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CITY COUNCIL APPROVES OF SPECIALTY RETAIL LEASE AGREEMENTS AT O'HARE INTERNATIONAL AIRPORT

Today, the Chicago City Council approved an ordinance that will allow the City to enter into agreements to lease, develop and operate specialty retail concessions at O'Hare International Airport.

"The new shops at Chicago's global gateway will include new personal and business service concepts for travelers and stores that will greatly expand O'Hare's retail offerings," said Mayor Rahm Emanuel. "The new concessions lease agreements also provide opportunities for disadvantaged business enterprises and will optimize concession revenues to the airport."

There are 10 agreements for 13 locations in O'Hare's domestic terminals totaling 13,242-square-feet. The locations cover 5,446-square-feet of existing concessions space and 7,796-square-feet of new space. The retail outlets, products and services include:

- **Terminal Getaway Spa**, which will offer manicures, pedicures, chair massages, full body massages, waxing and skin care services from two locations. Terminal Getaway Spa will also offer 10 to 30 minute Swedish or Deep Tissue Massages from three chairs. The relaxing airport spas are modeled on the best in class spas around the world with a welcoming, calming feeling that draws customers in from the busy airport environment.
- **Minute Suites**, which will offer private extended-stay suites featuring a daybed sofa, workstation, TV, PC with internet access and many other amenities for travelers to rest or get work done. The facility will be open 24 hours a day with suite

fees priced at \$30/hour and an overnight rate of \$120. Minute Suites operates at Hartsfield-Jackson Atlanta International Airport and Philadelphia International Airport.

- **Erwin Pearl** owns and operates the largest USA-based jewelry chain manufacturer and introduces no less than 25 new jewelry collections each year. Erwin Pearl will have two jewelry store locations at O'Hare.
- **Brooks Brothers**, which is one of the most successful and proven nationally-branded apparel concepts in airports. The O'Hare store would offer Brook Brothers men's and women's apparel and accessories, including Levi's jeans designed exclusively for Brooks Brothers.
- **Johnston & Murphy**, which will offer men's and women's footwear, apparel, outerwear, luggage, handbags and accessories from one location at O'Hare. Johnston & Murphy has over 160 years of experience in developing quality products for every U.S. President since 1850.
- **Brookstone**, which offers an expansive mix of innovative lifestyle products and a high level of customer service. Their merchandise mix includes a wide assortment of travel items, gadgets, electronic accessories and gifts that are both innovative and functional.
- **InMotion Entertainment** carries a full range of brand name electronic devices including MP3 players, laptops, cameras, GPS units and portable book readers. Travelers can replace a forgotten charger, upgrade memory in a portable device and rent or download the latest movies. The agreement is for two locations at O'Hare.
- **Montblanc Boutique**, which offers sophisticated, high quality writing accessories, luxury leather goods and belts, jewelry, eyewear and watches from one location at O'Hare.

All these specialty retail entities have committed to making a considerable capital investment and improvements to concessions spaces at O'Hare. Some entities have existing businesses with the City while for others it is their first opportunity to do business at the airport.

Through these new, five-year concession lease agreements, the various entities collectively have agreed to a Minimum Annual Guarantee Fee of \$5,635,937, annual percentage fees between 12 percent and 19 percent, and \$47.75 per square-foot of base rent with three percent annual increases. Each agreement has an option for an additional two years per the City's discretion.

The O'Hare Specialty Retail Request for Proposals (RFP) was issued in September 2010 and awardees were selected through an extensive and thorough selection process that involved rigorous examination of their applications.

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