

**CLARK COUNTY BOARD OF COMMISSIONERS
AGENDA ITEM**

Petitioner: Rosemary A. Vassiliadis, Director of Aviation

Recommendation:

Approve and authorize the Director of Aviation to sign the Concession Lease Agreements between Clark County and Irenic Consulting Group LLC dba Candy Cove (Clifton Marshall, Vice President); The Day One Group, LLC (Dominique Lindsay, Chief Executive Officer); Pandora Ventures, LLC dba Pandora (Luciano Rodembusch, General Manager - North America); MRG Las Vegas III, LLC dba Tumi (Roderick I. McOwan, Chief Development Officer); Natalie’s MRG, LLC dba Natalie's Candy Jar (Mark Taub, Partner & Roderick I. McOwan, Chief Development Officer); MRG Las Vegas IV, LLC dba Tumi (Susan Prevost, President, Manuel Soto IV, CEO/President, & Roderick I. McOwan, Chief Development Officer); MRG Las Vegas V, LLC, dba Kate Spade (Roderick I. McOwan, Chief Development Officer); Airport Retail Stores LLC (Marcos Modiano, Chief Executive Officer); and Brighton Collectibles – Nevada LLC (Christopher Cansiani, Chief Financial Officer) (Companies) for the operation of specialty retail concessions at Harry Reid International Airport; or take other action as appropriate. (For possible action)

FISCAL IMPACT:

| | | | |
|----------------------|--|-------------------|-----------------------------|
| Fund #: | 5201.701 | Fund Name: | LAS Unrestricted Operations |
| Fund Center: | 2200400050 | Funded PGM/Grant: | N/A |
| Amount: | County will receive monthly rent equal to 15% -20% of Gross Revenue, or a Minimum Annual Guarantee (MAG) whichever is greater. | | |
| Description: | Concession Lease Agreements | | |
| Additional Comments: | N/A | | |

BACKGROUND:

On June 18, 2024, the Board of County Commissioners authorized staff to negotiate with the Companies whose proposals were selected in response to Request for Proposal (RFP) 133-23, Airport Specialty Retail.

The Clark County Department of Aviation has completed these Agreements with the selected Companies. The pertinent provisions on all Agreements are as follows:

- Term shall be for seven years with an option to renew the Agreements for one additional 3-year period.
- Companies will pay monthly rent to County equal to 15%-20% of Gross Revenue for the first year of operations, after which, Companies will pay the greater of 15%-20% of Gross Revenue or a MAG.

Cleared for Agenda

11/19/2024

File ID#

24-1528

The Companies, Concepts, and specific percentage rent will be as follows:

Irenic Consulting Group LLC dba Candy Cove:

- Candy Cove (Terminal 3, E-Gates) - 17% of Gross Revenue

The Day One Group, LLC:

- The BLVD (Terminal 3, E-Gates) - 20% of Gross Revenue

Pandora Ventures, LLC:

- Pandora (Terminal 3, E-Gates) - 15.5% of Gross Revenue
- Pandora (Terminal 1, D-Gates) - 17% of Gross Revenue

MRG Las Vegas III, LLC:

- Tumi (Terminal 1, D-Gates, SE) - 15% up to \$750k and 17% from \$750k & up of Gross Revenue

Natalie's MRG, LLC:

- Natalie's Candy Jar. (Terminal 1, D-Gates) - 15% of Gross Revenue

MRG Las Vegas IV, LLC:

- Tumi (Terminal 1, D-Gates, SW) - 17% of Gross Revenue

MRG Las Vegas V, LLC:

- Kate Spade (Terminal 1, D-Gates) - 15% of Gross Revenue

Airport Retail Stores LLC:

- Lego (Terminal 1, C-Gates) - 15% of Gross Revenue

Brighton Collectibles – Nevada LLC:

- Brighton (Terminal 1, Esplanade) - 15% of Gross Revenue

The Agreements have been approved as to form by the District Attorney's Office. Advertising, in accordance with NRS 496.090, has been completed.