



STATE OF HAWAII | KA MOKU'ĀINA 'O HAWAII
DEPARTMENT OF TRANSPORTATION | KA 'OIHANA ALAKAU
AIRPORTS
400 RODGERS BOULEVARD, SUITE 700
HONOLULU, HAWAII 96819-1880

AIR-PM 26.0036

February 12, 2026

DOT Land Matters
State of Hawaii
Honolulu, Hawaii

ISSUANCE OF CONCESSION AGREEMENT NO. DOT-A-26-0005 FOR
THE OPERATION AND MANAGEMENT OF THE RETAIL CONCESSION
INTERNATIONAL SHOPPES OGG PARTNERS, LLC
KAHULUI AIRPORT
TAX MAP KEY: (2) 3-8-001: PORTION OF 243

MAUI

REQUEST:

The State of Hawaii Department of Transportation (HDOT) proposes to directly negotiate a Concession Agreement, for the operation and management of a retail concession, at Kahului Airport (Airport), as shown on the attached Exhibit A.

APPLICANT/CONCESSIONAIRE:

International Shoppes OGG Partners, LLC, whose business address is 540 Rockaway Avenue, Valley Stream, New York 11581.

LEGAL REFERENCE:

Section 102-2, Hawaii Revised Statutes (HRS).

LOCATION AND TAX MAP KEY:

Portions of the Airport, Kahului, Island of Maui, State of Hawaii, identified by Tax Map Key: 2nd Division, 3-8-001: Portion of 243.

AREA:

1. Retail (Sales) Space
 - a. Airport Terminal, Central, Second Level, Building 330
 - (1) Building/Room No. 330-201, containing an area of approximately 1,895 square feet;

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PARTNERS, LLC

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- (2) Building/Room No. 330-204A, containing an area of approximately 117 square feet;
 - (3) Building/Room No. 330-204B, containing an area of approximately 2,270 square feet; and
 - (4) Building/Room No. 330-207B, containing an area of approximately 544 square feet, as shown and delineated on the attached Exhibit B.
 - b. Airport Terminal, Central, Second Level, Building 340
 - (1) Building/Room No. 340-212, containing an area of approximately 597 square feet, as shown and delineated on the attached Exhibit C.
 - c. Airport Terminal, Holding Rooms B, Second Level, Building 341
 - (1) Building/Room No. 341-204, containing an area of approximately 1,321 square feet, as shown and delineated on the attached Exhibit D.
 - d. Airport Terminal, Concourse Second Level, Building 344
 - (1) Building/Room No. 344-203A, containing an area of approximately 1,004 square feet; and
 - (2) Building/Room No. 344-203B, containing an area of approximately 675 square feet, as shown and delineated on the attached Exhibit E.
2. Retail Storage Space (Non-Sales)
- a. Airport Terminal, Central, Ground Level, Building 340
 - (1) Building/Room No. 340-101, containing an area of approximately 956 square feet; and
 - (2) Building/Room No. 340-106A, containing an area of approximately 210 square feet, as shown and delineated on the attached Exhibit F.
 - b. Airport Terminal, Holding Rooms C, Ground Level, Building 342
 - (1) Building/Room No. 342-102B, containing an area of approximately 741 square feet, as shown and delineated on the attached Exhibit G.

ZONING:

State Land Use District:	Urban
County of Maui:	Airport

LAND TITLE STATUS:

Section 5(a) lands of the Hawaii Admissions Act: Non-ceded

DHHL 30% entitlement lands pursuant to the Hawaii State Constitution: YES ____ NO X

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CURRENT USE STATUS:

Land presently encumbered by Governor's Executive Order No. 2427, dated
February 12, 1969, setting aside 1,268.938 acres designated as the Airport to be under the
control and management of the HDOT, for Airport purposes.

CHARACTER OF USE:

Operation and management of a retail concession at the Airport.

TERM:

Ten (10) years

COMMENCEMENT DATE:

April 1, 2026

ANNUAL CONCESSION FEE:

For each year of the Concession Agreement term, the annual concession fee shall be as
follows:

1. Year 1 of the Concession Term:

- a. Percentage Fee. The Concessionaire shall pay a percentage of the
Concessionaire's annual gross receipts generated from, related or attributable
to, or connected with the sale of merchandise authorized, as follows:
- Fifteen percent (15%) on gross revenues up to Fifteen Million
Dollars (\$15,000,000.00); and
 - Eighteen percent (18%) on gross revenues between Fifteen Million
Dollars (\$15,000,000.00) and Eighteen Million Dollars (\$18,000,000.00); and
 - Twenty-two percent (22%) on gross revenues in excess of Eighteen Million
Dollars (\$18,000,000.00).

2. Years 2 through 10 of the Concession Term:

The annual concession fee for years 2 through 10 shall be the greater of the
following:

- a. Minimum Annual Guaranteed Fee. The minimum annual guaranteed (MAG)
fee for Years 2 through 10 of the Concession Agreement Term, shall be 85%

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of the Annual Concession Fee (the greater of the percentage fee or MAG) received by HDOT for the preceding year; or

- b. Percentage Fee. The Concessionaire shall pay a percentage of the Concessionaire's annual gross receipts generated from, related or attributable to, or connected with the sale of merchandise authorized, as follows:
- Fifteen percent (15%) on gross revenues up to Fifteen Million Dollars (\$15,000,000.00); and
 - Eighteen percent (18%) on gross revenues between Fifteen Million Dollars (\$15,000,000.00) and Eighteen Million Dollars (\$18,000,000.00); and
 - Twenty-two percent (22%) on gross revenues in excess of Eighteen Million Dollars (\$18,000,000.00).

DCCA VERIFICATION:

Place of business registration confirmed:	YES <u>X</u>	NO <u> </u>
Registered business name confirmed:	YES <u>X</u>	NO <u> </u>
Good standing confirmed:	YES <u>X</u>	NO <u> </u>

CHAPTER 343, HRS - ENVIRONMENTAL ASSESSMENT:

The HDOT has determined that the subject land area and use is covered by the Kahului Airport Terminal Complex Expansion Negative Declaration, published by the Environmental Quality Commission (EQC) in the September 8, 1981, issue of the EQC Bulletin. Accordingly, all relevant mitigation from the Negative Declaration and best management practices will be implemented to address the minimum impact of this action.

REMARKS:

In accordance with Section 102-2, HRS, HDOT proposes to issue a directly-negotiated Concession Agreement to International Shoppes OGG Partners, LLC for the operation and management of the retail concession at the Airport.

HDOT recognizes International Shoppes OGG Partners, LLC's investment and commitment to the State of Hawaii, and believes that the issuance of the Retail Concession Agreement to International Shoppes OGG Partners, LLC is in the best interest of the State.

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RECOMMENDATION:

That the Director of Transportation (DIR) authorizes HDOT to issue a directly-negotiated Concession Agreement relating to the operation and management of the retail concession to International Shoppes OGG Partners, LLC at the Airport, subject to: (1) terms and conditions herein outlined, which are by reference incorporated herein; (2) such additional terms and conditions as may be prescribed by the DIR to best serve the interests of the State; and (3) review and approval of the Department of the Attorney General as to the Concession Agreement form and content.

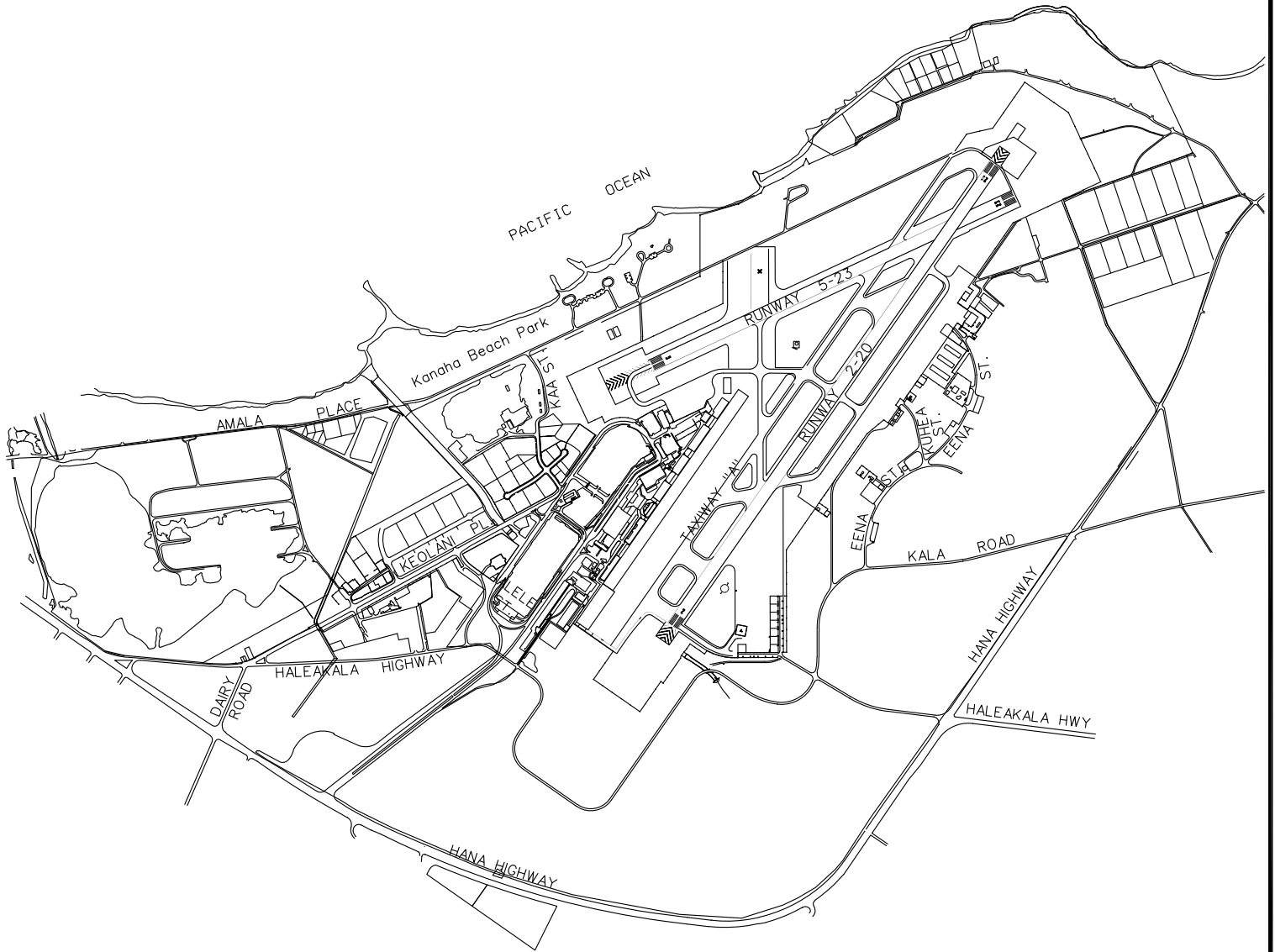
Respectfully submitted,

A handwritten signature in black ink, appearing to read 'C. Otaguro', written in a cursive style.

CURT T. OTAGURO

Deputy Director of Transportation for Airports

Attachments



SCALE: 1" = 2000'

DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT: **A**

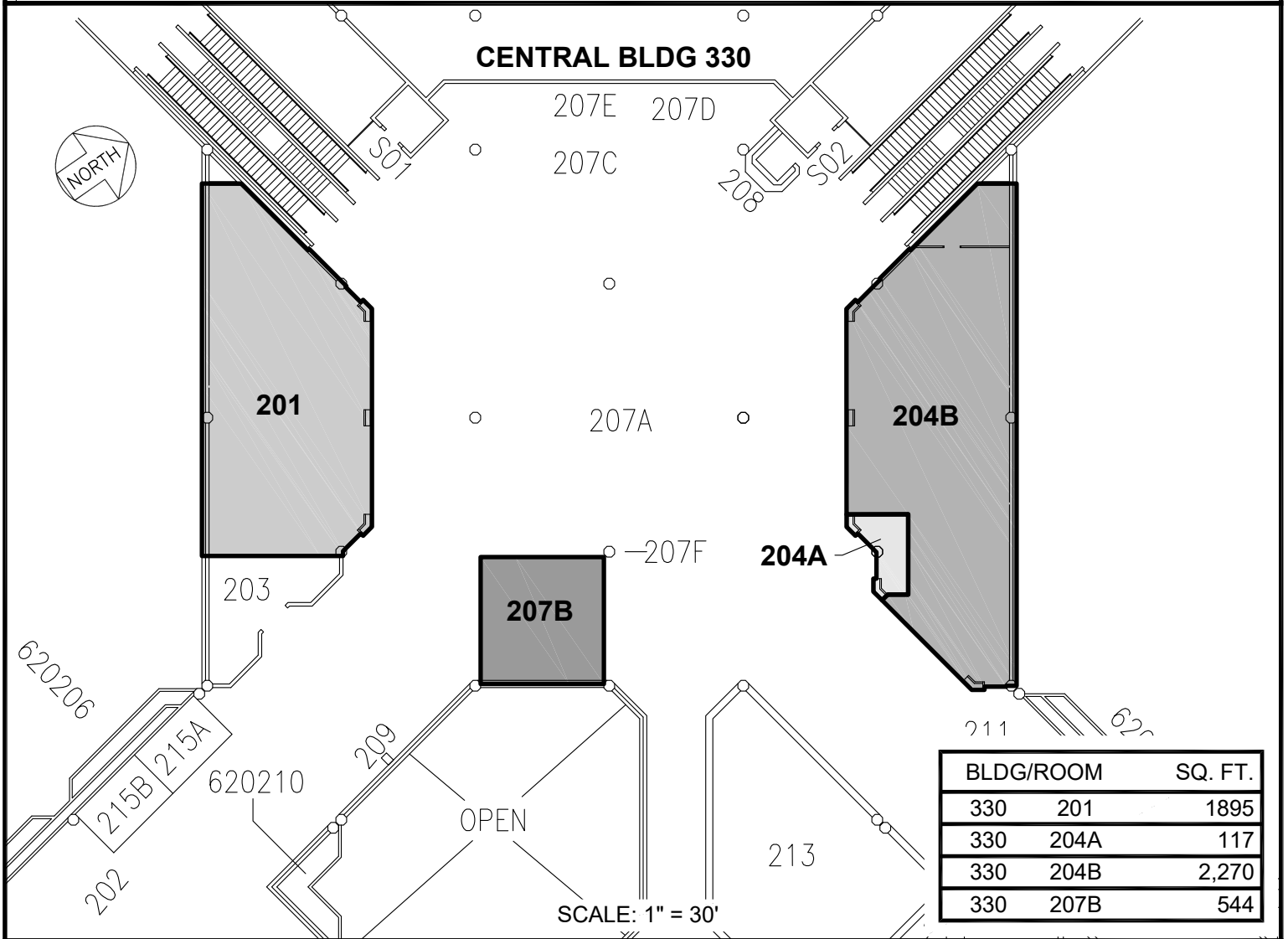
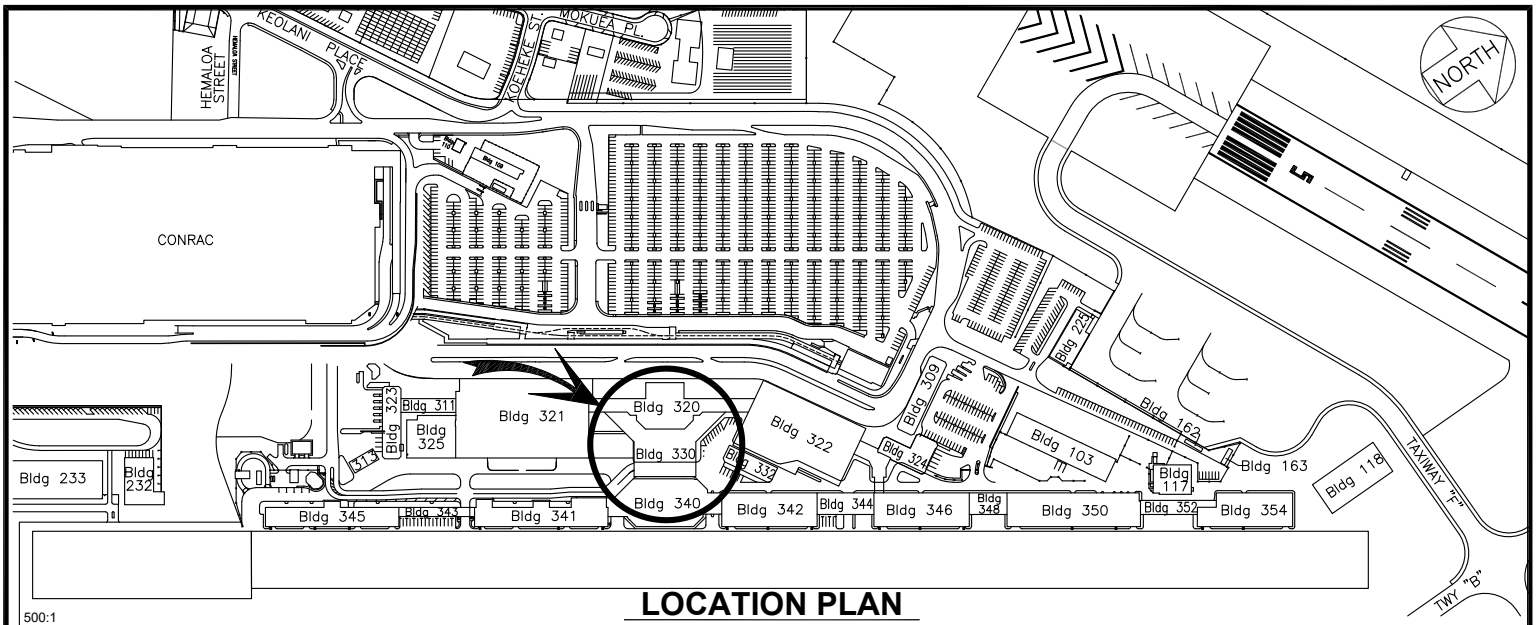


AIRPORTS

**INTERNATIONAL SHOPPES
OGG PARTNERS, LLC**

"AIRPORT"

KAHULUI AIRPORT



DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT: **B**



AIRPORTS

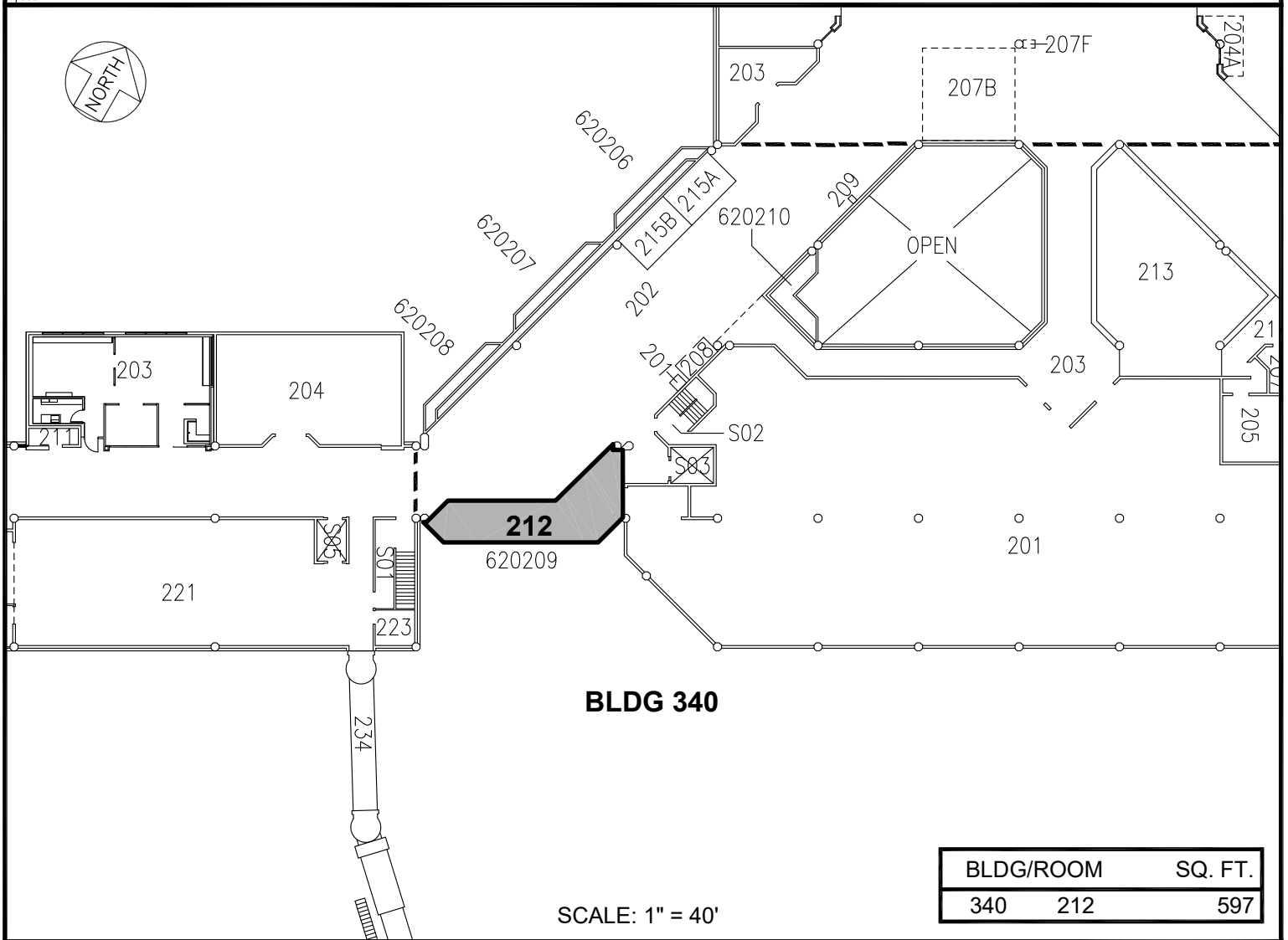
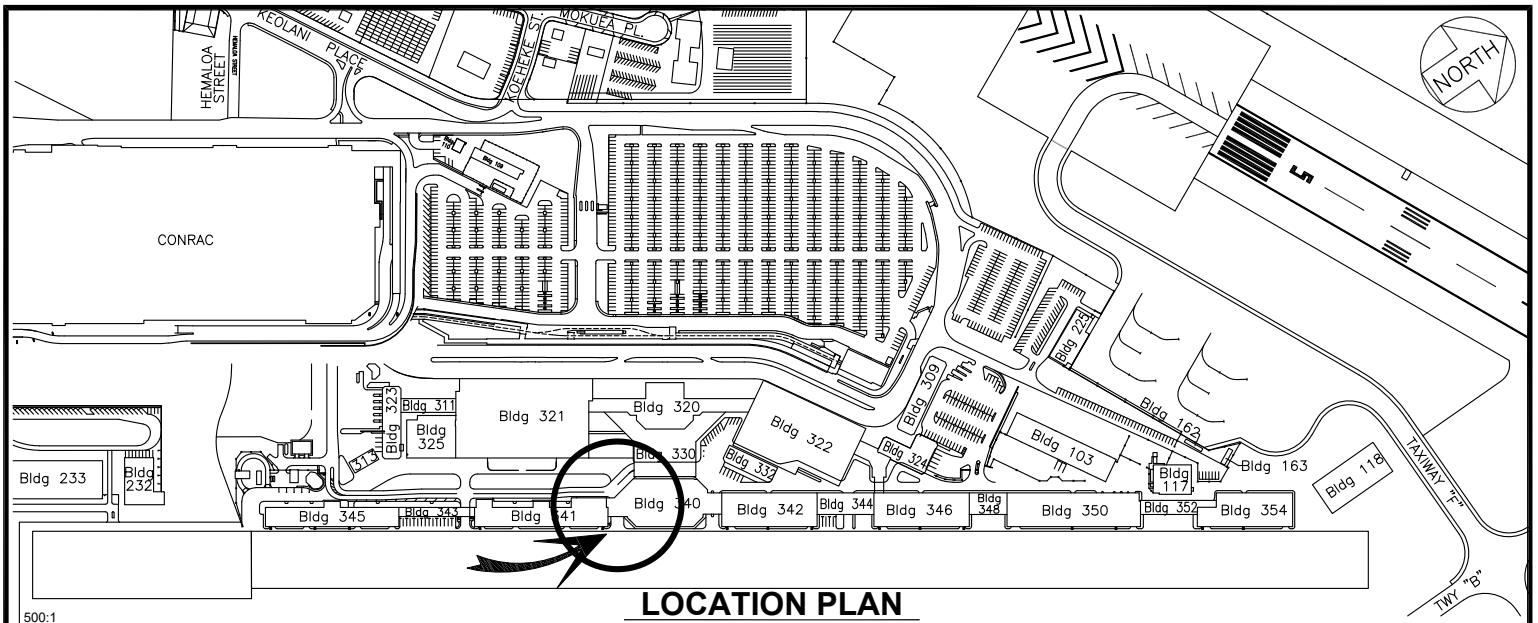
**INTERNATIONAL SHOPPES
OGG PARTNERS, LLC**

**BUILDING 330
CENTRAL
SECOND LEVEL**

**330201
330204A-B
330207B
PLAT A2,35**

KAHULUI AIRPORT

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DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT: C



AIRPORTS

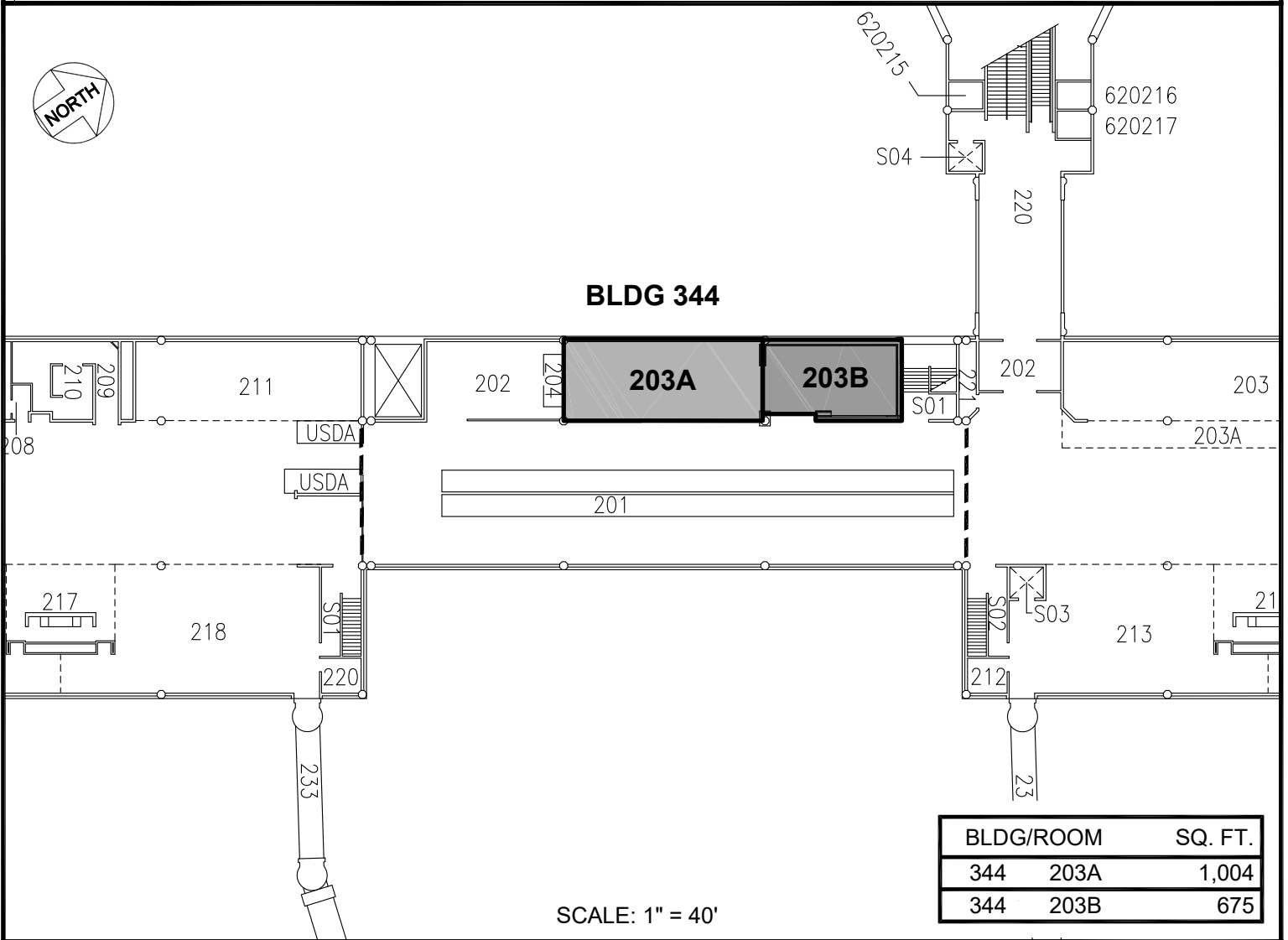
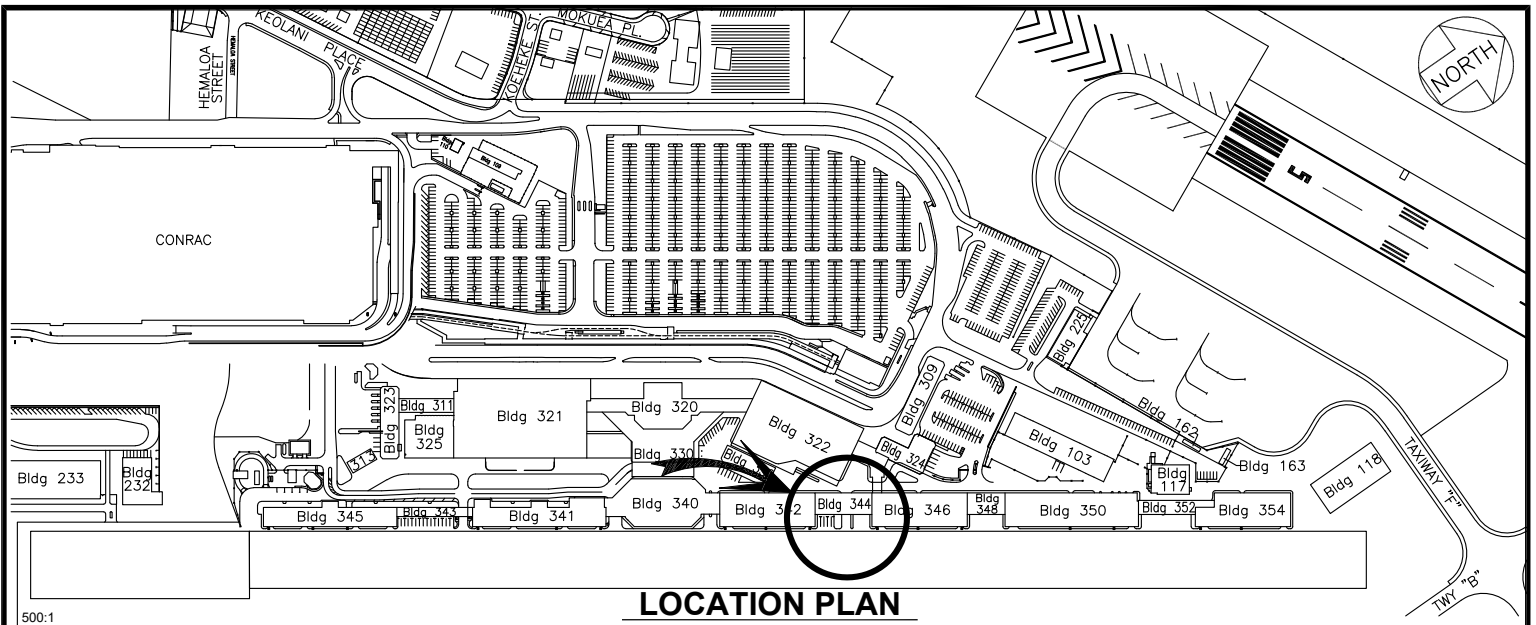
INTERNATIONAL SHOPPES
OGG PARTNERS, LLC

BLDG 340
CENTRAL BUILDING
SECOND LEVEL

340212
PLAT A2

KAHULUI AIRPORT

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DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT: **E**



AIRPORTS

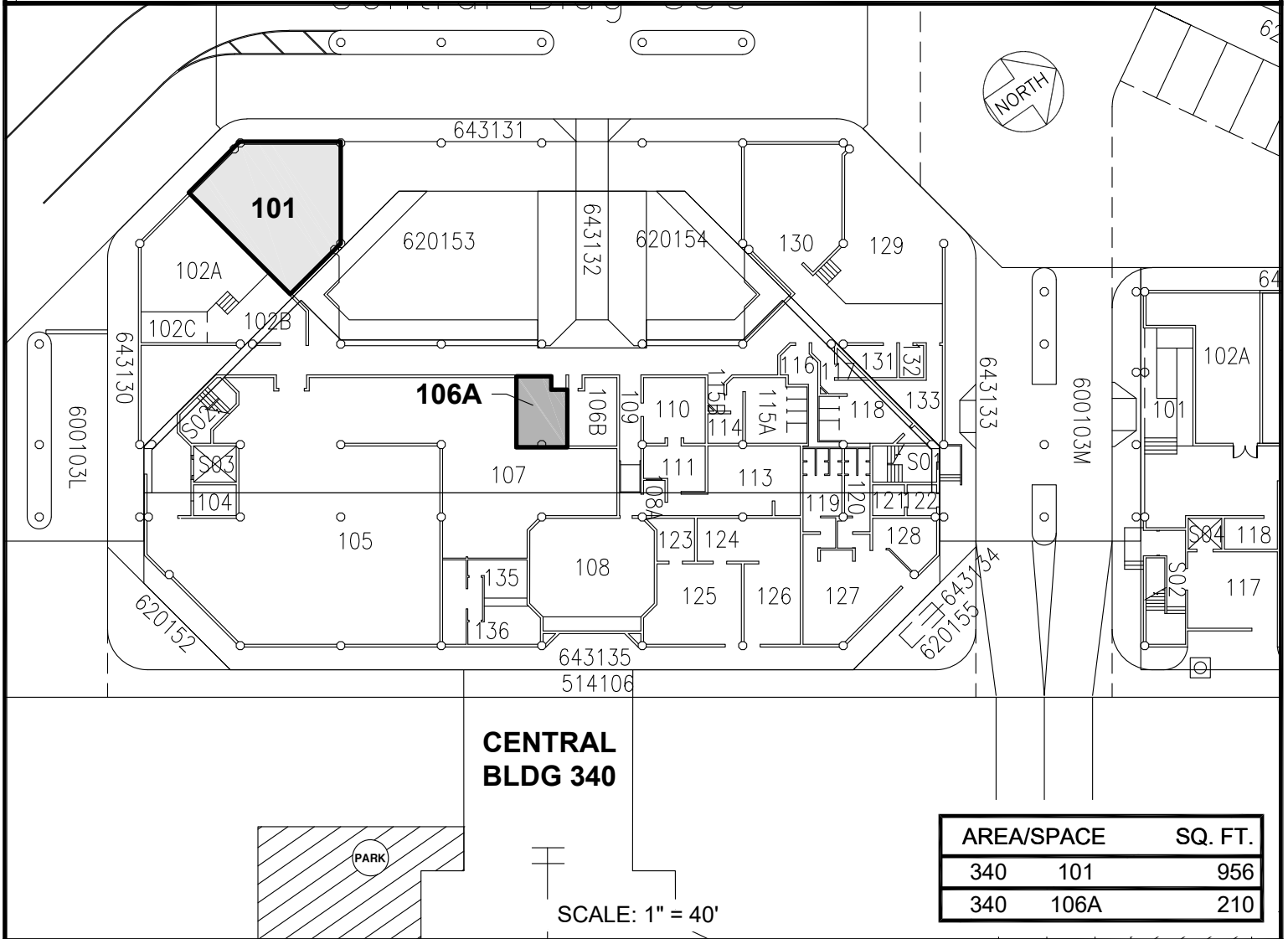
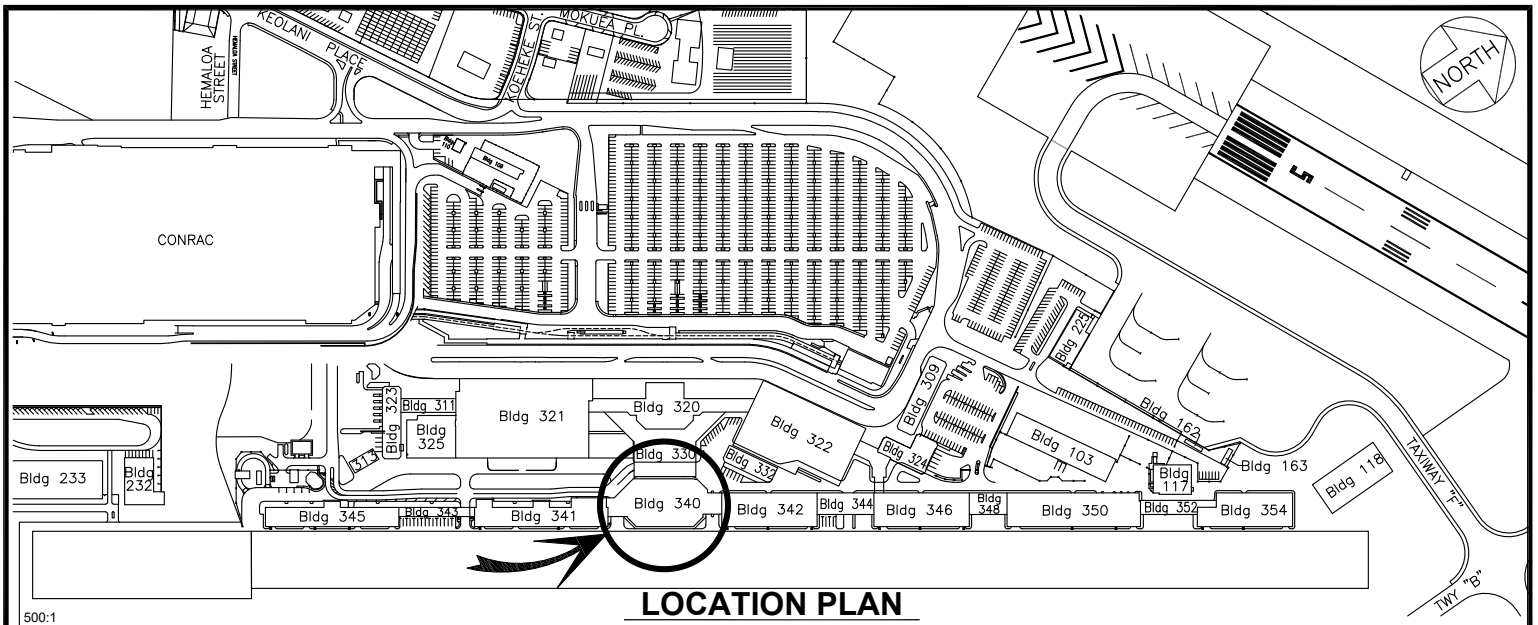
**INTERNATIONAL SHOPPES
OGG PARTNERS, LLC**

**BUILDING 344
CONCOURSE
SECOND LEVEL**

**344203A
344203B**

KAHULUI AIRPORT

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DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT: **F**



AIRPORTS

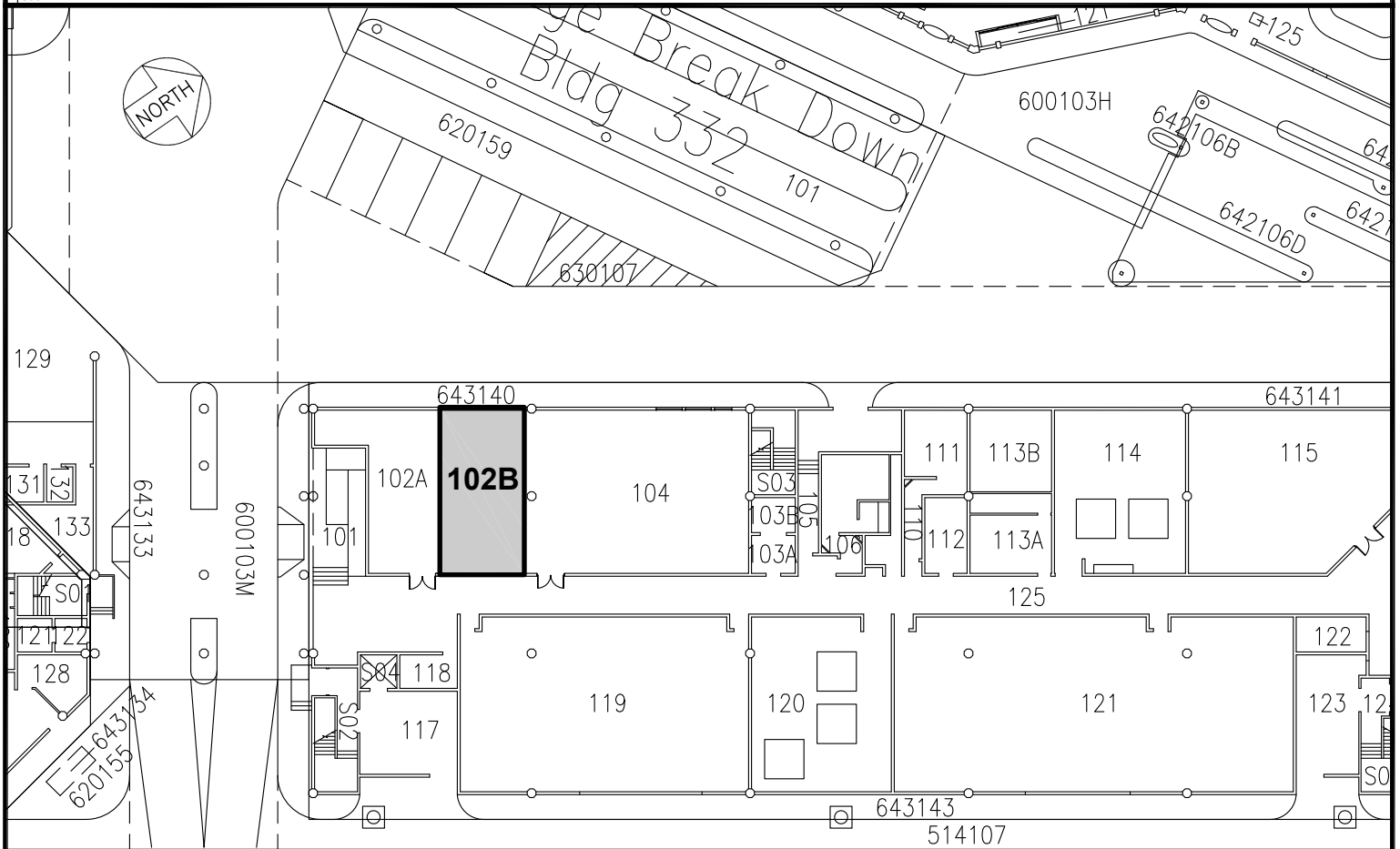
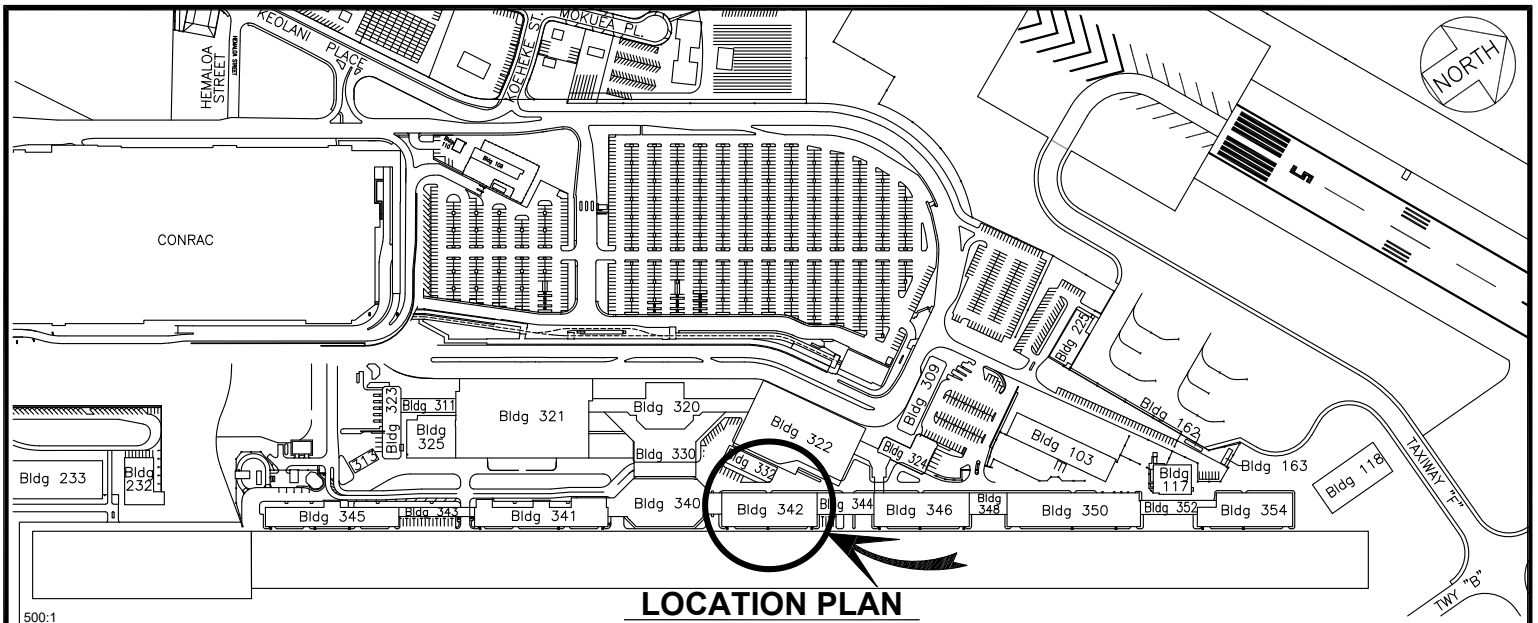
INTERNATIONAL SHOPPES
OGG PARTNERS, LLC

BLDG 340
CENTRAL BUILDING
GROUND LEVEL

340101
340106A
PLAT A1,35

KAHULUI AIRPORT

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HOLDING ROOMS C BLDG 342

SCALE: 1" = 40'

BLDG/ROOM	SQ. FT.
342 102B	741

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DATE : JANUARY 2026

EXHIBIT: **G**



AIRPORTS

**INTERNATIONAL SHOPPES
OGG PARTNERS, LLC**

**BLDG 342
HOLDING ROOMS C
GROUND LEVEL**

**342102B
PLAT A2**

KAHULUI AIRPORT

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