

## APPENDIX B.1

### Financial Offer Form – Advertising Concession

**Proposer Name:** \_\_\_\_\_

During each year of the Term of the Lease Agreement, for the right and privilege of designing, fabricating, installing, and maintaining advertising displays for the purpose of selling advertising and managing an advertising concession on the Leased Premises at the Airport, the undersigned company hereby proposes to pay monthly to the Authority beginning on the Commencement Date, the Rent detailed below.

**A. First Partial Year and First Calendar Year**

During the First Partial Year (if any) through the First Calendar Year of the Term of the Lease Agreement, for the right and privilege of designing, fabricating, installing, and maintaining advertising displays for the purpose of selling advertising and managing an advertising concession on the Leased Premises at the Airport, the undersigned company hereby proposes to pay monthly to the Authority, beginning on the Commencement Date, Percentage Rent calculated as a percentage of Gross Receipts based on the proposed percentage fees included in Table 1 OR Table 2. **[Complete only Table 1 OR Table 2 below.]**

**Table 1. Fixed Percentage Rent for Advertising Concession Gross Receipts**

Annual Gross Receipts	Proposed Percentage Fee in Number Format	Proposed Percentage Fee in Words
All Annual Gross Receipts	_____ %	

**Table 2. Tiered Percentage Rent for Advertising Concession Gross Receipts**

Annual Gross Receipts	Proposed Percentage Fee in Number Format	Proposed Percentage Fee in Words
Annual Gross Receipts less than \$_____.	_____ %	
Annual Gross Receipts greater than \$_____ and less than \$_____.	_____ %	
Annual Gross Receipts equal to or greater than \$_____.	_____ %	

**B. Second Calendar Year Rent**

During the Second Calendar Year of the Term of the Lease Agreement, for the right and privilege of designing, fabricating, installing, and maintaining advertising displays for the purpose of selling advertising and managing an advertising concession on the Leased Premises at the Airport, the undersigned company hereby proposes to pay monthly to the Authority, the greater of items 1 or 2 below:



1. One-twelfth (1/12) of the Minimum Annual Guarantee (MAG) paid in advance, on the first (1st) day of the month. The Second Calendar Year Minimum Annual Guarantee will be Five Hundred Seventy-Five Thousand Dollars (\$575,000) as set by the Authority for the Leased Premises

OR

2. Proposed Percentage(s) of Gross Receipts calculated according to the Percentage Fees included in Table 1 OR Table 2.

**C. Third through Last Calendar Year and Last Partial Year Rent**

During the Third Calendar Year and subsequent Calendar Years of the Term of the Lease Agreement, for the right and privilege of designing, fabricating, installing, and maintaining advertising displays for the purpose of selling advertising and managing an advertising concession on the Leased Premises at the Airport, the undersigned company hereby proposes to pay monthly to the Authority, the greater of items 1 or 2 below:

1. One-twelfth (1/12) of the MAG paid in advance, on the first (1st) day of the month. The MAG for the Third Calendar Year and each subsequent Calendar Year or partial Calendar Year during the Term will be the higher of (1) the previous Calendar Year's MAG; or (2) Eighty-five percent (85%) of the total Percentage Rent and MAG, as applicable, due and payable by the Concessionaire during the previous Calendar Year, which amount shall never be lower than the Second Calendar Year MAG

OR

2. Proposed Percentage(s) of Gross Receipts calculated according to the Percentage Fees included in Table 1 OR Table 2.

The Minimum Annual Guarantee and Percentage Rent will be reconciled annually, as needed, after the completion of the Second Calendar Year, as set forth in the Lease Agreement.

The signature of the Chief Financial Officer certifies that this Financial Offer is supportable throughout the Term of the Lease Agreement.

ATTEST:

BY: \_\_\_\_\_ (Company Name)

\_\_\_\_\_  
(Witness Signature)

\_\_\_\_\_  
(Signature of Chief Financial Officer)

Date: \_\_\_\_\_

\_\_\_\_\_  
(Printed Name of Chief Financial Officer)

Telephone No: \_\_\_\_\_