

RESOLUTION NO.

A RESOLUTION OF THE COUNCIL OF THE CITY OF SAN JOSE AUTHORIZING THE CITY MANAGER OR DESIGNEE TO: (A) NEGOTIATE AND EXECUTE CONCESSION AGREEMENTS (AGREEMENTS) BETWEEN CITY OF SAN JOSE AND THE FOLLOWING ENTITIES, EFFECTIVE FROM THE DATE OF EXECUTION BY THE CITY MANAGER THROUGH JUNE 30, 2037, (I) HG SJC RETAIL CONCESSIONAIRES, LLC FOR THE DESIGN, CONSTRUCTION, AND OPERATION OF RETAIL CONCESSIONS AT THE SAN JOSE MINETA AIRPORT LISTED AS PACKAGE I OF THE RETAIL CONCESSION REQUEST FOR PROPOSALS; (II) PARADIES LAGARDERE @SJC RETAIL, LLC FOR THE DESIGN, CONSTRUCTION, AND OPERATION OF RETAIL CONCESSIONS AT THE AIRPORT LISTED AS PACKAGE II OF THE RETAIL CONCESSION REQUEST FOR PROPOSALS; (B) NEGOTIATE AND MODIFY THE CONCEPT TYPES, CONCEPT LOCATIONS, AND/OR CONCEPT DESIGNS WITH THE ENTITIES ABOVE, AS NEEDED, TO ALIGN THE CONCEPTS WITH THE AIRPORT'S NEEDS; (C) TERMINATE NEGOTIATIONS WITH ANY OF THE RECOMMENDED PROPOSERS FOR PACKAGE I AND II IF THE CITY AND THE RECOMMENDED PROPOSERS CANNOT AGREE UPON THE TERMS OF THE CONCESSION AGREEMENT, AND NEGOTIATE AND EXECUTE CONCESSION AGREEMENTS WITH THE NEXT HIGHEST RANKED PROPOSER(S) IN ACCORDANCE WITH THE REQUIREMENTS OF THE REQUEST FOR PROPOSAL, IN ORDER OF THEIR RANKING FOR EACH PACKAGE, UNTIL AN AGREEMENT HAS BEEN REACHED WITH AN OPERATOR; (D) EXERCISE THE OPTION TO EXTEND THE TERM OF THE AGREEMENT(S) THROUGH JUNE 30, 2039, SHOULD THE AIRPORT MOVE DELIVERY OPERATIONS TO A CENTRAL RECEIVING DISTRIBUTION CENTER; AND (E) NEGOTIATE AND EXECUTE OFFICE AND SUPPORT SPACE LEASE AGREEMENTS THROUGH JUNE 30, 2037, OR THROUGH JUNE 30, 2039 (IF THE TWO-YEAR OPTION IS EXERCISED), TO ALIGN LEASE AGREEMENTS WITH THE CONCESSION AGREEMENTS

WHEREAS, the City of San José (“City”) owns and operates the San José Mineta International Airport; and

WHEREAS, on August 15, 2025, City released a Request for Proposal for Retail Concession Opportunities at the Airport (“RFP”); and

WHEREAS, the RFP was structured into two “Packages” for specific retail concessions; and

WHEREAS, concurrent with the action contemplated herein, Council approved the selection of the top-ranking proposers for the RFP’s Packages I and II; and

WHEREAS, Council desires to authorize the City Manager or designee to:

1. Negotiate and execute Concession Agreements (“Agreements”) between City and certain entities, effective from the date of execution by City Manager through June 30, 2037; and
2. Negotiate and modify the concept types, concept locations, and/or concept designs with the entities above, as needed, to align the concepts with the needs of the Airport; and
3. Terminate negotiations with any of the recommended proposers for Package I and II if the City and the recommended proposer(s) cannot agree upon the terms of the Agreement, and negotiate and execute Agreements with the next highest ranked proposers, in order of their ranking for each package, until an Agreement has been reached with an operator; and

4. Exercise the option to extend the term of the agreement(s) through June 30, 2039, should the Airport move delivery operations to a central receiving distribution center; and
5. Negotiate and execute office and support space lease agreements through June 30, 2037, or through June 30, 2039 (if the two-year option is exercised), to align lease agreements with the concession agreements;

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SAN JOSE THAT:

The City Manager or designee is hereby authorized to:

1. Negotiate and execute Agreements between City and the following entities, effective from the date of execution by the City Manager through June 30, 2037:
 - a. HG SJC Retail Concessionaires, LLC for the design, construction, and operation of retail concessions at the Airport listed as Package I of the RFP; and
 - b. Paradies Lagardère @SJC Retail, LLC for the design, construction, and operation of retail concessions at the Airport listed as Package II of the retail concession RFP.
2. Negotiate and modify the concept type, concept locations, and/or concept designs with the entities above, as needed, to align the concepts with the needs of the Airport.
3. Terminate negotiations with any of the recommended proposers for Package I or II in the event that City and the recommended proposer(s) cannot agree upon the terms of the Agreement(s) and negotiate and execute Agreements with the next

highest ranked proposers in order of their ranking for each package, until an Agreement has been reached with an operator.

6. Exercise the option to extend the term of the agreement(s) through June 30, 2039, should the Airport move delivery operations to a central receiving distribution center.
7. Negotiate and execute office and support space lease agreements through June 30, 2037, or through June 30, 2039 (if the two-year option is exercised), to align lease agreements with the concession agreements.

ADOPTED this ____ day of _____, 2025, by the following vote:

AYES:

NOES:

ABSENT:

DISQUALIFIED:

MATT MAHAN
Mayor

ATTEST:

TONI J. TABER, MMC
City Clerk