

JOSH GREEN, M.D.
GOVERNOR
KE KIAĀINA



EDWIN H. SNIFFEN
DIRECTOR
KA LUNA HO'OKE

Deputy Directors
Nā Hope Luno Ho'okele
DREANALEE K. KALILI
TAMMY L. LEE
CURT T. OTAGURO
ROBIN K. SHISHIDO

IN REPLY REFER TO:

AIR-PM 26.0036

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

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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- (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 _____ |
| Registered business name confirmed: | YES <u>X</u> | NO _____ |
| Good standing confirmed: | YES <u>X</u> | NO _____ |

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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AND MANAGEMENT OF THE RETAIL CONCESSION, INTERNATIONAL SHOPPES OGG
PARTNERS, LLC

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RECOMMENDATION:

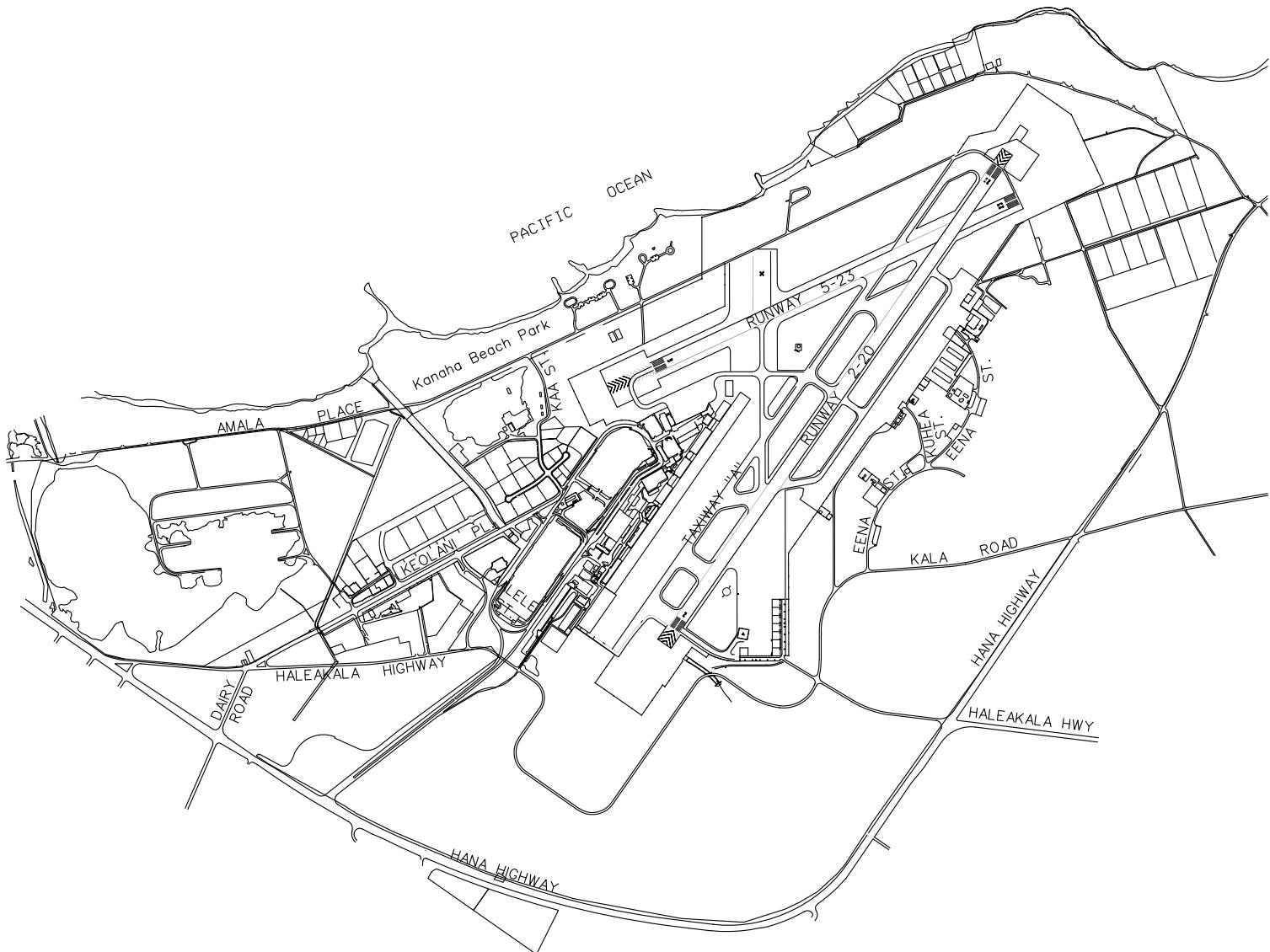
That the Director of Transportation (DIR) authorizes HDOT to issue a directly-negotiated Concession Agreement relating to the operation and management of the retail concession to International Shoppes OGG Partners, LLC at the Airport, subject to: (1) terms and conditions herein outlined, which are by 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,



CURT T. OTAGURO
Deputy Director of Transportation for Airports

Attachments



SCALE: 1" = 2000'

DOT-A-26-0005

DATE : JANUARY 2026

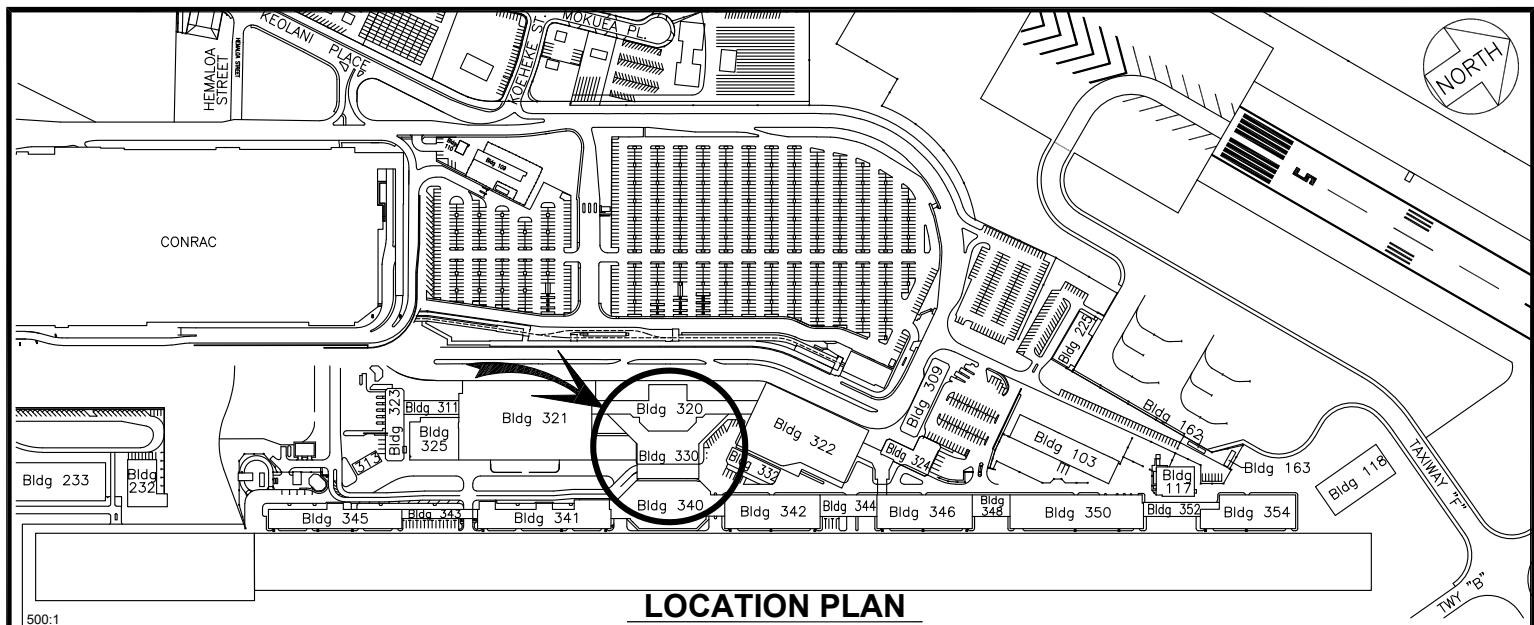
EXHIBIT: A



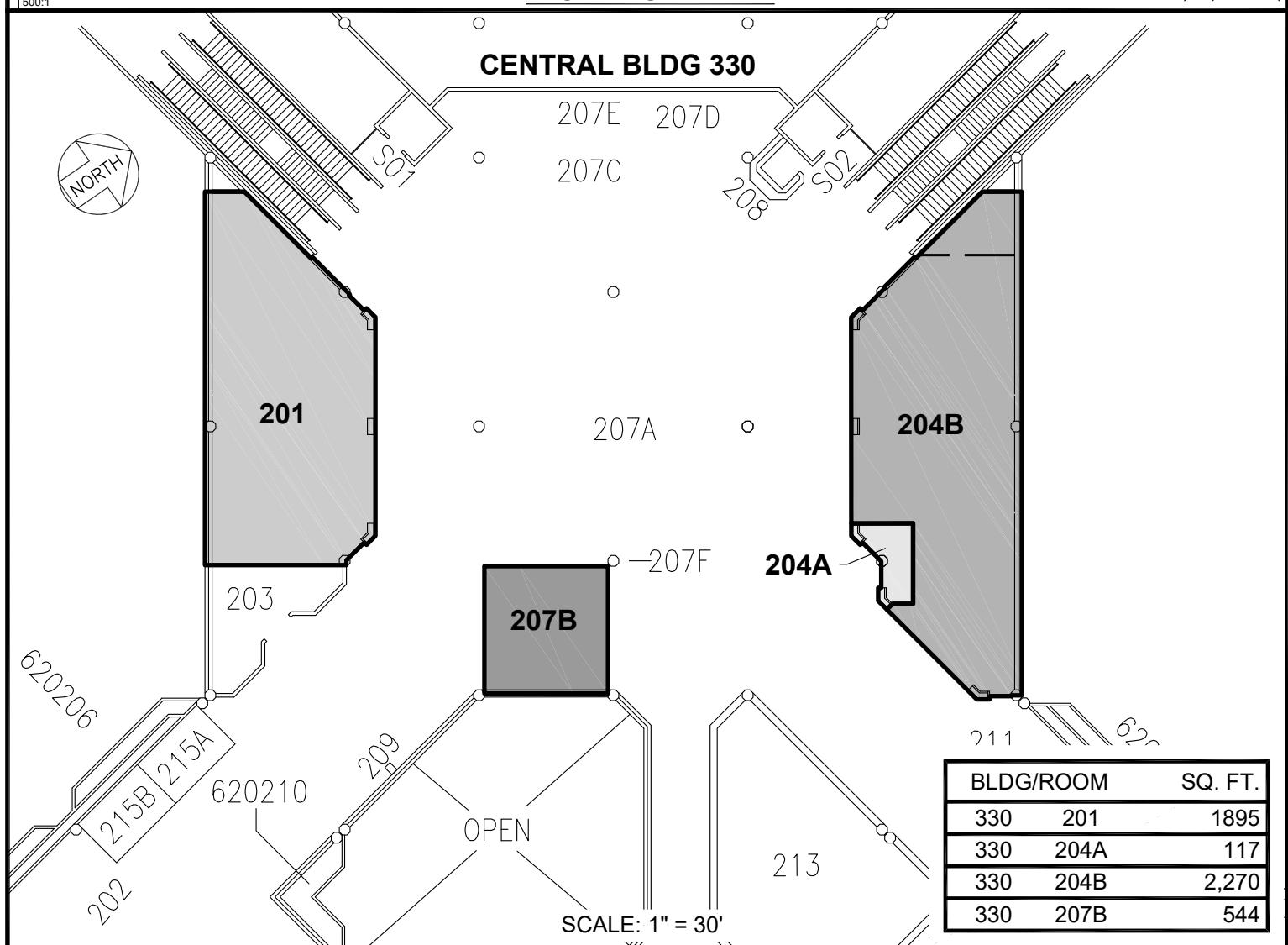
AIRPORTS

INTERNATIONAL SHOPPES
OGG PARTNERS, LLC

"AIRPORT"



LOCATION PLAN



| BLDG/ROOM | SQ. FT. |
|-----------|---------|
| 330 201 | 1895 |
| 330 204A | 117 |
| 330 204B | 2,270 |
| 330 207B | 544 |

DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT: B

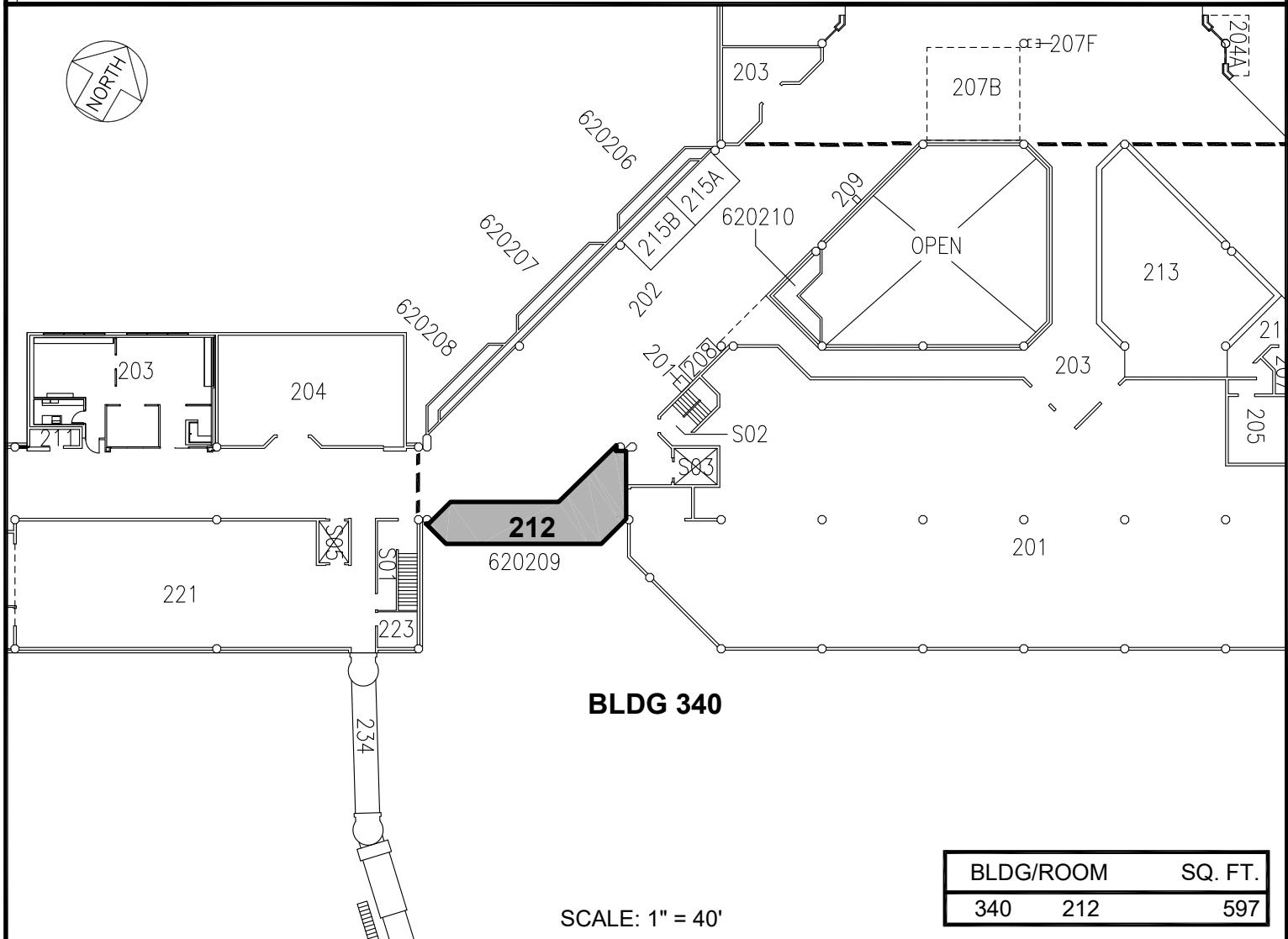
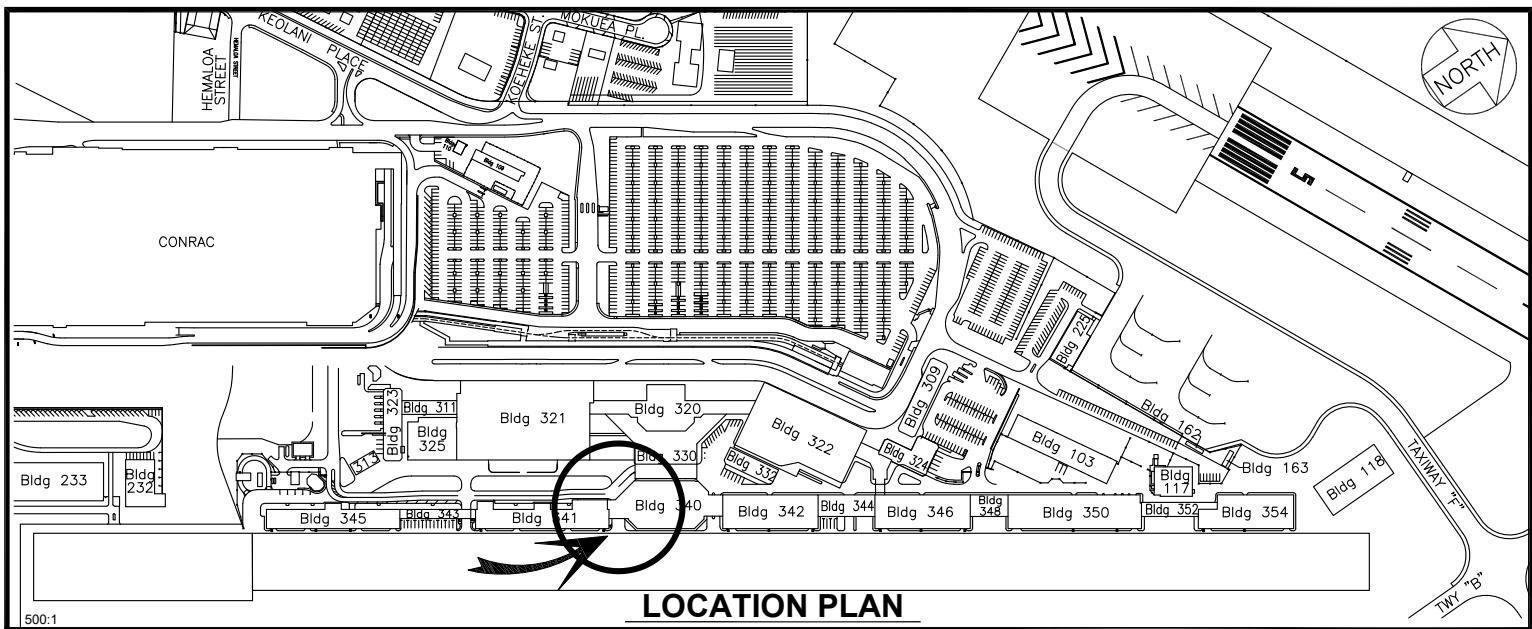


AIRPORTS

INTERNATIONAL SHOPPES OGG PARTNERS, LLC

BUILDING 330
CENTRAL
SECOND LEVEL

330201
330204A-B
330207B
PLAT A2.35



DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT: C

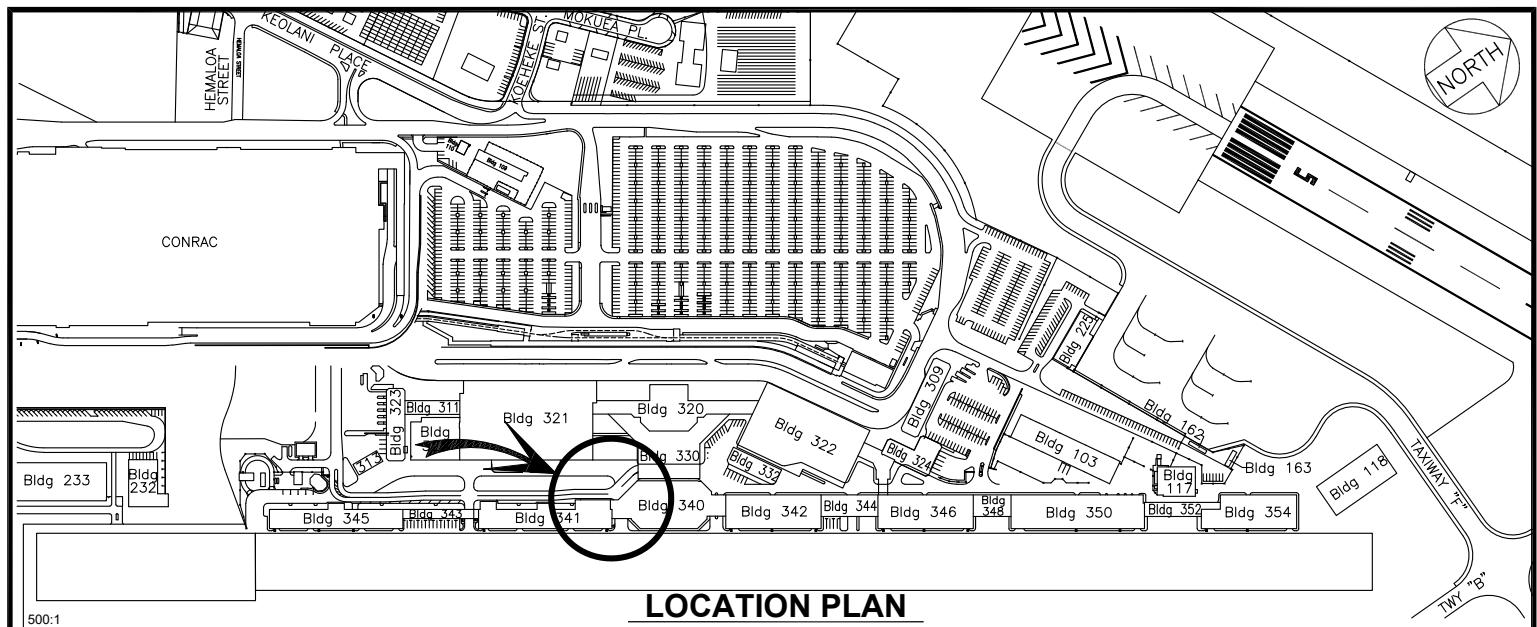


AIRPORTS

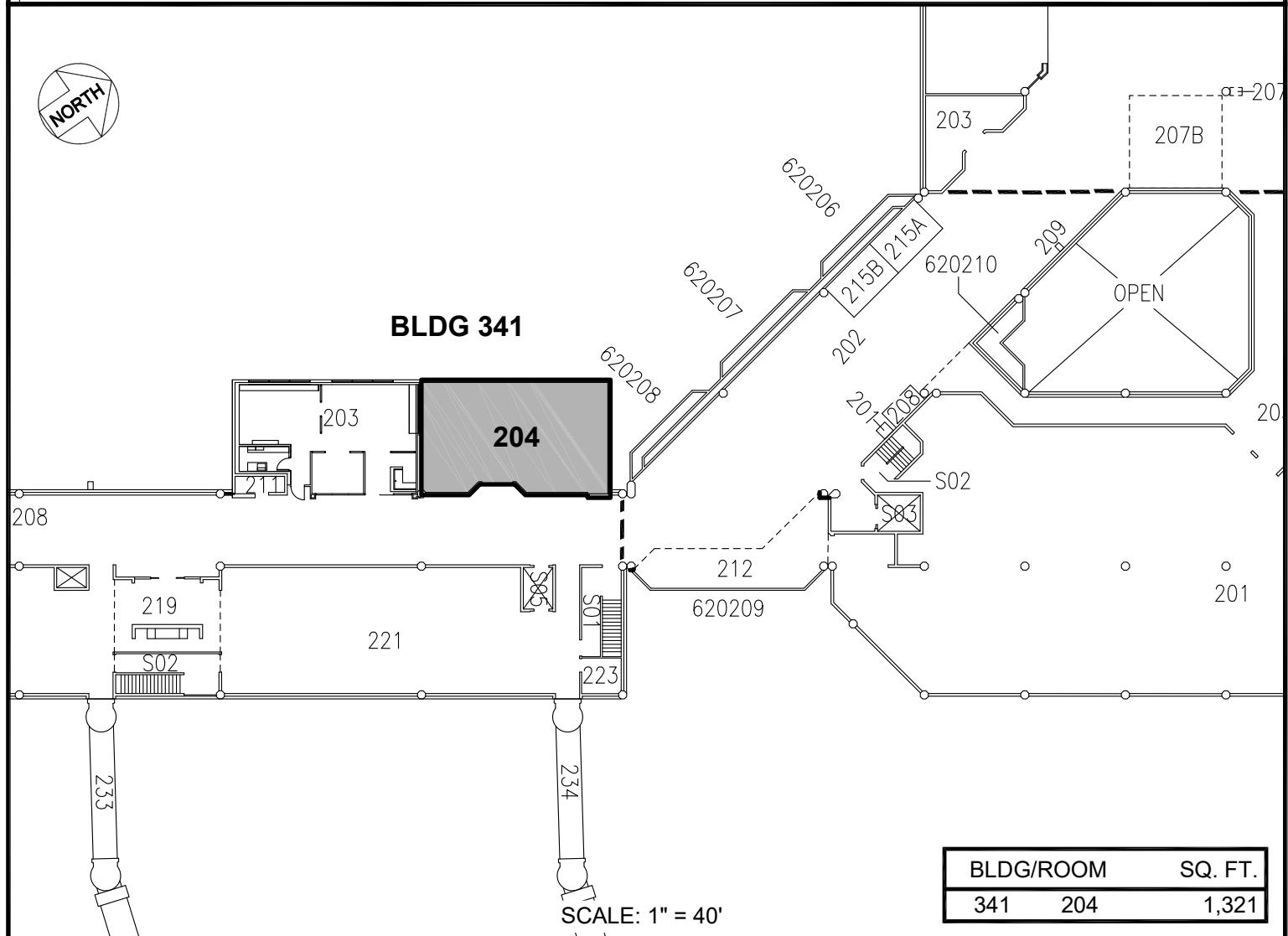
INTERNATIONAL SHOPPES
OGG PARTNERS, LLC

BLDG 340
CENTRAL BUILDING
SECOND LEVEL

340212
PLAT A2



LOCATION PLAN



SCALE: 1" = 40'

DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT: D

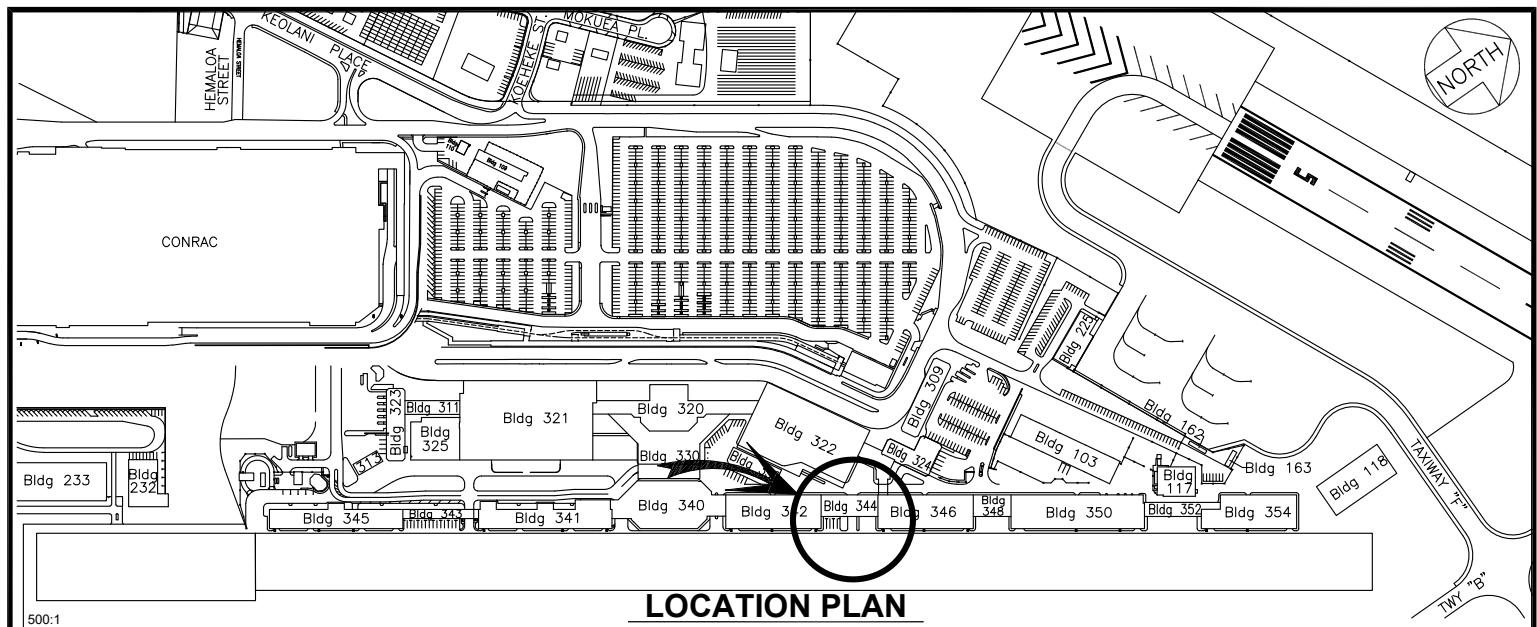


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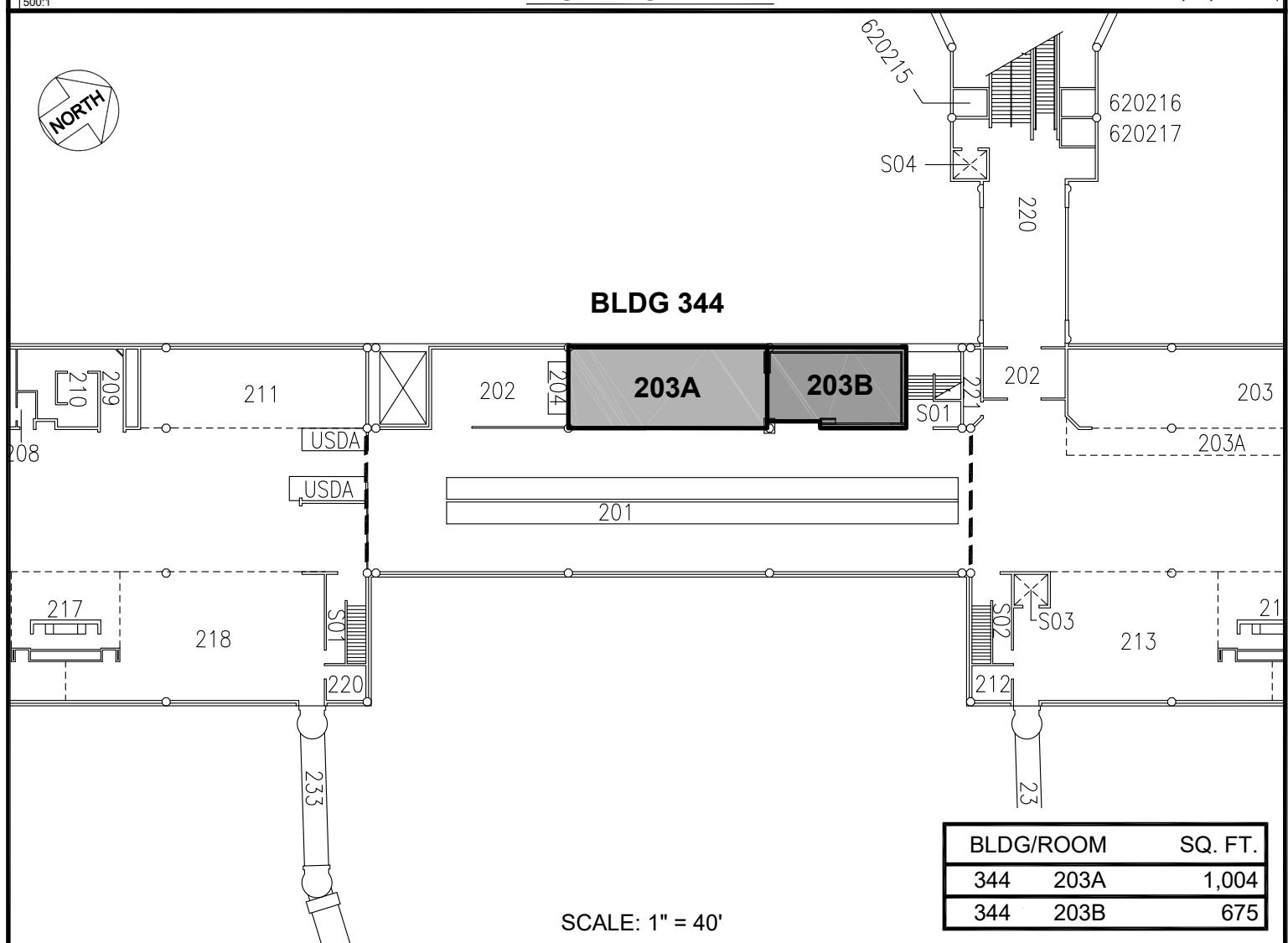
INTERNATIONAL SHOPPES
OGG PARTNERS, LLC

**BLDG 341
HOLDING ROOMS B
SECOND LEVEL**

341204



LOCATION PLAN



| BLDG/ROOM | SQ. FT. |
|-----------|---------|
| 344 203A | 1,004 |
| 344 203B | 675 |

SCALE: 1" = 40'

DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT:

E

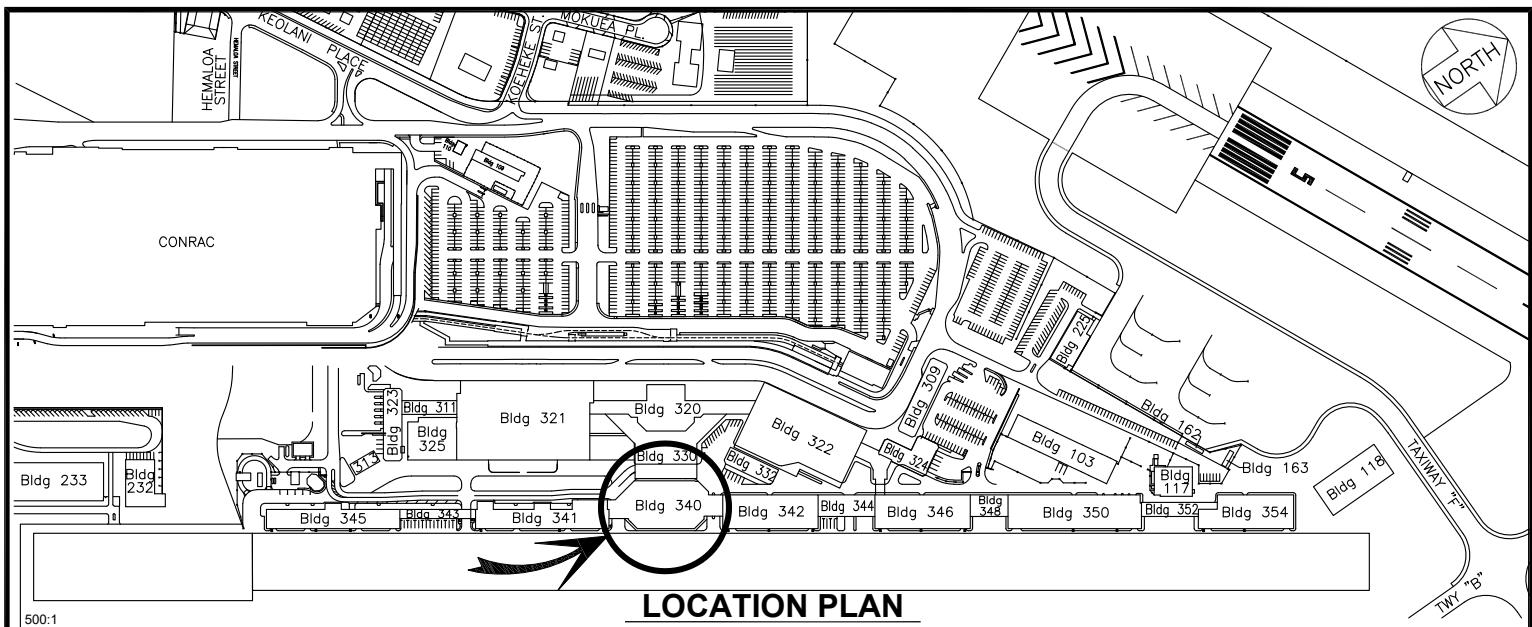


AIRPORTS

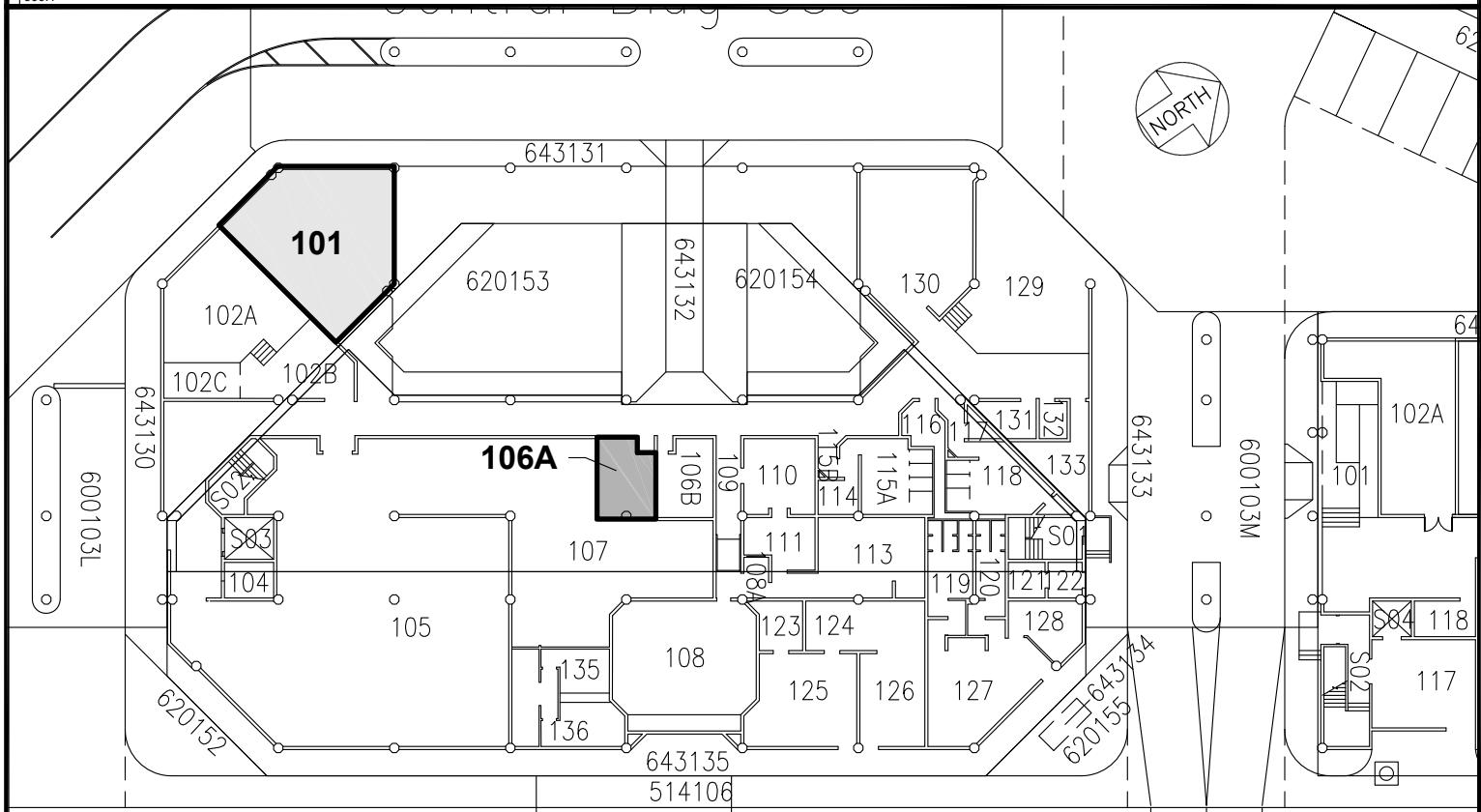
INTERNATIONAL SHOPPES OGG PARTNERS, LLC

BUILDING 344
CONCOURSE
SECOND LEVEL

344203A
344203B



LOCATION PLAN



**CENTRAL
BLDG 340**

SCALE: 1" = 40'

| AREA/SPACE | SQ. FT. |
|------------|---------|
| 340 | 101 |
| 340 | 106A |

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DATE : JANUARY 2026

EXHIBIT:

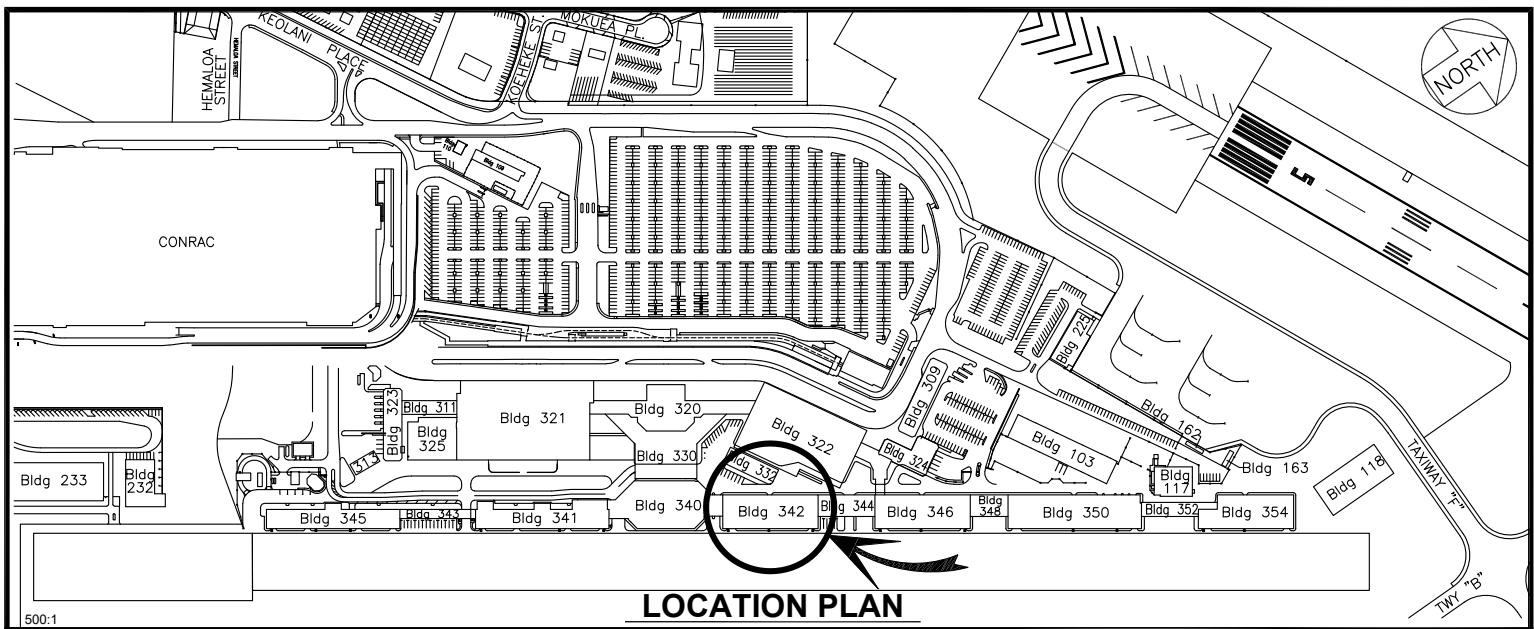


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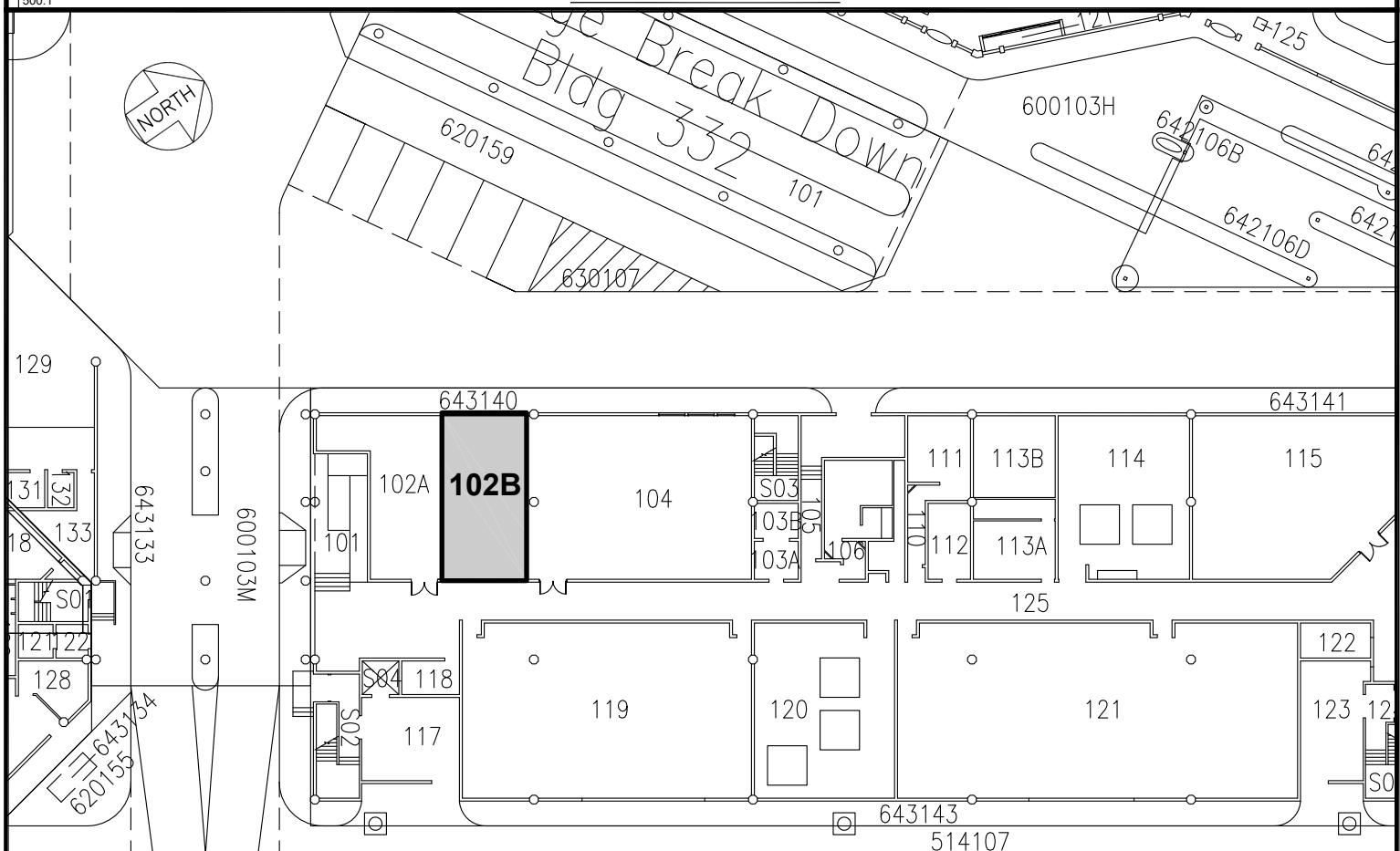
INTERNATIONAL SHOPPES OGG PARTNERS, LLC

BLDG 340
CENTRAL BULDING
GROUND LEVEL

340101
340106A
PLAT A1.35



LOCATION PLAN



**HOLDING ROOMS C
BLDG 342**

SCALE: 1" = 40'

| BLDG/ROOM | SQ. FT. |
|-----------|---------|
| 342 102B | 741 |

DOT-A-26-0005

DATE : JANUARY 2026

EXHIBIT: **G**



AIRPORTS

INTERNATIONAL SHOPPES
OGG PARTNERS, LLC

BLDG 342
HOLDING ROOMS C
GROUND LEVEL

342102B
PLAT A2