CLARK COUNTY BOARD OF COMMISSIONERS
AGENDA ITEM

<table>
<thead>
<tr>
<th>Issue:</th>
<th>B.K. Enterprises, Inc. d/b/a Ad-Tel Reservations</th>
<th>Back-up:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Petitioner:</td>
<td>Randall H. Walker, Director of Aviation</td>
<td>Clerk Ref. #</td>
</tr>
</tbody>
</table>

Recommendation:

That the Board of County Commissioners approve and authorize the staff to enter into contract negotiations with B.K. Enterprises, Inc. d/b/a Ad-Tel Reservations (Bernard Kaufman, President) for operation of an automated reservations kiosk.

FISCAL IMPACT:

None.

BACKGROUND:

B.K. Enterprises, Inc. d/b/a Ad-Tel Reservations (Ad-Tel) was issued a Temporary Concessions Space Use Permit to operate three (3) Direct Telephone Assistance Devices in Terminal 1 Bag Claim, Terminal 2 Bag Claim and the North Las Vegas Air Terminal for the purpose of assisting passengers with hotel and car rental reservations. The devices provide a valuable service for the passengers at McCarran International Airport and Ad-Tel has submitted a proposal to replace the old units with more modern, user friendly units that will provide a wider range of services to the passengers and generate greater revenue for the Airport.

Under the proposed agreement, the term would be for twelve (12) years and the revenue to the Airport would be as follows, based on projected revenue:

- Year 1 and 2: 25% of Gross Revenue ($15,500.00 per month)
- Year 3 and 4: 35% of Gross Revenue ($21,700.00 per month)
- Year 5 thru 12: 50% of Gross Revenue ($31,000.00 per month)

In addition to the above stated percentages, staff will negotiate the Minimum Annual Guarantee (MAG).

This item submitted at the request of Commissioner Tom Collins.

Respectfully submitted,

[Signature]

RANDALL H. WALKER
Director of Aviation

2/17/2009