



**REQUEST FOR PROPOSALS FOR THE
TERMINAL 1 FOOD AND BEVERAGE CONCESSION LEASES
AT SAN FRANCISCO INTERNATIONAL AIRPORT**

The Airport Commission has commenced the Request for Proposals (RFP) process for the Terminal 1 Food and Beverage Concession Leases. The Request for Proposals includes 5 Quick Serve Restaurant Leases, 2 Sit-Down Restaurant and Bar Leases, 1 Café & Market Lease and 1 Café Lease.

The proposed minimum financial offers range from \$240,000.00 to \$620,000.00 and the terms are ten years. Rent for the Quick Serve Restaurants and Café shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved up to and including \$500,000.00, plus; 10% of Gross Revenues achieved from \$500,000.01 up to and including \$1,000,000.00, plus; 12% of Gross Revenues achieved over \$1,000,000.00. Rent for the Sit-Down Restaurant and Bars and the Café & Market shall be the higher of the Minimum Annual Guarantee or the sum of the percentage rent structured as follows: 8% of Gross Revenues achieved up to and including \$1,500,000.00, plus; 10% of Gross Revenues achieved from \$1,500,000.01 up to and including \$2,000,000.00, plus; 12% of Gross Revenues achieved over \$2,000,000.00.

The Informational Conferences will be held on Wednesday, January 24, 2018 at 10:00 a.m. and 1:30 p.m. at the Aviation Museum at San Francisco International Airport. The same information will be presented at each conference, attendance at both is not encouraged.

Please see <http://www.flysfo.com/business-at-sfo/current-opportunities> for additional information or call Tomasi Toki, Principal Property Manager, Revenue Development and Management Department, (650) 821-4500.