

CLARK COUNTY BOARD OF COMMISSIONERS

AGENDA ITEM

Petitioner: Rosemary A. Vassiliadis, Director of Aviation

Recommendation:

Select the recommended proposers in response to Request for Proposal 133-23 Airport Specialty Retail (RFP 133-23) and authorize staff to negotiate an agreement with each selectee; 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:	N/A		
Description:	RFP 133-23 - select successful proposers, and approval to negotiate agreements		
Additional Comments:	N/A		

BACKGROUND:

The Clark County Department of Aviation (DOA) released RFP 133-23 on September 12, 2023. On September 26, 2023, following a pre-proposal conference for RFP 133-23. On December 11, 2023, DOA received 38 compliant proposals, from 14 firms. A review panel consisting of four DOA employees and one American Airlines Station Manager reviewed and scored all compliant proposals.

The recommendations based on the results of the panel members' individual and collaborative review of the written proposals, are as follows:

- Location 7A (Terminal 3, E-Gates) - Irenic Consulting Group LLC dba Candy Cove (ACDBE firm) with their confectionary concept.
- Location 7B (Terminal 3, E-Gates) - The Day One Group, (locally certified DBE) "The BLVD" concept selling, Las Vegas themed gifts and merchandise concept.
- Location 7C (Terminal 3, E-Gates) - designated national brands location - Pandora Ventures, LLC, "Pandora" accessories and jewelry concept.
- Location 7D (Terminal 1, D-Gates) - designated national brands location - Pandora Ventures, LLC, "Pandora" accessories and jewelry concept.
- Location 7E (Terminal 1, D-Gates) - The Marshall Retail Group in a joint venture with Prevost Consulting Group, LLC (certified SBE), "Tumi" national brand concept, selling suitcases, bags, and travel accessories.
- Location 7F (Terminal 1, D-Gates) - designated certified SBE location - Melshire DFW, LP (certified SBE) in a joint venture with The Marshall Retail Group, LLC, "Natalie's Candy Jar", a confectionary concept.
- Location 7G (Terminal 1, D-Gates) - designated certified SBE location - Prevost Consulting Group, LLC (certified SBE) and Skyline Concessions, Inc. (certified SBE) in a joint venture with The Marshall Retail Group,

Cleared for Agenda

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LLC, "Tumi" national brand concept, selling suitcases, bags, and travel accessories.

- Location 7H (Terminal 1, D-Gates) - The Marshall Retail Group in a joint venture with Skyline Concession's, Inc. (certified SBE) and Sugar and Spice Las Vegas, LLC (local ACDBE), "Kate Spade" women's apparel and accessories concept.

- Location 7I (Terminal 1, C-Gates) - designated national brands location - Prepango LLC, "Lego" concept.

- Location 7J (Terminal 1, Pre-Security) - designated national brands location - Brighton Collectibles - Nevada, LLC, "Brighton" brand, selling accessories and jewelry.

- Location 7K (Terminal 1, Pre-Security) - designated certified SBE location - one proposal was received. However, the proposal was non-compliant. Therefore, this location will be added to the next specialty retail RFP or engaged through direct negotiation for a new concept.

Staff requests authorization to negotiate an agreement with each of the selected proposers. The agreements will be brought before the Board of County Commissioners for final approval. Each successful proposer will obtain a Clark County Business License, prior to commencing operations.