That the Board of County Commissioners authorize the Director of Aviation to sign the Concession Lease Agreement between Clark County and Marshall Retail Group, LLC dba Tumi (Michael C. Wilkins, President, CEO) for the operation of a national brand Tumi specialty retail concession at McCarran International Airport; or take other action as appropriate. (For possible action)

**FISCAL IMPACT:**

<table>
<thead>
<tr>
<th>Fund#</th>
<th>5201.701</th>
<th>Fund Name</th>
<th>McCarran Unrestricted Operations</th>
</tr>
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<tbody>
<tr>
<td>Fund Center</td>
<td>200400050</td>
<td>Funded Program/Grant</td>
<td>N/A</td>
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<tr>
<td>Description</td>
<td>Concession Lease Agreement</td>
<td>Amount</td>
<td>County will receive 11% of gross revenues</td>
</tr>
</tbody>
</table>

**Added Comments:** N/A

**BACKGROUND:**

In accordance with the Updated Retail Concession Plan (Approved Plan), staff sought to identify a diverse mix of retailers and merchandise options to complement the airport's local brands, thereby improving the variety of products offered to travelers, and raising customer satisfaction at McCarran International Airport. Consistent with the objectives of the Approved Plan, staff has negotiated a new Concession Lease Agreement (Agreement) with Marshall Retail Group, LLC dba Tumi (Company), the pertinent provisions are as follows:

- Company will operate a Tumi store.
- The term of the Agreement shall be seven (7) years from the Beneficial Occupancy Date.
- Company shall pay rent to County of 11% of gross revenues.
- Company is responsible for the initial build-out of the Tumi store and refurbishment again between years four (4) and five (5) of the Term.
- Company will be responsible for a security deposit equal to two (2) months of revenue and adhering to enhanced customer service language.

This Agreement has been signed by an authorized representative of Company and approved as to form by the District Attorney's Office. Advertising, in accordance with NRS 496.090, has been completed. Company will obtain a Clark County business license prior to commencing operations.

Respectfully submitted,

ROSEMARY A. VASSILIADIS  
Director of Aviation