

Three-Question Matrix and Reference Checks
RLI Number: 20160425-0-AV-01
RLI Name: Advertising and Display Concession

Ranking	1
Firm Name	In-Ter-Space Services, Inc. d/b/a Clear Channel Airports
Questions	
1. Has the vendor taken exception to the Standard Agreement Language?	Yes.
2. Does the Respondent or a principal of Respondent been in continuous existence for at least the last 5 years and demonstrated experience for the last 3 consecutive years in the solicitation and sale of advertising and displays at 5 or more locations with at least three such operations each generating annual gross revenues of at least \$450,000?	1. Nashville International 2. Sacramento International 3. Tampa International Airport
3. Have the vendors references been checked?	Yes (Attached)

RLI#20160425-0-AV-01 Advertising and Design Concession at Fort Lauderdale-Hollywood International Airport								
References for Clear Channel Airports								
Name of Reference Provided	Title	Company	What is the nature of the relationship with the Respondent?	How long have you worked with the Respondent?	Describe respondent's prior concession experience.	Did Respondent have a competent and responsive management team?	Does the Respondent have a good payment history?	Are there any other comments relevant to Respondent's ability to operate at FLL?
Nina Mahoney	Senior Manager	Tampa International Airport	Contract manager to Clear Channel	2+ years	Clear Channel has been with Tampa since July 2010 and has been extended because of the construction.	Yes. Great relationship with John Moffitt and Jim Santo.	Yes	Enjoys working with Clear Channel. It's a very collaborative relationship with multiple conversations, meetings and a focus on local business advertising.
Arden Fujiwara	Assistant Vice President	US Bank	Depository client at US Bank	3 years	N/A	I believe so.	We have not had any issues over the last few years.	No.
Donna Scranton	Properties Manager	Sacramento International Airport	Contract administrator to Clear Channel's agreement. Clear Channel provides all in-terminal advertising.	Since 1998	Clear Channel has a lot of experience. They can handle a challenge if presented. They think ahead and embrace current technology.	Yes, very responsive.	Yes.	Solid company.