

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 132-22 Airport Specialty Retail (RFP 132-22) 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- Select Successful Proposers		
Additional Comments:	N/A		

BACKGROUND:

On November 30, 2021, the Department of Aviation (DOA) hosted a workshop at Terminal 3, on How to do Business with the Airport. Approximately 200 individuals attended the workshop. On January 11, 2022, the DOA notified the Board of County Commissioners (BOCC) of the pending release of this RFP (RFP 132-22). The DOA promptly released RFP 132-22 on January 19, 2022.

On February 10, 2022, following a pre-proposal conference for RFP 132-22, a site visit was conducted to the 12 available retail locations. Six locations are in Terminal 1, pre-security and six locations are in the D-Gates at Harry Reid International Airport. On March 31, 2022, DOA received 50 compliant proposals, from six firms. Two review panels consisting of three DOA employees, three outside retail industry professionals and one banking executive reviewed and scored all compliant proposals.

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

- Location 7A (Terminal 1, Pre-Security) - Chalo, LLC. (ACDBE firm) was deemed to have the best proposal with their "Chalo & Co." Las Vegas and Nevada themed artisanal merchandise concept.
- Location 7B (Terminal 1, Pre-Security) - The Day One Group (a locally certified DBE) was deemed to have the best proposal with their "The BLVD" concept selling Las Vegas themed gifts and merchandise concept.
- Location 7C (Terminal 1, Pre-Security) - The recommended proposer declined to move forward in the process. This location will be added to the next specialty retail RFP.
- Location 7D (Terminal 1, Pre-Security) - The Day One Group (a locally certified DBE) was deemed to have the best proposal with a licensed "Garrett Popcorn Shops" concept, selling popcorn by the bag, and giftable tins and accessories.
- Location 7E & 7F (Terminal 1, Pre-Security) - The Marshall Retail Group, in a joint venture with Skyline

Cleared for Agenda

11/15/2022

File ID#

22-1636

Concession's, Inc. (a locally certified DBE) was deemed to have the best proposal with their "DT Arts Market & Marshall Rousso" concept bringing together local brands, with a pass-through door to a freshly rebranded Marshall Rousso women's clothing and accessory store.

- Location 7G (D-Gates, Rotunda Area) - The Day One Group (a locally certified DBE) was deemed to have the best proposal with a licensed "Vera Bradley" concept, selling bags and travel accessories.

- Location 7H (D-Gates, NW) - The Marshall Retail Group in a joint venture with Skyline Concession's, Inc. (a locally certified DBE) was deemed to have the best proposal with their "Este & Jayn" women's apparel and accessories concept.

- Location 7I (D-Gates, NW) - The Day One Group (a locally certified DBE) was deemed to have the best proposal with a licensed "Karma and Luck" concept consisting of unique jewelry, accessories, and home décor.

- Location 7J (D-Gates, NW) - The Marshall Retail Group in partnership with Skyline Concessions, Inc. (a locally certified DBE) was deemed to have the best proposal with their "In Motion"/"Welcome to Las Vegas" dual concept, selling technology/accessories, and Las Vegas souvenirs.

- Location 7K (D-Gates, SW) - Genesco, Inc. DBA Johnston & Murphy in a joint venture with Airport Retailer Group, LLC. (a locally certified DBE) was deemed to have the best proposal with their "Johnston & Murphy" apparel and accessories concept.

- Location 7L (D-Gates, SE) - The Day One Group (a locally certified DBE) was deemed to have the best proposal with a licensed "Garrett Popcorn Shops" concept, selling popcorn by the bag, and giftable tins and accessories.

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