# CLARK COUNTY BOARD OF COMMISSIONERS
## AGENDA ITEM

<table>
<thead>
<tr>
<th>Issue:</th>
<th>Selection of Operator for RFP 116-10 Airport Specialty Retail - Terminal 3</th>
<th>Back-up:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Petitioner:</td>
<td>Randall H. Walker, Director of Aviation</td>
<td>Clerk Ref. #</td>
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</tbody>
</table>

**Recommendation:**

That the Board of County Commissioners select the successful proposers in response to Request For Proposal 116-10 Airport Specialty Retail - Terminal 3; and authorize staff to negotiate an Agreement with the selectees or take other action as deemed appropriate.

## FISCAL IMPACT:

<table>
<thead>
<tr>
<th>Fund #:</th>
<th>5201.701</th>
<th>Fund Name:</th>
<th>McCarran Unrestricted Operations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fund Center:</td>
<td>2200400050</td>
<td>Funded Pgm/Grant:</td>
<td>N/A</td>
</tr>
<tr>
<td>Description:</td>
<td>Select Successful Proposers</td>
<td>Amount:</td>
<td>County will receive $0.00 at this time</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>County will pay $0.00 at this time</td>
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**Added Comments:** N/A

## BACKGROUND:

On June 1, 2010, the Board of County Commissioners (Board) approved the Updated Retail Concession Plan for McCarran International Airport, which included the release of a Request For Proposal for several specialty retail spaces in Terminal 3 designated as local opportunities. On September 20, 2010, the Department of Aviation released Request For Proposal 116-10 Airport Specialty Retail - Terminal 3 (RFP 116-10). A pre-proposal meeting was held on October 11, 2010. There were thirty-one (31) attendees. Questions were answered and in addition, written questions were accepted up to October 25, 2010. Answers to written questions and Addendum #1 were sent to all registered parties on November 2, 2010. Proposals were received from sixteen (16) firms on or before November 18, 2010, for one or more of the four available spaces identified in the RFP 116-10 document; three of which could be split and proposed on, one half at a time.

**SPACE #1:** A Proposal was received from only one (1) firm and copies of the evaluation scores were sent to the Board under separate cover. Due to the operators of the two adjoining spaces (Hudson News & Gift and HMS Host), both electing not to build out their leaseholds in this area until a later date when traffic warrants, it is staff's recommendation that Epicure Group International, LLC (Selectee 1) be selected for Space #1 but be permitted to also delay their build-out until one or both of the adjoining operators begins construction.

**SPACE #2:** Proposals were received from three (3) firms for all and/or half of the space and copies of the evaluation scores were sent to the Board under separate cover. Based on the results of the review panel,

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*Cleared for Agenda*

*Agenda Item #*

*3/15/2011*
Transaction Holdings Retail Enterprises, LLC (Selectee 2) was deemed to have the best proposal for a wall unit across the entire Space #2 with their "Art Form Fine Collectibles" concept.

SPACE #3: Proposals were received from nine (9) firms for all and/or half of the space and copies of the evaluation scores were sent to the Board under separate cover. Based on the results of the review panel, Vegas SpecialTees, LLC dba Vegas SpecialTees (Selectee 3A) was determined to have the best proposal for Space 3A and Front Row Sports (Selectee 3B) was determined to have the best concept fit for Space 3B.

SPACE #4: Proposals were received from twelve (12) firms for all and/or half of the space and copies of the evaluation scores were sent to the Board under separate cover. Based on the results of the review panel, Front Row Sports (Selectee 4A) was determined to have the best proposal and concept fit for Space #4A and The Marshall Retail Group, LLC dba Welcome to Las Vegas (Selectee 4B) was determined to have the best proposal and concept fit for Space #4B.

Staff is asking for authorization to negotiate agreements with the Selectees, which will be brought before the Board for final approval.

Each Selectee will obtain a Clark County business license for their respective locations prior to the start of operation per Business License requirements.

Respectfully submitted,

RANDALL H. WALKER
Director of Aviation