

ATTACHMENT B –DEAL POINTS

NEW/RENEWAL

- New lease upon competitive process conducted by CBRE.

TENANT

- Cilantro Fresh Mexican Grill

**LOCATION/
FOOTPRINT**

- Kiosk K-5 in Union Station Passenger Concourse.
- 262 square feet of retail space and 100 square feet of storage. See Attachment A.

USE

- Station Dining Amenity—Revenue Generating.

DURATION

- Initial term of five years with tenant's option to extend an additional five years with fair market value assessment.

**ANTICIPATED
REVENUE**

- Base rent of \$5,100 per month or \$61,200 annually.
- Annual increases to base rent based on CPI with a minimum of three percent (3%) and a maximum of five percent (5%) per year.
- Additional rent of eight percent (8%) of gross sales above the natural breakpoint.
- Common Area Maintenance fees of \$8,640 per year
- Storage rent of \$100 per month

**EARLY
TERMINATION
CLAUSES**

- Metro can relocate tenant to another location.
- Metro has right to terminate with 30-days' notice with compensation.
- Metro has right to terminate in connection with any future developments at Union Station.

**DETERMINATION
OF VALUE**

- CBRE Appraisal and exposure to market.

**BACKGROUND
WITH TENANT**

- New tenant with no existing history with Union Station or LA Metro. Operator has several locations in Downtown Los Angeles.

**SPECIAL
PROVISIONS**

- In consideration of COVID-19 impacts, initial rent to be the greater of eight percent (8%) of monthly sales or one-half (1/2) monthly rent for first six months after first full month of operations.
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