

MarshallRetailGroup
A WHSmith Company

INMOTION

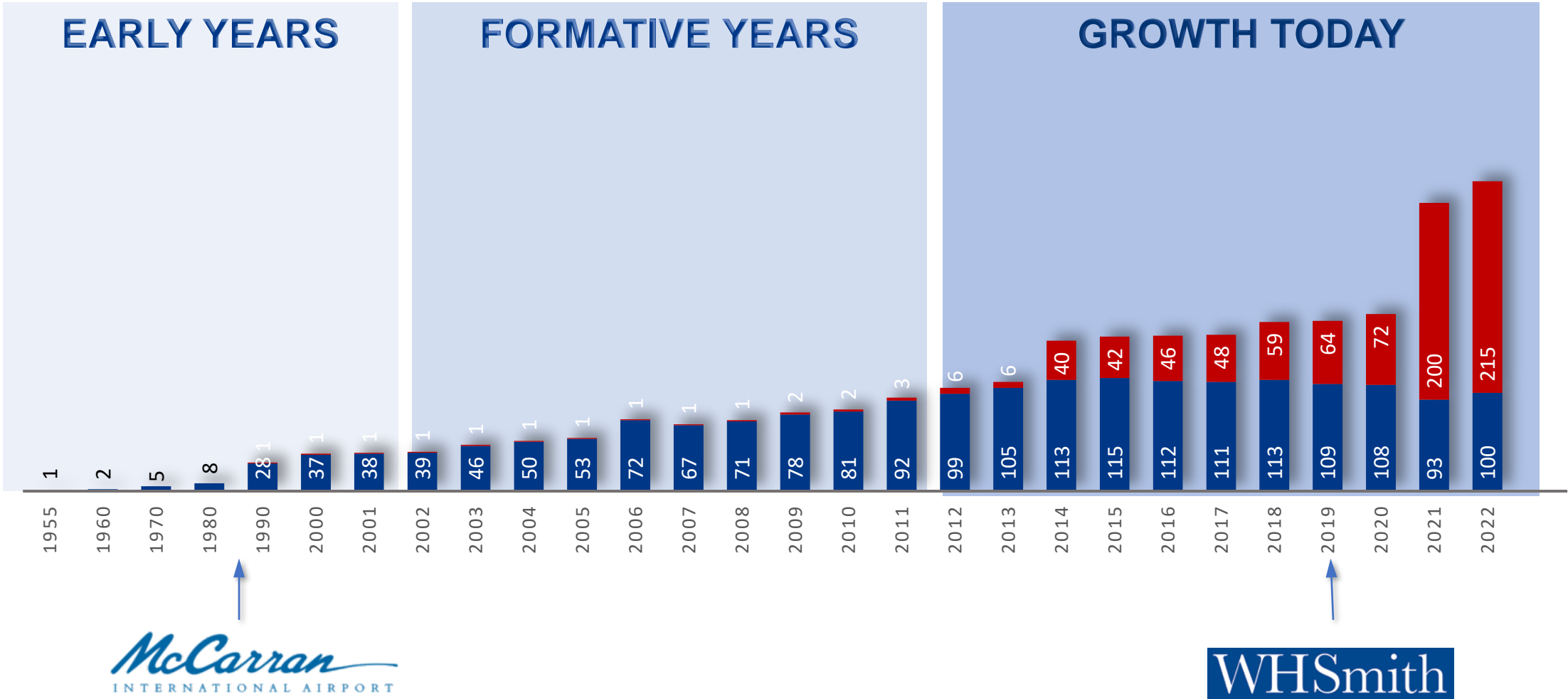


ENTREPRENEURS FROM THE BEGINNING

In 1955, brothers-in-law Art Marshall and Herb Rousso, along with their wives Jayn and Estelle, founded Marshall Retail Group as a family-owned business. Their first store, a women's fashion concept called Sara's of Las Vegas, opened on Las Vegas Boulevard in the Sahara Hotel in a defining era for the city.

The success of Sara's, now known as Marshall Rousso, paved the way for the company to expand throughout the Las Vegas Strip and in 1984 with our first retail location at McCarran International Airport, the beginning of a journey in retail that continues to this day.

HISTORY



EXPERIENCE

47
AIRPORTS

200+
AIRPORT
LOCATIONS

20M+
CUSTOMERS
SERVED

\$370
MILLION
IN SALES FY 2022

36
RESORTS

100+
RESORT
LOCATIONS

1900
TEAM
MEMBERS

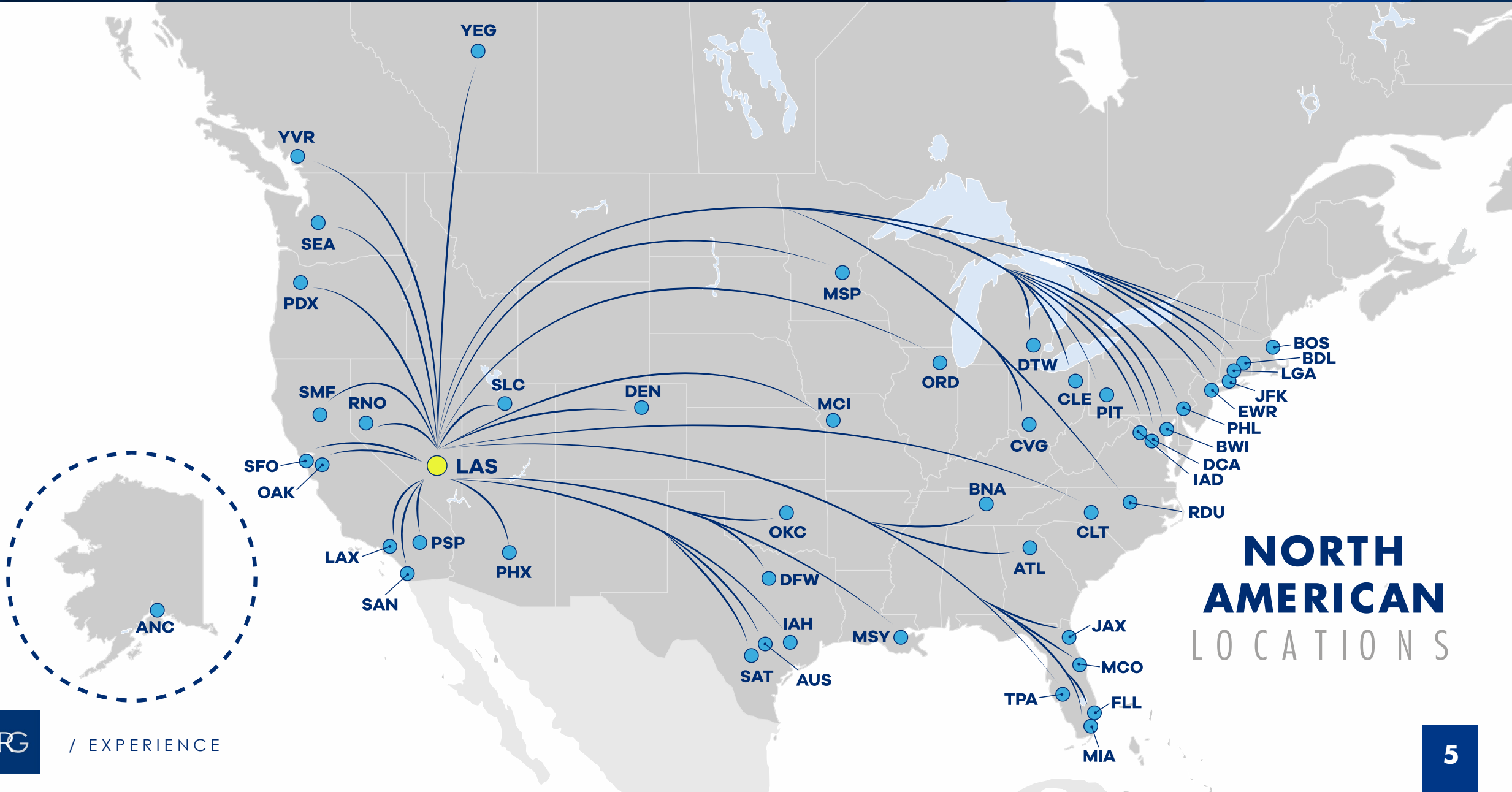
\$1.3M+
AVERAGE
UNIT VOLUME

65+
YEARS
IN RETAIL

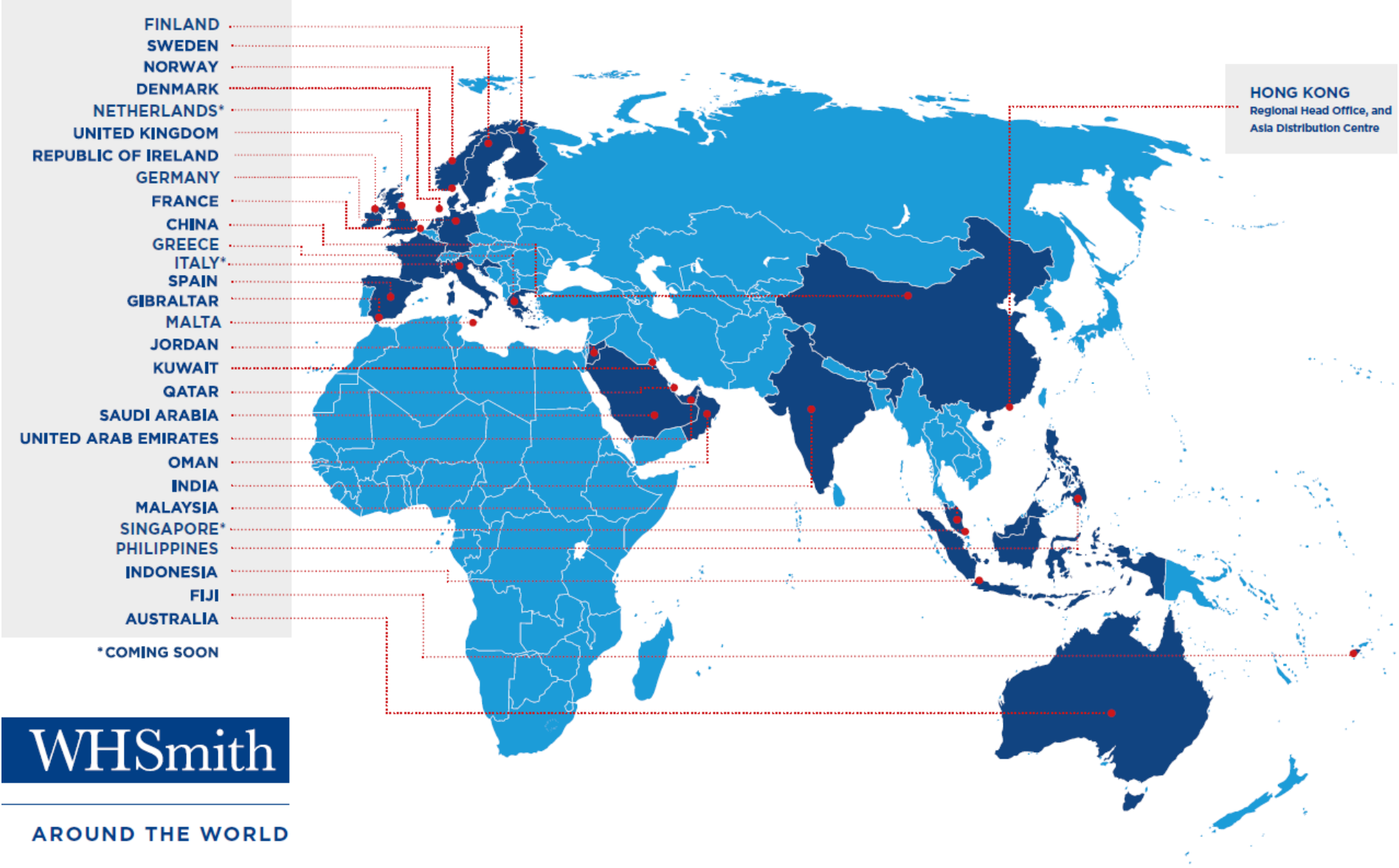
RECENTLY AWARDED/RECOMMENDED CONTRACTS: SFO | PHX | LGA | PSP | LAX | MCI | EWR | DCA | LAS | SLC | ORD | YEG



/ EXPERIENCE



EXPERIENCE



2

2

2

1

1

1

RETAIL IS OUR MIDDLE NAME



NEWS & GIFT

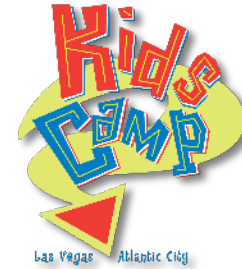


SPECIALTY RETAIL

carina

PARADISO

Hers.



Della Scarpa

SHOOOZ

@ease

MARSHALL • ROUSSO

LOCALE

\$10Boutique
\$10. EVERY ITEM. EVERY DAY.

9OPSOX

Ruby blue

O•MAN

Misura

aka

THE DEAN





SAN FRANCISCO INTERNATIONAL AIRPORT





HARRY REID INTERNATIONAL AIRPORT



NEWARK LIBERTY INTERNATIONAL AIRPORT





KANSAS CITY INTERNATIONAL AIRPORT







INMOTION 2.0



ACDBE JOINT VENTURE PARTNERS



DESTINATION & FASHION

Tara Towers
**Vice President, Fashion,
Logo & Merchandising**

Marshall Retail Group
T: (702) 949-8729
tara@marshallretailgroup.com

CONSUMABLES

Tim Milano
Vice President, Consumables

Marshall Retail Group
T: (702) 949-8753
Tim.milano@marshallretailgroup.com

TECH & TRAVEL

Rob Cummins
**Divisional Director,
Tech & Travel Accessories**

InMotion Entertainment Group
T: (612) 289-2628
rcummins@inmotionstores.com

MINORITY PARTNERS

Star Somilleda
**Director, Business Diversity &
Partner Relations**

Marshall Retail Group & InMotion
C: (561) 324-1105
ssomilleda@marshallretailgroup.com

BUSINESS DEVELOPMENT

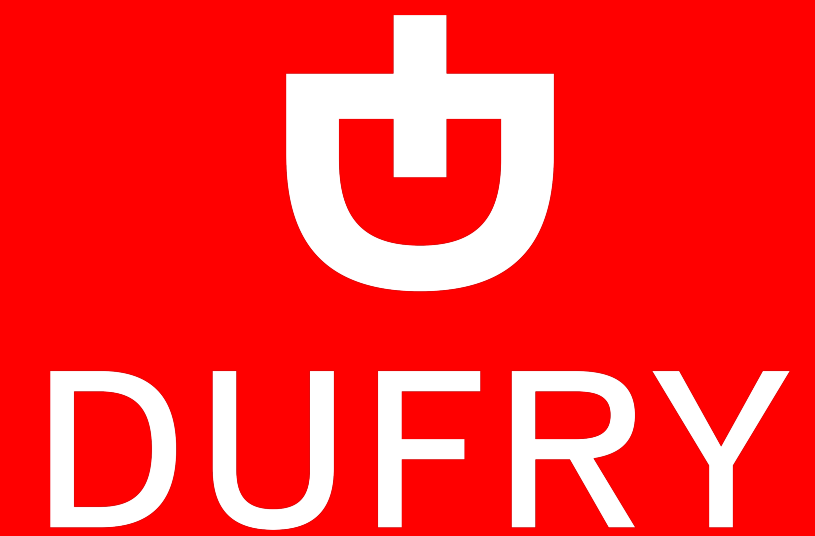
Alea LaRocque
**Divisional Vice President,
Business Development**

Marshall Retail Group & InMotion
C: (417) 849-9887
alarocque@marshallretailgroup.com

THE FUTURE OF TRAVEL IS HUDSON

FEB. 2023





2,300 STORES IN 66
COUNTRIES AND SIX
CONTINENTS

OPERATE IN AIRPORTS,
CRUISE LINES, SEAPORTS,
RAILWAY STATIONS &
TOURIST ATTRACTIONS

**WORLD'S LEADING
TRAVEL RETAILER**

**\$4.2 BILLION
IN REVENUE (2021)**

**60+ YEARS
OF TRAVEL
RETAIL
EXPERIENCE**

**20K GLOBAL
EMPLOYEES**

**50K+ PRODUCTS
FROM OVER 1,000
SUPPLIERS**



NORTH AMERICAN
DIVISION OF DUFY

OPERATE ~1,000 STORES
IN AIRPORTS, RAILWAY
STATIONS & TOURIST
ATTRACTIONS

- FOUR PILLARS:
- TRAVEL CONVENIENCE
 - SPECIALTY RETAIL
 - DUTY FREE
 - FOOD & BEVERAGE

\$1.9B IN REVENUE (2019)

**30+ YEAR
HISTORY,
BEGINNING
WITH STORE IN
LAGUARDIA IN
1987**

**UBIQUITOUS,
FAMILIAR &
RELIABLE**

**~7,500 TEAM
MEMBERS**

**OVER 100 ACDBE
JOINT VENTURE
PARTNERSHIPS**

**LOCALIZED
PRODUCT,
PARTNERS AND
CONCEPTS**

REIMAGINING THE TRAVEL EXPERIENCE.

One trusted companion for travelers.

Whatever they need, whenever
they need it, wherever they are.

One trusted partner for landlords.

Creating value with best-in-class
retail concepts.

We're everywhere travelers are.



The largest travel retailer
in North America



The North American
arm of Dufry, the global
travel retail leader

 DUFRY



Ubiquitous, familiar and
reliable



Localized product,
partners and concepts

We bring travelers everything they need.

TRAVEL CONVENIENCE



and more...

DUTY FREE



3rd Party SPECIALTY RETAIL



and more...

SPECIALTY RETAIL



and more...

FOOD & BEVERAGE



and more...

However travelers want it.

Extending our strong offerings
through an engaging digital and
innovation strategy



E-COMMERCE

Shopping their way



SOCIAL

Connection, support
and engagement



LOYALTY

Appreciation and
rewards



IN-STORE

Personal service
and selection



APP

Convenience and
efficiency

Hudson in Vegas

46

WE OPERATE A TOTAL
OF 46 SHOPS IN LAS
VEGAS

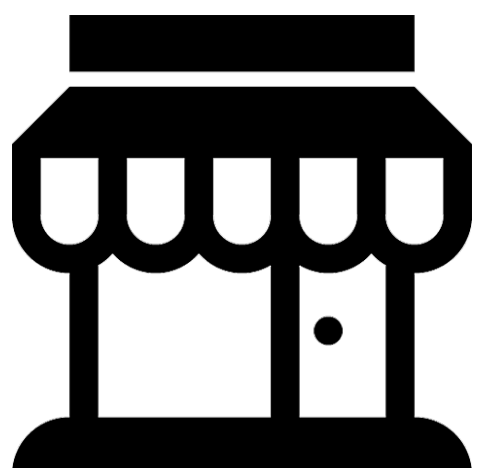


2003

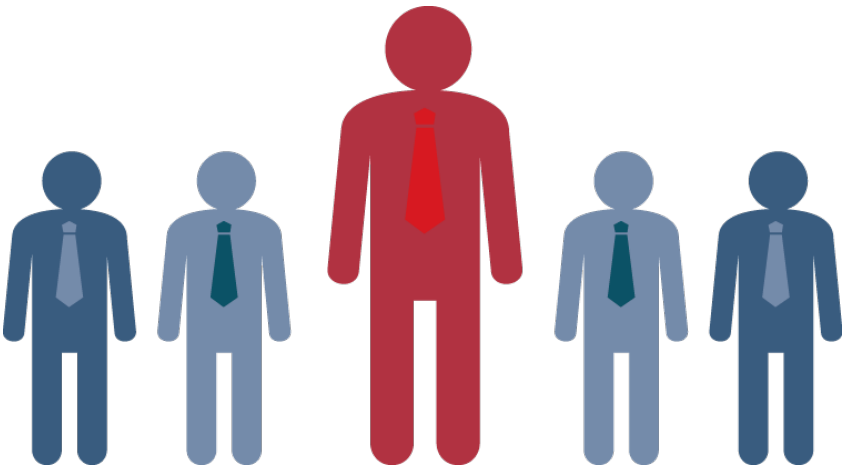


WE HAVE BEEN
OPERATING IN
LAS VEGAS AS HUDSON
GROUP FOR 20 YEARS

7

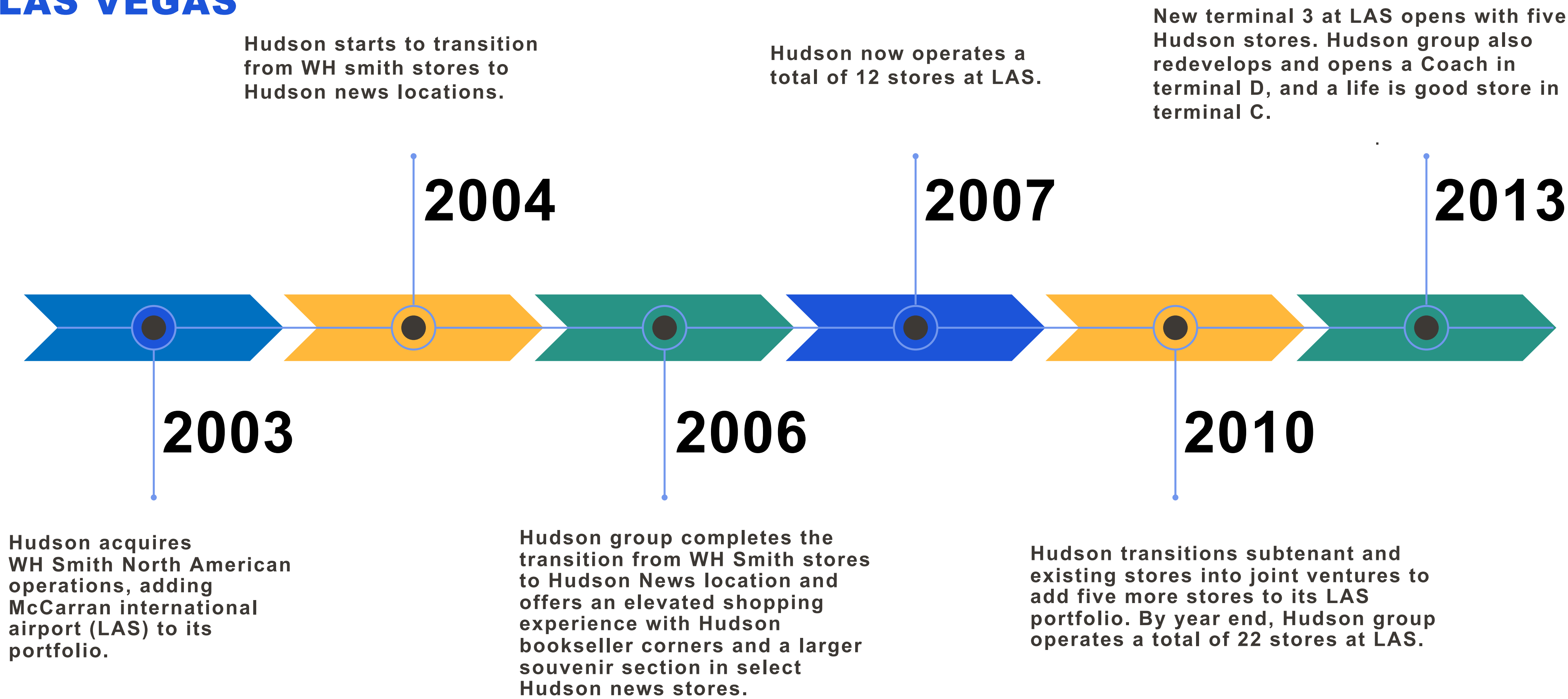


WE OPERATE 7 SHOPS IN
NON-AIRPORT LOCATIONS
(THE VENETIAN AND
VIRGIN HOTEL & CASINO)

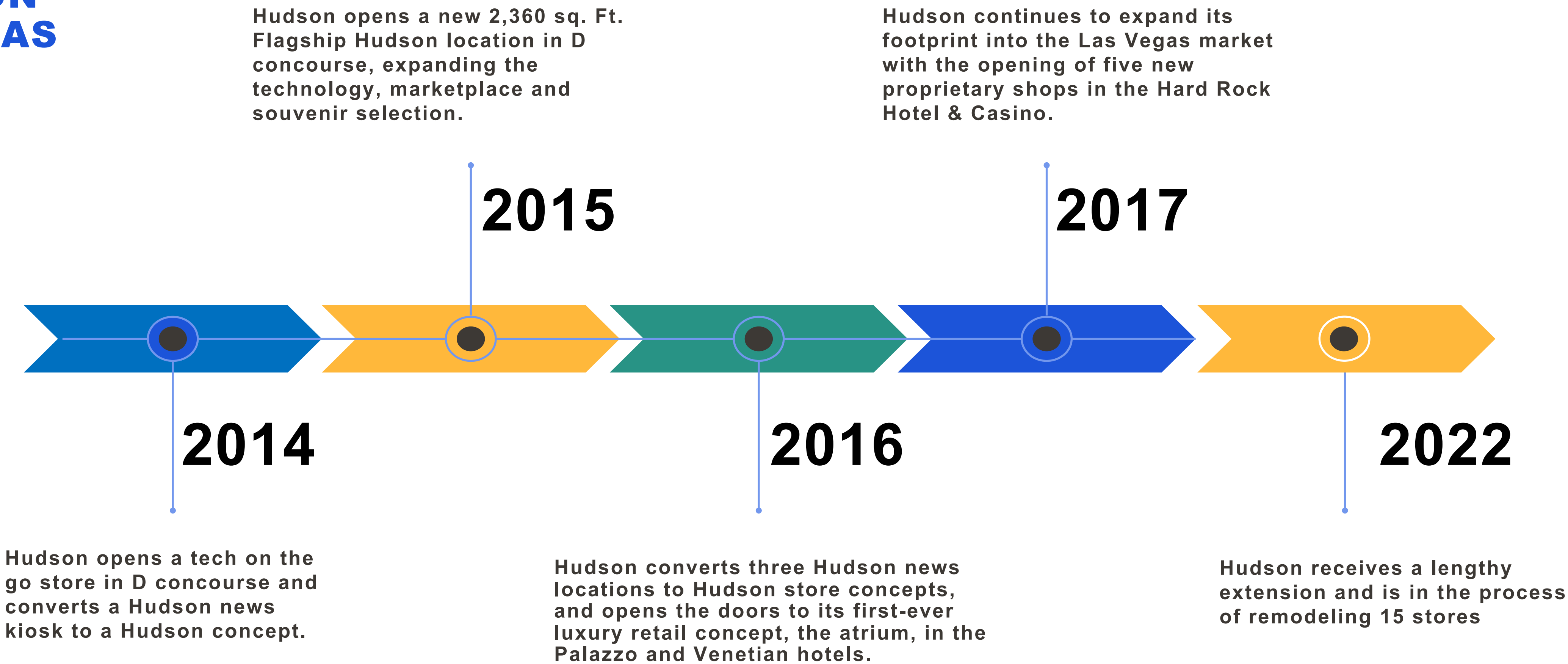


WE HAVE OVER **500**
EMPLOYEEES IN LAS VEGAS

TIMELINE MAJOR MILESTONES FOR HUDSON IN LAS VEGAS



**TIMELINE MAJOR
MILESTONES
FOR HUDSON
IN LAS VEGAS**



Hudson in Vegas

THE VENDORS ARE:

ART GAME	UNITS 14227	SALES \$227,104
CASINO GIFTS	UNITS 71,352	SALES \$667,565
FIESTA MAHAR	UNITS 2,322	SALES \$34,630
JDK DESIGNS	UNITS 3,011	SALES \$40,571
LAS VEGAS SWEETS	UNITS 24,713	SALES \$230,682
CITY SUCKERS	UNITS 73,792	SALES \$242,692
SOUTHERN WINE & SPIRITS	UNITS 4,489	SALES \$27,239
VEGAS IMAGE	UNITS 356,695	SALES \$2,214,033

TRAVEL CONVENIENCE

Smoother journeys for more people.



- Hudson, our anchor business, reinvented
- Ubiquitous, reliable, iconic—and preferred by travelers
- Continual evolution built on their evolving needs
- Leading with new retail concepts
- Localized merchandise and "sense of place"
- Optimized for maximum productivity/ft²
- Augmented by new need-driven convenience concepts
 - Hudson Nonstop

LAS VEGAS DUFRY SHOPPING



paco rabanne

LAS VEGAS  DUFRY SHOPPING



Brookstone





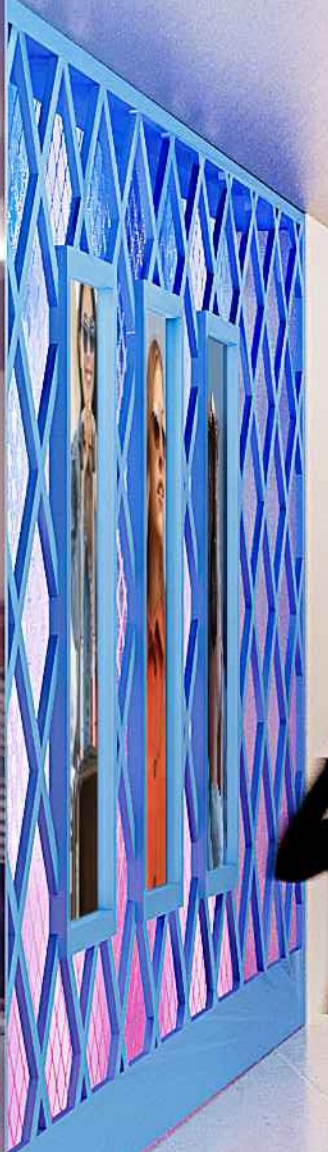
Localized Concepts



THE|ATRIUM



THE|ATRIUM



SPECIALTY RETAIL

Reimagining shopping For today's traveler.

EVOLVE by Hudson



- Beyond Convenience: shop-in-shop specialty brand experience
- Local products and flavor to invite and delight
- Brand incubator
- Modular design – can scale up or down
- Endless aisle
- Mobile POS and self-checkout
- Maximizes sales/ft² vs. standalone specialty

EVOLVE by Hudson

EVOLVE by Hudson



sunglass hut

ockstone

sunglass hut

BRIGGS & RILEY

VICTORIA'S SECRET BEAUTY

RITUALS... RITUALS...



AS



BRIGGS & RILEY



EVOLVE

by Hudson

EVOLVE
by Hudson



UFC

Hudson News

UFC merchandise including t-shirts and hoodies is displayed on the left. The Hudson News section features a large wall of various magazines and newspapers. In the foreground, there are shelves stocked with snacks and a self-checkout station.

traveler's best

Las Vegas



Confirmed National Brands for Evolve

- As we review brand mix we work to align brands with market demographics and airlines. Naturally, all brands do not go into all stores.
- The framework allows that if for some reason a brand doesn't perform as expected, we have the ability to change out seamlessly and without disruption to business.
- Conversely as new global and local brands enter the market or become trend right, we will look at possible addition to evolve to remain current and relevant to the customer.

Brookstone®

TUMI

THULE
Samsonite

BRIGGS & RILEY

THE FINEST QUALITY
Herschel
THE
SUPPLY CO. BRAND
TRADE MARK

● sunglass hut

CD
CARAN d'ACHE
GENEVE

LAMY



vineyard vines®

Vera Bradley

pura
vida

SHINOLA

KENDRA SCOTT

FILSON
SINCE 1897

ESTÉE LAUDER

RIP CURL

GODIVA
Belgium 1926

Lindt

HERSHEY'S

m&m's

TRAVEL CONVENIENCE

Reimagining shopping for today's traveler.

Hudson Nonstop



- Effortlessly convenient
- Integrates premier design, tech, and great brands
- Frictionless, digitally-powered experience
- Advanced retail technology powered by Amazon One and Just Walk Out
- Drives incremental sales for landlords
- No customer lines = greater conversion

Hudson Nonstop

777



Just Walk Out

technology by amazon



GRAB&GO SNACKS GRAB&GO SNACKS

COLD DRINKS COLD DRINKS



Just Walk Out
technology by 

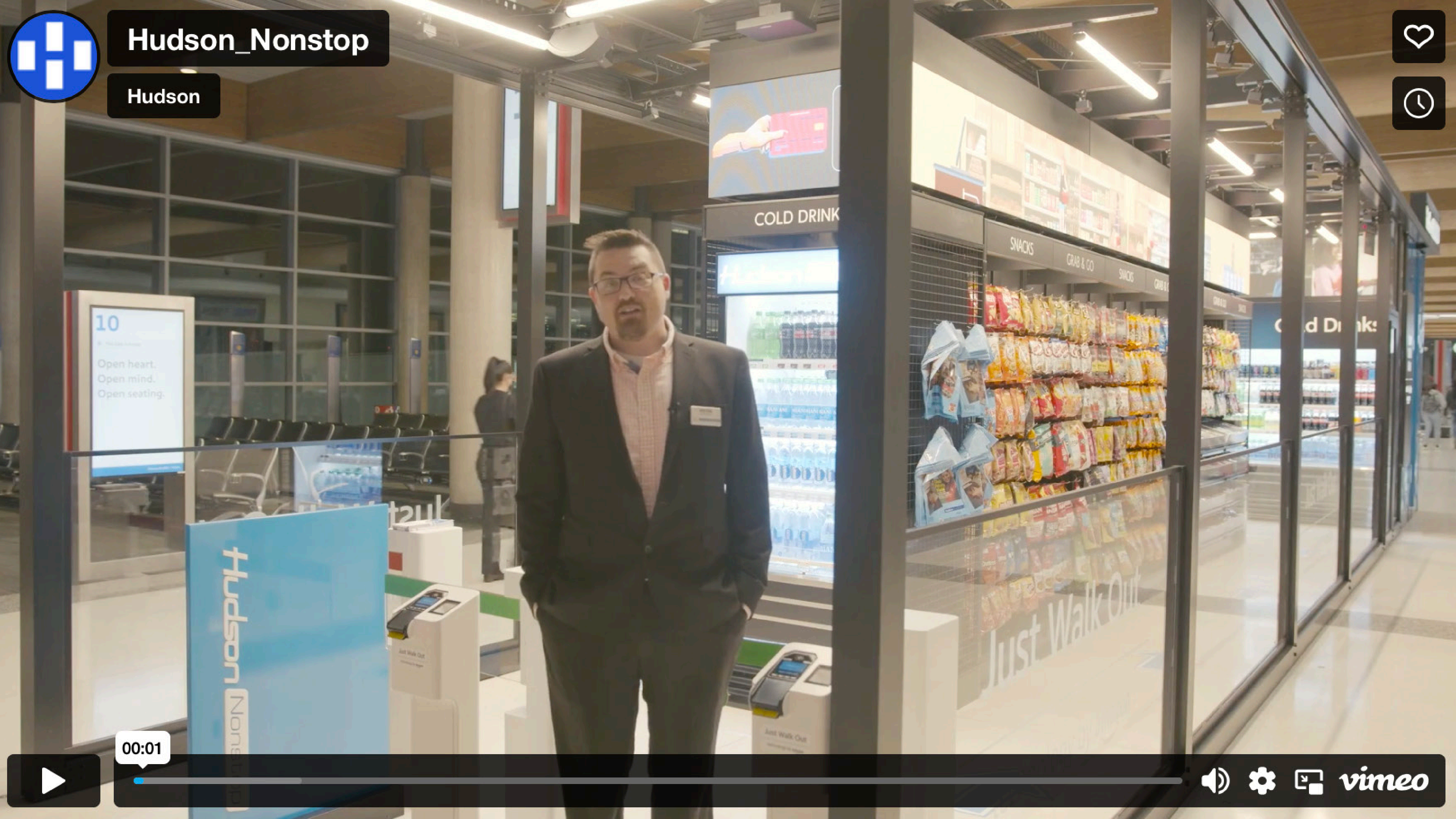


A  **DUFRY** Company



Hudson_Nonstop

Hudson



10

Open heart.
Open mind.
Open seating.

Hudson Nonstop

COLD DRINK

SNACKS

GRAB & GO

SNACKS

GRAB & GO

Cold Drinks

Just Walk Out

00:01



vimeo

THANK YOU



Feeling Good on the Move®

An Autogrill Company 



HARRY REID INTERNATIONAL AIRPORT

► **LAS** 2023 OUTREACH



HMSHOST



DEVON RAY
DIRECTOR
STRATEGIC ALLIANCES,
HMSHOST



ANNA KARAPETYAN
EXECUTIVE. DIRECTOR
OPERATIONS,
HMSHOST



ANTHONY ALESSI
VP OF BUSINESS
DEVELOPMENT,
HMSHOST

HMSHOST

RESTAURATEUR

For 125 years, HMSHost has been the restaurateur for people on the move. We started in train stations then moved to airports with the dawn of commercial aviation in the 1950s. We have been designing, building, and operating restaurants in airports ever since. HMSHost generates annual revenues of \$2.0B and is a world leader in travel dining, operating restaurants in over 115 airports around the globe.



125

YEARS EXPERIENCE

115+

AIRPORTS WORLDWIDE

2.0B

ANNUAL REVENUES

120+

**ACDBE
PARTNERS**

1100

RESTAURANTS NORTH AMERICA

ACDBE PARTNERS

With 120 ACDBE partners in our portfolio, HMSHost has a wealth of experience with underrepresented businesses, and we are dedicated to ACDBE inclusion. To that extent, we participate in numerous industry events and have developed programs to ensure that our ACDBE partners are not only successful at HMSHost but are able to grow their businesses beyond traditional boundaries.

120+ **ACDBE
PARTNERS**
\$450M **2019
SALES**





2023 LEASE EXTENSION

OPERATING IN AN AIRPORT

ANNA KARAPETYAN
EXECUTIVE DIRECTOR OF OPERATIONS

HARRY REID INTERNATIONAL AIRPORT | HMSHOST



OPERATING IN AN AIRPORT

CONSTRUCTION COSTS

- » Subtenants responsible for own design & construction for their unit
- » Designs requires airport approval
- » Coordination of scheduling / meet airport requirements with HMSHost's guidance
- » No construction without signed sublease / insurance



OPERATING IN AN AIRPORT

LABOR

- » Collective bargaining agreement
- » Wages higher than street levels
- » Staffing - 365 days
- » Recruitment / Retention



OPERATING IN AN AIRPORT

SECURITY BADGING COST & PROCESS

- » Subtenant badge / fingerprint / fees
- » Badge initial / Annual renewal
- » Monthly parking fee per badge
- » Badging process time 3 weeks or longer

NO PERSON CAN WORK AT HARRY REID AIRPORT UNTIL BADGING IS COMPLETE



OPERATING IN AN AIRPORT

VEHICLES ON AIRSIDE / DELIVERIES

- * Vehicles registered to company
- * Company logos on vehicles (both sides)
- * \$1M liability and \$5M liability for airfield access
- * Subtenants responsible for escorting own delivery vehicles





2023 LEASE EXTENSION

SUBLEASE OPPORTUNITY

HEALTHY AND/OR SNACK

HARRY REID INTERNATIONAL AIRPORT | HMSHOST

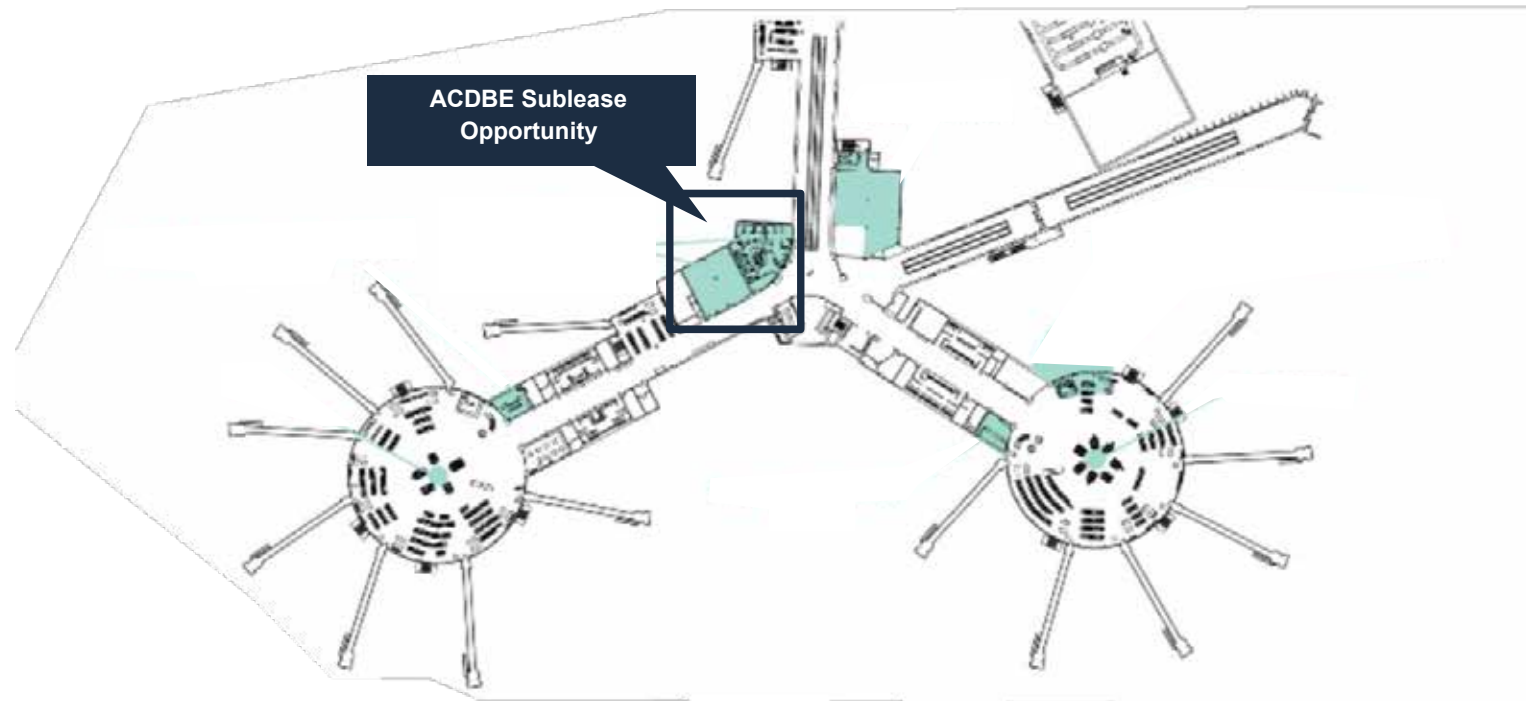
SUBLEASE OPPORTUNITY

» **Snack, Healthy QSR**



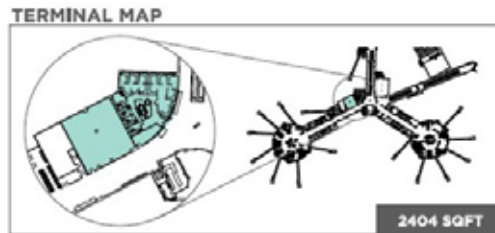
ACDBE SUBLEASE OPPORTUNITY

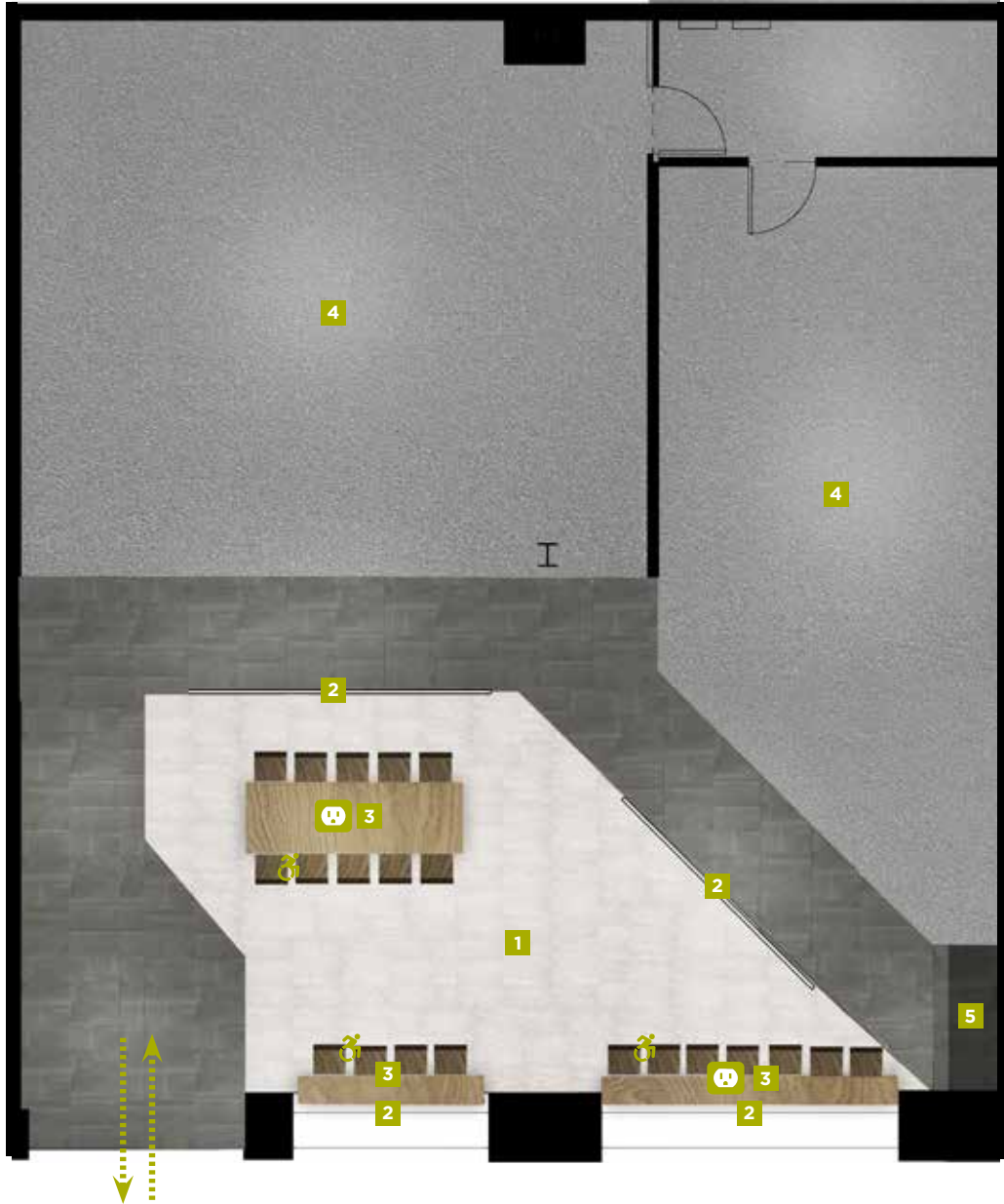
TERMINAL 1 - CONOURSE B
KEY PLAN



ACDBE SUBLEASE OPPORTUNITY

TERMINAL 1B - 2 ELBOW FLOORPLAN





KEY

- 1 DINING
- 2 RAILING
- 3 COUNTER HEIGHT SEATING
- 4 TENANT
- 5 TRASH RECEPTACLE

..... QUEUING



POWER

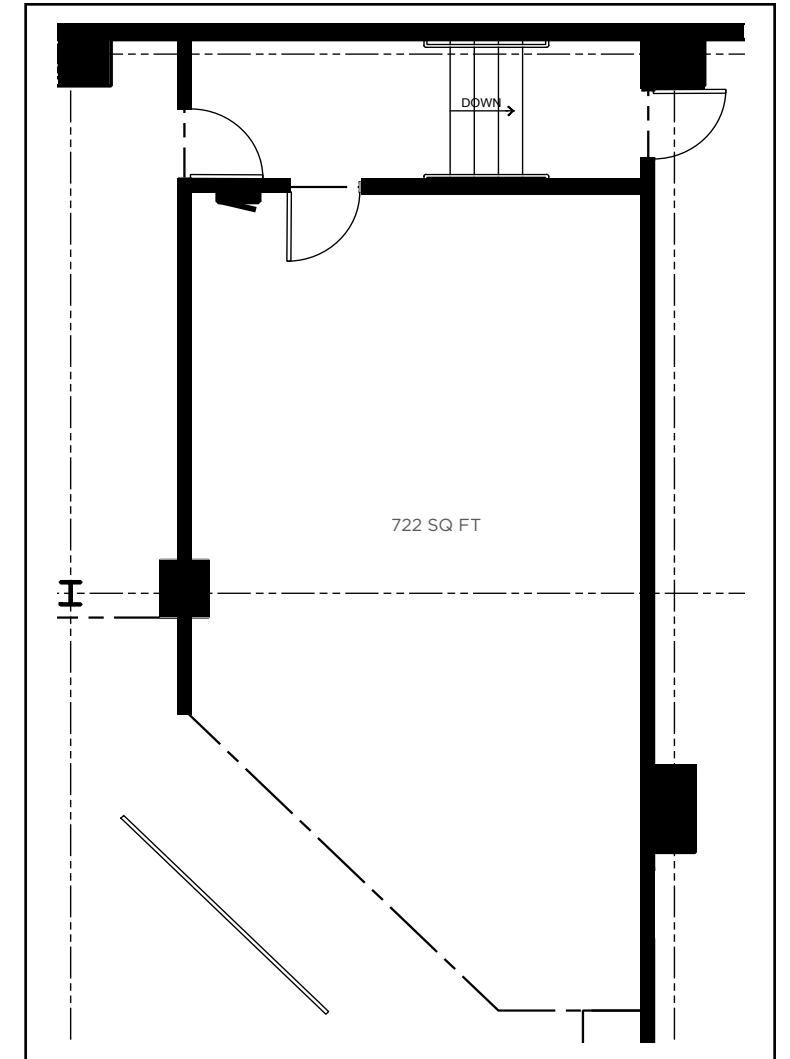


ACCESSIBLE SEATING

SEAT COUNT

DINING SEATING 21

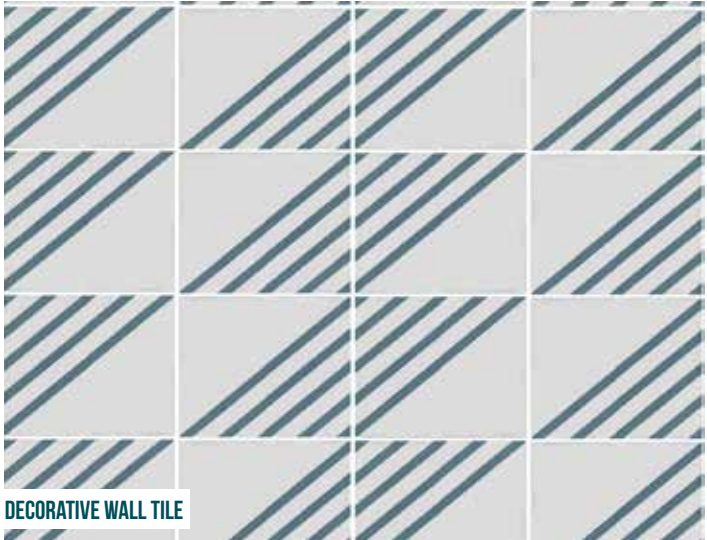
TOTAL 21







DECORATIVE LIGHTING



DECORATIVE WALL TILE



ABSTRACT ARTWORK



WALL TILE



ABSTRACT ARTWORK



PORCELAIN FLOOR TILE



PORCELAIN FLOOR TILE



TABLE TOP WOOD



DINING CHAIR



WOOD SLATS AT COLUMNS

GENERAL TERMS

TENANT SPACE

CATEGORY

Healthy, Snack

SPACE LOCATION

T-1, Concourse B

SPACE SIZE

722 Sq. Ft.

SPACE CONDITION

Shell-Condition, utilities
Stubbed at location

COMMON AREA

Tenant to pay facility fee
For food common area

UTILITIES

Tenant Responsibility

STORAGE

Approx. 100 Sq. Ft.

AIRLINES & ENPLANEMENT

- Airlines
- Enplanement



ADDITIONAL TERMS

TENANT SPACE

TERM

10 years

INITIAL CAPITAL INVESTMENT

\$850 - \$1,100 per Sq. Ft.

MID-TERM CAPITAL INVESTMENT

15% on initial capital investment to be spent 5 years after opening

PERCENTAGE RENT

12% on food & non-alcoholic beverage sales

FACILITY RENT

Repayment for build-out of common area seating and base building work to be done by HMSHost, estimated \$200-\$250 per concession Sq. Ft.

ACDBE GOAL

100%

COMMON AREA MAINTENANCE (CAM)

To be provided by the subtenant(s), in line with proportionate share of sales. If unable to provide, HMSHost will provide. For comparison's sakes, the C Food Court requires ~\$150K / year in CAM fees.





2023 LEASE EXTENSION

PROCESS

ACDBE CERTIFICATION,
PROPOSAL & SELECTION
PROCESS TIMELINE

HARRY REID INTERNATIONAL AIRPORT | HMSHOST





ACDBE PLAN

ACDBE PLAN

ACDBE PARTICIPATION GOAL



ACDBE CERTIFICATION REQUIREMENTS

- » U.S. Citizen / permanent resident
- » 51% Owned by socially & economically disadvantaged individual(s)*
- » For profit business
- » Economic: PNW < \$1.3M to \$1.32M
- » < \$56.4M Annual Revenue

* meaning (as defined by the SBA)

**MUST BE CERTIFIED AS AIRPORT CONCESSION
DISADVANTAGED BUSINESS ENTERPRISE IN NEVADA
TO BE AWARDED F&B OPPORTUNITY WITH HMSHOST**

REFERRAL SOURCES

<https://www.harryreidairport.com/business/development/disadvantagedbusinessprogram>



2023 TIMELINE

OUTREACH MEETING FOR TERMINAL 1- B GATE OPPORTUNITY

FEBRUARY 15TH, 2023

SUBMIT ACDBE CERTIFICATION

MARCH 15, 2023

PROPOSALS DUE

APRIL 3RD, 2023

AWARD

JUNE 1ST, 2023



**Review and notification dates
are subject to change.**

NEXT STEPS

1. Interested parties should pick Bid Packet (USB)

(A) Proposal Form

(B) Evaluation Review

(C) Copy of Outreach Presentation

2. Submit & Good Luck!



GOODS & SERVICES

PARTNER REQUIREMENTS

- 3rd party quality assurance audit
- Insurance
- Indemnification
- ACDBE/ MBE/ WBE Eligible
- Supplier of scale
- Innovative





If you have any questions regarding ACDBE certification. Please contact:

David Eclipse
ACDBE/DBE Liason Officer
Harry Reid International Airport
declipse@lasairport.com

If you have any questions regarding this food & beverage opportunity with HMSHost, please contact:

ANTHONY ALESSI

Vice President, Business Development, HMSHost

EMAIL

ANTHONY.ALESSI@HMSHOST.COM

DEVON RAY

Director, Strategic Alliances, HMSHost

EMAIL

DEVON.RAY@HMSHOST.COM



Thank You!