

BILL/ RESOLUTION REQUEST

- 1. Title:** Approves a concession agreement, 201102969-00, with DIA Steak House, LLC dba Elway's for a ten-year term at \$606,900 minimum annually to provide a food and beverage casual dining bar-steak and seafood restaurant on Concourse B.
- 2. Requesting Agency:** DIA
- 3. Contact Person *with actual knowledge of proposed ordinance***
Name: Stacy Corbett
Phone: 303-342-2506
Email: stacy.corbett@flydenver.com
- 4. Contact Person *with actual knowledge of proposed ordinance who will present the item at Mayor Council and who will be available for first and second reading, if necessary***
Name: Brian Elms
Phone: 303-619-7353
Email: brian.elms@flydenver.com
- 5. Describe the proposed ordinance, including what the proposed ordinance is intended to accomplish, who's involved**
 - a. Scope of Work**

DIA Steak House, LLC was selected for this concession location in the center core of Concourse B through an RFP process issued on March 7, 2011 for a food and beverage casual dining bar-steak and seafood concept.
 - b. Duration**

Date of Execution to 12/31/2022 (approximately 10 years)
 - c. Location**

DIA
 - d. Affected Council District**

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 - e. Benefits**

Products and services to be provided to the traveling public on Concourse B. Elway's will offer full table and bar service featuring prime-grade steaks with fresh fish and cold-water crustaceans. Various breakfast, lunch and dinner items will be served, including appetizers, soups, salads and desserts. Estimated incremental sales revenues of \$5.1 million resulting in annual rental revenue of the greater of a Minimum Annual Guarantee (MAG) of \$606,900 or percentage compensation of gross revenues: 10% for less than \$1 million; 12% for \$1 million - \$2 million; 14% for over \$2 million; and 17% for alcohol.
 - f. Costs**

Revenue

6. Is there any controversy surrounding this ordinance, groups or individuals who may have concerns about it? Please explain.

No

Bill Request Number: <BRNumber>

Date: <SubmitDate>