N Flores #116, San Antonio TX 78212*  
Contact name/phone number: *Selena Aleman*  
% ownership: *2.5%*

ACDBE LLC JV Form Revised 10/24/17

1 of 4

ACDBE: ☒ yes ☐ no

Certifying Entity: South Central Texas Regional Certification Agency

Type of work for which certification was granted:

NAICS 453220 (Gift, Novelty and Souvenir Stores)

NAICS 561720 (Janitorial Services)

NAICS 722320 (Caterers)

NAICS 722515 (Snack and Nonalcoholic Beverage Bars)

4. ACDBE Initial Capital Contributions \$

Member	Percentage Interest	Initial Capital Contribution Coffee Package
<b>Paradies Member:</b> <b>The Paradies Shops, LLC</b>	75.0%	\$123,750
<b>ACDBE Member:</b> <b>Bold Bites LLC</b>	11.5%	\$18,975
<b>Chelsea's Catering &amp; Bar Service LLC</b>	11.0%	\$18,150
<b>Adelaide Services, LLC</b>	2.5%	\$4,125
<b>TOTAL</b>	<b>100%</b>	<b>\$165,000</b>

5. Future Capital contributions (explain requirements): *See Section 5.2 of the Operating Agreement for Paradies Lagardere @ SAT, LLC. ("JV Agreement"). This provision states that, if the Company's (JV) business requires additional funding, and the funding is not reasonably available from other sources (e.g., outside lenders), the Company can make a capital call on its four Members in which case each Member would be obligated to contribute its pro rata portion to bring in the amount determined necessary for the capital contribution. If a Member is unable to fund its portion (Defaulting Member), the other Members (Non-Defaulting Members) can make the capital contribution on behalf of the Defaulting Member (a Contribution Loan). The Contribution Loan will carry interest at Prime plus 2%, and is to be repaid from the Defaulting Member's distributions. If the Defaulting Member is an ACDBE, it must fund at least 15% of the capital contribution required and any Contribution Loan cannot exceed 85% of the capital contribution required of that Member. The Defaulting Member must also deliver to the lender a full recourse promissory note and either a personal guaranty or pledge/security agreement.*

6. Source of funds for the ACDBE capital contribution: Cash Reserves (If capital contribution is through a loan or loans from the non-ACDBE partner, promissory note or loan agreement must be submitted.)

7. Describe the portion of work or elements of the business controlled by the ACDBE.

**Bold Bites:** *Restaurant Operations.* Responsible for directing, overseeing and approving the following facets of the Company's operation of the Starbucks operations, including: Menu planning and design; Product knowledge, including training of Associates on various menu features, keeping staff regularly informed as to new items, delivery schedules and promotions, customer service; Recruiting and Interviewing Hourly Employees to maintain labor pool; Commissary Management

**Chelsea's:** *Restaurant Operations.* Responsible for directing, overseeing and approving the following facets of the Company's operation of the Starbucks operations, including: Ensuring compliance with quality control standards and other obligations under the Brand's License Agreements; Speed of Service Tracking analyzing service times during all day parts to ensure maximum guest service.

**Adelaide:** *Merchandising Vending; Starbucks Customer Service.* Responsible for vending machines units, including: Inventory management, identification of re-ordering needs, delivery schedules; Competitive shopping and price surveys, including conducting quarterly and multi-day, onsite physical surveys of competitor stores to locate new items, new vendors and monitor pricing; Monitoring social media and resolving guest complaints

8. Describe the portion of work or elements of the business controlled by the non-ACDBE.

**Paradies:** Responsible for: Back Office (accounting, receiving, loss prevention); Human Resources (staffing, employee benefits administration, etc.); Other Restaurant Operations (non-commissary items, licensed brands other than those performed by ACDBE members, food safety and TiPS training, etc.)

9. Describe the ACDBE's involvement in the overall management of the LLC/JV (e.g. participation on a management committee or managing board, voting rights, etc.).

*The Company is a "manager-managed" limited liability company which means that overall management is conducted through a board of directors, with certain actions requiring approval at the Member level. The Company has a seven-person board of directors, with Paradies designating four of the board members and each ACDBE Member designating one board member. In order to ensure that overall management and control attributes some level of control attributable to the ACDBE Members, the JV Agreement identifies numerous "major decisions" that require approval of a "Supermajority Vote of the Directors", which specifically require the approval of at least one ACDBE Director. Those major decisions (see Section 4.3.2) are: (i) mortgaging, selling, exchange pledging or transferring Company assets other than in the ordinary course of business; (ii) refinancing any Company indebtedness; (iii) borrowing funds, incurring debt or making capital expenditures in excess of \$500,000 during any year (except during initial construction of stores which was pre-approved by all Members at the time they entered into the JV agreement), (iv) the making of any loans by the Company and (v) expansion of the Company's current business*

*Of those major decisions that require specific Member-action, these, too, specifically require the approval of at least one ACDBE Member as follows: (i) merger of the Company or sale of substantially all of the Company's assets; (ii) changing the number of directors constituting the board of directors; (iii) any act in contravention of the JV agreement or the Company articles and bylaws; (iv) any act making it impossible to carry on the Company's business; (v) using or assigning any rights to Company property for any non-Company purpose; (vi) any act that would increase a Member's liability for the debts and liabilities of the Company; (vii) dissolution; (viii) removing the President; and (ix) filling vacancies on the board of directors. The ACDBE Members' approval is also needed in order for a Member to transfer its interest in the Company and future amendments to the JV Agreement.*

10. Describe the ACDBE's share of the profits of the LLC/JV.

*See Sections 6.1(a) and (b) of the Operating Agreement. These provisions state that "net profits" and "net losses" of the Company are to be allocated among the Members pro rata in accordance with their respective ownership percentages. Section 7.1 of the Operating Agreement also provides for monthly distributions to the Members. These monthly distributions will aggregate four percent (4.0%) of the Company's monthly gross receipts and are distributed to the Members in accordance with the respective percentage interests (e.g., 75% to Paradies; 11.5% to Bold Bites; 11.0% to Chelsea's; 2.5% to Adelaide Services.) Section 7.2 of the Operating Agreement requires the Company to, at least annually, balance accounts and distribute the "Distributable Cash" in the following order: "(a)...An amount equal to the accrued but unpaid interest, and then the unpaid principal balance, of any outstanding indebtedness owed by the Company . . . shall be distributed to such third party in repayment of such loan(s) or other indebtedness"; and "(b) . . . The remaining Distributable Cash shall be distributed among the Members pro rata based on their respective Percentage Interests as follows: 75% to Paradies; 11.5% to Bold Bites; 11.0% to Chelsea's; 2.5% to Adelaide Services. The Company is also obligated to use best efforts to make annual tax distributions. The term "Distributable Cash" is defined to mean the excess, if any, of the Company aggregate cash receipts over the Company's expenditures from such cash receipts (including capital expenditures, debt service and debt reduction) and such amounts as the Directors determine are reasonable to retain for business purposes.*

11. Describe the ACDBE's share in the risks of the LLC/JV.

*Each of the Members will put a proportionate share of its own capital at risk in the form of the required initial capital contributions (See Section 5.1 and Schedule B of the enclosed Operating Agreement as well as Section 4 above. Should the Company require additional capital contributions, all Members (including all three ACDBE members) must contribute a portion of the required capital contributions in accordance with their ownership percentages. We expect that remaining capital needed to fund construction build-out will be financed through a Paradies loan. The ACDBE Members will each guarantee (to the extent of its ownership percentage) in writing the payment of these loans to the extent the Company cannot pay the owed amounts in full.*

12. Describe the roles and responsibilities of each LLC/JV participant with respect to managing the LLC/JV (use additional sheets if necessary): *See responses to Sections 7-9 above.*

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- a. ACDBE joint venture participant
  - b. Non-ACDBE LLC/JV participant
13. Describe the roles and responsibilities of each LLC/JV participant with respect to operation of the LLC/JV (use additional sheets if necessary): *See responses to Sections 7-9 above.*
- a. ACDBE joint venture participant
  - b. Non-ACDBE LLC/JV participant

14. Which firm will be responsible for accounting functions relative to the LLC/JV's business? *Paradies*
15. Explain what authority each party will have to commit or obligate the other to insurance and bonding companies, financing institutions, suppliers, subcontractors, and/or other parties?

*The Company's president (Gregg Paradies) has general authority by virtue of his position to obtain insurance, performance bonds, engage accountants and legal counsel.*

16. Please provide information relating to the approximate **number** of management, administrative, support and non-management employees that will be required to operate the business and indicate whether they will be employees of the ACDBE, non-ACDBE or LLC/JV.

	<u>Non-ACDBE Firm</u>	<u>ACDBE Firm</u>	<u>LLC/JV</u>
Management	4	3	1 (GM) 4 AGMs
Hourly Employees			51 hourly associates


17. Please provide the name of the person who will be responsible for hiring employees for the LLC/JV. Who will they be employed by?

*The General Manager's employment, annual review, salary adjustments, etc. is a shared responsibility between Paradies and the three ACDBE members. The General Manager will make final decisions on hiring for the joint venture (including senior team leaders and hourly associates) with input from Paradies and the three ACDBE members. Four of the joint venture's executive officers are employees of Paradies (Gregg Paradies, John Jamison, Claude Guillaume and Karen Suttle); one executive officer is Carino Cortez-Haas (Bold Bites); one executive officer is Tony Gradney (Chelsea's); and one executive officer is Selena Aleman (Adelaide Services)*

18. Are any of the proposed LLC/JV employees currently employees of any of the LLC/JV partners? ☐ yes ☒ no
19. If yes, please list the number and positions and indicate which firm currently employs the individual(s).

Attach a copy of the proposed LLC/JV agreement, Promissory note or loan agreement (if applicable), and any and all written agreements between the LLC/JV partners. *The following documents are provided herewith: (i) Amended and Restated Operating Agreement of Paradies Lagardere @ SAT, LLC, effective as of January 1, 2023 and (ii) separate Continuing Guaranty agreements executed by the three ACDBE Members and Paradies Lagardere @ SAT, LLC; and (iii) form of Line of Credit Promissory Note to be executed by Paradies and Paradies Lagardere @ SAT, LLC.*

**EXHIBIT F**  
**CONCESSIONAIRE MONTHLY AND ANNUAL STATEMENT CERTIFICATE**  
**FORMS**

		<b>SAN ANTONIO INTERNATIONAL AIRPORT</b> <b>MONTHLY CONCESSION CERTIFIED STATEMENT</b>	
<b>Month:</b> _____		<b>Year:</b> _____	
Concession Name: _____			
D/B/A or Trade Name: _____			
Concession Type: _____			
Lease Number: _____	Space Number: _____	Lease Date: _____	
Location Description	# Avg Cups	Total Gross Receipts	
Costa Coffee 1			
Costa Coffee 2			
Starbucks Kiosk			
Grand Monthly Total			
Previous Gross Receipts LY to Date Total:			
Total Gross Receipts Received YTD Total:			
Gross Receipts	Percentage Due	Percentage Rent Due	
Term-to-date cumulative Gross Receipts up to \$2,000,000	9%		
Term-to-date cumulative Gross Receipts between \$2,000,000 and \$3,000,000	11%		
Term-to-date cumulative Gross Receipts over \$3,000,000	13%		
MONTHLY PAYMENTS			
( A )	Total Gross Receipts Term-to-Date		
( B )	Total Percent Rent Term-to-Date		
( C )	Total % Rent Billed Term-to-Date		
( D ) = B - C    Total Monthly Percentage Rent Due:			
( E )	Monthly MAG:		
( F )	Trash/CAM:	/sq.ft.	
( G )	Storage Rent due on the 1st:	425/sq.ft.	\$4,632.15
( H ) = D + E + F + G    Total Monthly Payment :			
I hereby certify to the City of San Antonio that this is true and accurate statement of Gross Receipts and all payments shown above and that each of the foregoing is in accordance with the provisions of the Concession Agreement.			
Signature _____		Title _____	
		Date _____	
THIS MONTHLY STATEMENT IS DUE NO LATER THAN THE 15TH DAY OF EACH MONTH. SUBMIT TO: <a href="mailto:ConcessionsSalesReports@sanantonio.gov">ConcessionsSalesReports@sanantonio.gov</a>			





**SAN ANTONIO INTERNATIONAL AIRPORT  
ANNUAL CONCESSION CERTIFIED STATEMENT**

Lease Year

Concession Name:

D/B/A or Trade Name:

Concession Type:

Lease Number

Space Number:

Lease Date

Month	Costa Coffee (2 machines)	Starbucks Kiosk	Starbucks	Total ANNUAL Gross
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				

Total:

Gross Receipts	Percentage Due	Percentage Rent Due
Term-to-date cumulative Gross Receipts up to \$2,000,000	<b>9%</b>	
Term-to-date cumulative Gross Receipts between \$2,000,000 and \$3,000,000	<b>11%</b>	
Term-to-date cumulative Gross Receipts over \$3,000,000	<b>13%</b>	

**ANNUAL PAYMENTS**

Annual Gross Receipts	
Annual Percentage Rent	
Annual MAG	
The Greater of Annual MAG or Annual Percentage Rent	
Storage Rent	425/sq ft.
Trash/CAM	
MAG Paid LYD	
Percentage Rent Paid LYD	
Total Payments Received LYD	
Total Annual Payment Due (if any):	

Please provide an explanation on any variance found by month and please include supporting documents, if available.

I hereby certify to the City of San Antonio that this is true and accurate statement of Gross Receipts and all payments shown above and that each of the foregoing is in accordance with the provisions of the Concession Agreement all statements were prepared in accordance with GAAP.

**This annual statement must be accompanied by a report and opinion from an independent certified public accountant.**

Signature

Title

Date

THIS ANNUAL STATEMENT IS DUE NO LATER THAN 90 DAYS AFTER THE EXPIRATION OF EACH LEASE YEAR.

SUBMIT TO: [ConcessionsSalesReports@sanantonio.gov](mailto:ConcessionsSalesReports@sanantonio.gov)

## **EXHIBIT G**

### **MANDATORY FEDERAL CONTRACT CLAUSES**

As used in this Exhibit, the terms “contractor” or “Contractor” shall refer to “Concessionaire” or “Subcontractor”. Concessionaire shall include the provisions as set out in this exhibit in every sublease, lower tier agreement or supplier agreement. Concessionaire shall be responsible for subcontractors, supplier and subcontractor compliance with these provisions.

#### **1. GENERAL CIVIL RIGHTS PROVISIONS**

Concessionaire agrees to comply with pertinent statutes, Executive Orders and such rules as are promulgated to ensure that no person shall, on the grounds of race, creed, color, national origin, sex, age, or disability be excluded from participating in any activity conducted with or benefiting from Federal assistance. If Concessionaire transfers its obligation to another, the transferee is obligated in the same manner as Concessionaire.

This provision obligates Concessionaire for the period during which the property is owned, used or possessed by Concessionaire and the airport remains obligated to the Federal Aviation Administration. This provision is in addition to that required by Title VI of the Civil Rights Act of 1964.

#### **2. COMPLIANCE WITH NONDISCRIMINATION REQUIREMENTS**

During the performance of this contract, the Contractor, for itself, its assignees, and successors in interest (hereinafter referred to as the “Contractor”), agrees as follows:

**Compliance with Regulations:** The Contractor (hereinafter includes consultants) will comply with the Title VI List of Pertinent Nondiscrimination Acts and Authorities, as they may be amended from time to time, which are herein incorporated by reference and made a part of this contract.

**Nondiscrimination:** The Contractor, with regard to the work performed by it during the contract, will not discriminate on the grounds of race, color, or national origin in the selection and retention of subcontractors, including procurements of materials and leases of equipment. The Contractor will not participate directly or indirectly in the discrimination prohibited by the Nondiscrimination Acts and Authorities, including employment practices when the contract covers any activity, project, or program set forth in Appendix B of 49 CFR part 21.

**Solicitations for Subcontracts, including Procurements of Materials and Equipment:** In all solicitations, either by competitive bidding or negotiation made by the Contractor for work to be performed under a subcontract, including procurements of materials, or leases of equipment, each potential subcontractor or supplier will be notified by the Contractor of the contractor’s obligations under this contract and the Nondiscrimination Acts and Authorities on the grounds of race, color, or national origin.

**Information and Reports:** The Contractor will provide all information and reports required by the Acts, the Regulations, and directives issued pursuant thereto and will permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by the sponsor or the Federal Aviation Administration to be pertinent to ascertain compliance with such Nondiscrimination Acts and Authorities and instructions. Where any information required of a contractor is in the exclusive possession of another who fails or refuses to furnish the information, the Contractor will so certify to the sponsor or the Federal Aviation Administration, as appropriate, and will set forth what efforts it has made to obtain the information.

**Sanctions for Noncompliance:** In the event of a Contractor's noncompliance with the non-discrimination provisions of this contract, the sponsor will impose such contract sanctions as it or the Federal Aviation Administration may determine to be appropriate, including, but not limited to:

Withholding payments to the Contractor under the contract until the Contractor complies; and/or  
Cancelling, terminating, or suspending a contract, in whole or in part.

**Incorporation of Provisions:** The Contractor will include the provisions of paragraphs one through six in every subcontract, including procurements of materials and leases of equipment, unless exempt by the Acts, the Regulations, and directives issued pursuant thereto. The Contractor will take action with respect to any subcontract or procurement as the sponsor or the Federal Aviation Administration may direct as a means of enforcing such provisions including sanctions for noncompliance. Provided, that if the Contractor becomes involved in, or is threatened with litigation by a subcontractor, or supplier because of such direction, the Contractor may request the sponsor to enter into any litigation to protect the interests of the sponsor. In addition, the Contractor may request the United States to enter into the litigation to protect the interests of the United States.

### **3. TITLE VI CLAUSE FOR TRANSFER OF REAL PROPERTY**

Concessionaire for himself/herself, his/her heirs, personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree as a covenant running with the land that:

1. In the event facilities are constructed, maintained, or otherwise operated on the property described in this Leases Agreement for a purpose for which a Federal Aviation Administration activity, facility, or program is extended or for another purpose involving the provision of similar services or benefits, Licensee will maintain and operate such facilities and services in compliance with all requirements imposed by the Nondiscrimination Acts and Regulations listed in the Pertinent List of Nondiscrimination Authorities (as may be amended) such that no person on the grounds of race, color, or national origin, will be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities.

2. With respect to licenses, leases, permits, etc., in the event of breach of any of the above Nondiscrimination covenants, City of San Antonio will have the right to terminate the Lease Agreement and to enter, re-enter, and repossess said lands and facilities thereon, and hold the same as if the lease had never been made or issued.

#### **4. TITLE VI LIST OF PERTINENT NONDISCRIMINATION ACTS AND AUTHORITIES**

During the performance of this contract, the Contractor, for itself, its assignees, and successors in interest (hereinafter referred to as the “Contractor”) agrees to comply with the following non-discrimination statutes and authorities; including but not limited to:

- Title VI of the Civil Rights Act of 1964 (42 USC § 2000d *et seq.*, 78 stat. 252) (prohibits discrimination on the basis of race, color, national origin);
- 49 CFR part 21 (Non-discrimination in Federally-assisted programs of the Department of Transportation—Effectuation of Title VI of the Civil Rights Act of 1964);
- The Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, (42 USC § 4601) (prohibits unfair treatment of persons displaced or whose property has been acquired because of Federal or Federal-aid programs and projects);
- Section 504 of the Rehabilitation Act of 1973 (29 USC § 794 *et seq.*), as amended (prohibits discrimination on the basis of disability); and 49 CFR part 27;
- The Age Discrimination Act of 1975, as amended (42 USC § 6101 *et seq.*) (prohibits discrimination on the basis of age);
- Airport and Airway Improvement Act of 1982 (49 USC § 471, Section 47123), as amended (prohibits discrimination based on race, creed, color, national origin, or sex);
- The Civil Rights Restoration Act of 1987 (PL 100-209) (broadened the scope, coverage and applicability of Title VI of the Civil Rights Act of 1964, the Age Discrimination Act of 1975 and Section 504 of the Rehabilitation Act of 1973, by expanding the definition of the terms “programs or activities” to include all of the programs or activities of the Federal-aid recipients, sub-recipients and contractors, whether such programs or activities are Federally funded or not);
- Titles II and III of the Americans with Disabilities Act of 1990, which prohibit discrimination on the basis of disability in the operation of public entities, public and private transportation systems, places of public accommodation, and certain testing entities (42 USC §§ 12131 – 12189) as implemented by U.S. Department of Transportation regulations at 49 CFR parts 37 and 38;

- The Federal Aviation Administration's Nondiscrimination statute (49 USC § 47123) (prohibits discrimination on the basis of race, color, national origin, and sex);
- Executive Order 12898, Federal Actions to Address Environmental Justice in Minority Populations and Low-Income Populations, which ensures nondiscrimination against minority populations by discouraging programs, policies, and activities with disproportionately high and adverse human health or environmental effects on minority and low-income populations;
- Executive Order 13166, Improving Access to Services for Persons with Limited English Proficiency, and resulting agency guidance, national origin discrimination includes discrimination because of limited English proficiency (LEP). To ensure compliance with Title VI, you must take reasonable steps to ensure that LEP persons have meaningful access to your programs (70 Fed. Reg. at 74087 to 74100);
- Title IX of the Education Amendments of 1972, as amended, which prohibits you from discriminating because of sex in education programs or activities (20 USC 1681 et seq).

## **5. TITLE VI CLAUSE FOR CONSTRUCTION/USE/ACCESS TO REAL PROPERTY**

Concessionaire for himself/herself, his/her heirs, personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree that (1) no person on the ground of race, color, or national origin, will be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities, (2) that in the construction of any improvements on, over, or under such land, and the furnishing of services thereon, no person on the ground of race, color, or national origin, will be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination, (3) that Lessee will use the premises in compliance with all other requirements imposed by or pursuant to the List of discrimination Acts And Authorities.

With respect to the Lease Agreement, in the event of breach of any of the above nondiscrimination covenants, City of San Antonio will have the right to terminate the lease and to enter or re-enter and repossess said land and the facilities thereon and hold the same as if said lease had never been made or issued.

## **6. FEDERAL FAIR LABOR STANDARDS ACT (FEDERAL MINIMUM WAGE)**

This Agreement hereby incorporates by reference the provisions of 29 CFR part 201, the Federal Fair Labor Standards Act (FLSA), with the same force and effect as if given in full text. The FLSA sets minimum wage, overtime pay, recordkeeping, and child labor standards for full and part-time workers.

Consultant has full responsibility to monitor compliance to the referenced statute or regulation. Consultant must address any claims or disputes that arise from this requirement directly with the U.S. Department of Labor – Wage and Hour Division.

#### **7. OCCUPATIONAL SAFETY AND HEALTH ACT OF 1970**

This Agreement incorporates by reference the requirements of 29 CFR Part 1910 with the same force and effect as if given in full text. Consultant must provide a work environment that is free from recognized hazards that may cause death or serious physical harm to the employee. Consultant retains full responsibility to monitor its compliance and their subcontractor's compliance with the applicable requirements of the Occupational Safety and Health Act of 1970 (20 CFR Part 1910). Consultant must address any claims or disputes that pertain to a referenced requirement directly with the U.S. Department of Labor – Occupational Safety and Health Administration.

#### **8. CONSTRUCTION/USE/ACCESS TO REAL PROPERTY ACQUIRED UNDER THE ACTIVITY, FACILITY OR PROGRAM**

The Concessionaire for himself/herself, his/her heirs, personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree that (1) no person on the ground of race, color, or national origin, will be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities, (2) that in the construction of any improvements on, over, or under such land, and the furnishing of services thereon, no person on the ground of race, color, or national origin, will be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination, (3) that the Concessionaire will use the premises in compliance with all other requirements imposed by or pursuant to the List of discrimination Acts And Authorities.

With respect to this Agreement, in the event of breach of any of the above nondiscrimination covenants, the City of San Antonio will have the right to terminate the Agreement and to enter or re-enter and repossess said Premises as if said Agreement had never been entered into by the Parties.

**EXHIBIT H**  
**ACDBE COMPLIANCE AND ENFORCEMENT**

1. These compliance and enforcement provisions address the additional contractual remedies available to City as a result of Concessionaire's failure, if any, to comply with the obligations set forth in the ACDBE Program requirements. The contractual remedies set forth in the ACDBE Program are also applicable to any failure to comply with the Program requirements, as well as any remedies available at law or in equity. These remedies are not intended to apply to any failure by Concessionaire to comply with other obligations under this Agreement unrelated to the Program requirements or preclude City's recovery of its actual damages for such unrelated breaches.
2. Concessionaire must forward to the City all necessary documents and information during the course of performance under this Agreement and to close out the Agreement and must cooperate with the City in providing any information, including the final accounting for ACDBE participation on this Agreement.
3. The City is empowered to receive and investigate complaints and allegations by ACDBEs, third parties or staff, or to initiate its own investigations, regarding Concessionaire's compliance with the Program requirements. If the City determines that an investigation is warranted, Concessionaire must fully cooperate with the investigation and provide complete, truthful information to the City concerning the investigation and Concessionaire's compliance with the Program requirements.
4. The failure of Concessionaire to meet the ACDBE contractual commitments or comply with any other aspect of the Program requirements may constitute a material breach of this Agreement, entitling the City to exercise any remedy available in this Agreement, the Program requirements or applicable law.
5. The City may report any suspected false, fraudulent or dishonest conduct relating to the Concessionaire/contractor's performance of the Program requirements to any applicable enforcement agency, including the State Attorney General's Office and appropriate federal law enforcement authorities.
6. If Concessionaire is in breach of any of the Program requirements, City may exercise any of following remedies, in addition to any other remedies available to it under this Agreement or at law or in equity:
  - a. withholding funds payable under this Agreement, including, but not limited to, funds payable for work self-performed by the Concessionaire or applicable retainage;

- b. temporarily suspending, at no cost to City, Concessionaire performance under the Agreement;
  - c. termination of this Agreement;
  - d. suspension/debarment, in accordance with applicable law, of Concessionaire from participating in any solicitations issued by City for severity of breach of contract; and
7. With respect to ACDBE firms, a finding of non-compliance may result in a denial of certification or removal of eligibility and/or suspension and debarment.



**EXHIBIT I**  
**ACDBE CHANGE OF SUBCONTRACTORS/SUPPLIERS**  
**(ACDBE FORM 3)**



**SAN ANTONIO INTERNATIONAL AIRPORT (SAIA)  
CHANGE OR ADDITION OF SUBCONTRACTORS/SUPPLIERS  
(ACDBE Form 3)**

**NAME OF PROJECT:** \_\_\_\_\_

Name of Bidder/Proposer: \_\_\_\_\_

The above named firm requests approval of the following addition(s) and/or deletion(s) of the Subcontractor/Supplier firm(s) to the approved ACDBE *Good Faith Effort Plan (ACDBE Form 1)* and *Letter of Intent (ACDBE Form 2)* as originally submitted as part of the above referenced project. **No additional and/or substitute subcontractor/supplier shall begin work on the project until contractor receives written approval by the City.**

Delete	Name of Firm	Is firm a Subcontractor or Supplier	Description of Work to be Performed by Firm	Is firm ACDBE Certified Yes or No?	Total Dollars of Work to be Performed by Firm

**REASON(S) FOR REMOVING EACH SUBCONTRACTOR(S)/SUPPLIER(S) LISTED ABOVE:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please indicate the name of the firm(s) you wish to add or substitute. **A Letter of Intent (ACDBE Form 2) for any additional/substitute subcontractor(s)/supplier(s) must be submitted to the City for approval with this form. No additional and/or substitute subcontractor/supplier shall begin work on the project until contractor receives written approval by the City.**

Add	Name of Firm	Is firm a Subcontractor or Supplier	Description of Work to be Performed by Firm	Is firm ACDBE Certified Yes or No?	Estimated Dollars of Work to be Performed by Firm

1. If an ACDBE Subcontractor/Supplier was deleted/terminated/replaced, was it replaced with another ACDBE Subcontractor/Supplier?  
Yes \_\_\_\_\_ No \_\_\_\_\_ **If not, why not:** \_\_\_\_\_

- If another ACDBE Subcontractor/Supplier did not replace the ACDBE Subcontractor/Supplier, please submit for our review the good faith efforts used to find another ACDBE to perform at least the same amount of work under the contract as the ACDBE that was deleted/terminated/replaced.
2. If a Subcontractor/Supplier is added at any time during this project, Contractor shall submit for our review and approval the good faith efforts used to find an ACDBE to perform such work.

**AFFIRMATION**

THE ABOVE INFORMATION IS TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE AND BELIEF, I FURTHER UNDERSTAND AND AGREE THAT, THIS DOCUMENT SHALL BE ATTACHED THERETO AND BECOME A BINDING PART OF THE CONTRACT.

Name & Title of Authorized Official: \_\_\_\_\_

Signature: \_\_\_\_\_

Approved: \_\_\_\_\_  
AVIATION DEPARTMENT DBE/ACDBE LIAISON Officer

ACDBE Form 3 Revised 10/31/22