

RFP ATTACHMENT B

REVISED COMPENSATION SCHEDULE

Compensation is the greater of the proposed Minimum Annual Guarantee or the Percentage Rent. The Selected Respondent is also responsible for additional rent.

A. Proposed Minimum Annual Guarantee (MAG):

1. Indicate the proposed MAG. \$ _____

NOTE: The MAG proposed here shall apply in the first Lease Year of the Primary Term. The MAG for Lease Years Two through Five of the Primary Term shall be equal to 85% of the prior year's rental requirement for the prior Lease Year. In no event shall MAG be less than 100% of the MAG proposed for Lease Year 1.

B. Percentage Rent (different percentage rents can be proposed for parking and value-added services):

1. Parking: _____ % (Minimum of 10%)

2. Value Added Services: _____ % (Minimum of 10%)

C. Additional Rent: Respondent shall propose Additional Rent for any on-Airport property included in their proposal. Complete the blanks for each type of location Respondent proposes to pay Additional Rent.

1. Undeveloped Land, located west of Highway 281 and north of Loop 410, the proposed annual ground rent is:

_____ (total square footage of area) X \$1.00 (ground rent for area) = \$ _____

NOTE: The Ground rental rate above is based on the San Antonio International Airport appraisal of April 29, 2013.

2. Parking Garage the proposed parking space rent is:

_____ (total number of parking spaces) X \$11.00 (rent per parking space) X 365 (days) = \$ _____

NOTE: The \$11.00 is the current daily rate in the Parking Garage. If the City changes the daily rate, the contract rate will also change.

3. Purple Lot Parking Area the proposed parking space rent is:

_____ (total number of parking spaces) X \$11.00 (rent for parking space) X 365 (days) = \$ _____

NOTE: The \$11.00 is the current daily rate in the Parking Garage. If the City changes the daily rate, the contract rate will also change.

4. Other On-Airport Property (non-public parking) the proposed annual ground rent is:

_____ (total square footage of area) X \$ _____ (ground rent for area) = \$ _____

Provide a justification of the proposed ground rent: _____

5. Other On-Airport Property (public parking) - the proposed parking space rent is:

_____ (total number of parking spaces) X \$11.00 (rent per parking space) X 365 (days) = \$ _____

NOTE: The \$11.00 is the current daily rate in the Parking Garage. If the City changes the daily rate, the contract rate will also change.

6. Building Rent - the Proposal may include other area(s) approved by the Aviation Director or his designee for administrative/office space, break room or storage area. The proposed annual ground rent is:

_____ (total square footage of area) X \$ _____ (annual building rent for area) = \$ _____

Provide a description of the location proposed and a justification of the proposed building rent: _____
