



City of San Antonio

Agenda Memorandum

File Number: 19-2295

Agenda Item Number: 16.

Agenda Date: 3/21/2019

In Control: City Council A Session

DEPARTMENT: Aviation

DEPARTMENT HEAD: Russell J. Handy

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Shoe Shine Concession Agreement at the San Antonio International Airport

SUMMARY:

This ordinance authorizes a shoe shine concession agreement with Boot Black, LLC for the operation of a service and retail concession facility offering shoe shine and repair services and the sale of shoe care products in Terminals A and B in the San Antonio International Airport. The initial term of the agreement is one year with the option of three additional one-year terms extensions. The concession will generate the greater of the minimum annual guarantee of \$2,400.00 or 10% of the annual gross sales in annual revenue for the Aviation Operating and Maintenance Fund.

BACKGROUND INFORMATION:

Shoe shine services are still among the top passenger amenities provided at airports. Black Boot began operating in both terminals at San Antonio International in late 2018 under a six-month agreement. Based on the response from passengers, the airport system would like to keep the firm under a longer term agreement.

ISSUE:

This agreement will allow Black Boot to continue to provide shoe shine services in both locations beginning on April 1, 2019. The initial term is for one year with the option to renew the term with three additional one-year extensions. Black Boot will provide shoe shine, shoe repair and shoe care services at their locations. In

addition, the firm has the option to sell shoe care products. The hours of service for Terminal A is Sunday through Friday from 6 a.m. until 6 p.m. and for Terminal B is Monday through Friday from 7 a.m. until 6 p.m. Any request for adjustments or deviations of this schedule must be submitted in writing to the Aviation Director for his approval.

ALTERNATIVES:

If City Council does not approve this agreement, shoe shine services will not be available for passengers and the airport system will not collect the generated revenue for its Operating and Maintenance Fund.

FISCAL IMPACT:

This ordinance authorizes a shoe shine concession agreement with Book Black, LLC for the operation of a service and retail concession facility offering shoe shine and repair services and the sale of shoe care products in Terminals A and B in the San Antonio International Airport. The concession agreement will generate the greater of the minimum annual guarantee of \$2,400.00 or 10% of the annual gross sales. The initial term of the agreement is one year with the option of three additional one-year terms extensions. These funds will be deposited into the Aviation Operating and Maintenance Fund.

RECOMMENDATION:

Staff recommends approval of the concession agreement with Black Boot, LLC for shoe shine services at San Antonio International Airport.