



STATE OF HAWAII
OFFICE OF HAWAIIAN AFFAIRS
560 NORTH NIMITZ HIGHWAY, SUITE 200
HONOLULU, HAWAII 96817

August 5, 2022

REQUEST FOR PROPOSALS (RFP) NO. LLP 2023-003
LEASING AND PROPERTY MANAGEMENT SERVICES
FOR NĀ LAMA KUKUI

Addendum No. 1
Response to Questions

1. **Q: How many retail leases expire in 2023, 2024, 2025, 2026 and 2027? What is the square footage of those leases (per year)?**

A: Please see the table below which summarizes the expiring leases by square footage:

FY23	23,301
FY24	22,336
FY25	3,745
FY26	9,352
FY27	4,969

2. **Q: What percentage of retail leases are subject to “percentage rent”??**

A: There is only one (1) lease subject to percentage rent.

3. **Q: What type of security do you have on premises (i.e. cameras, security guards, etc.)?**

A: Cameras, security guards, and security lights; Locked doors and roll up gates secure the building after hours; individual tenants may have security alarms within their leased units.

4. **Q: Are any of the leases subject to early termination for redevelopment purposes? If so, what is the standard notice period?**

A: All leases are subject to early termination with 180 days’ notice.

5. **Q: Are there any specific exclusives or restricted uses?**

A: Yes, there are a limited number of exclusives and restricted uses.

6. **Q: Are there any preferred retail uses?**
A: Yes, lifestyle and design related goods and services.
7. **Q: Are retailers required to open standard business hours? If so, what are the standard hours of operation?**
A: Yes, the normal building business hours are from 10:00AM – 5:00PM.
8. **Q: What is the average annual gross revenue?**
A: \$5.3 Million
9. **Q: How many tenants do you currently have?**
A: Currently, there are forty-eight (48) tenants.
10. **Q: Are current tenants on a Lease Agreement or License Agreement? If both, what are the percentages?**
A: All tenants are on a lease agreement.
11. **Q: Can you share the three most important goals you want to achieve in 2023?**
A: 1) Increase Revenue with zero vacancies
2) Increase Shopper Traffic
3) Improve Building Efficiency
12. **Q: How many office spaces are currently owner occupied/identified to be owner occupied?**
A: Currently, 46,802 square feet of office and warehouse spaces are owner occupied
13. **Q: What type of concessions is landlord able to grant for new leases? Has landlord identified improvement allowances to be allocated to certain spaces?**
A: OHA will partner with the selected vendor to strategize and budget for this expense.
14. **Q: Are there any restrictions on the types of businesses landlord has identified spaces/certain spaces to be leased, i.e. Native Hawaiian owned or cultural-related?**
A: There are no restrictions. Ideally, the user matches the type of space available – office, warehouse, and retail.
15. **Q: Can we get a copy of the building plans?**
A: Please see Exhibit A – Map under attachments.