

## **BILL/ RESOLUTION REQUEST**

- 1. Title:** Approves a concession agreement, 201102971-00, with Host International, Inc CTI DEN F&B II, LLC dba Crú-A Wine Bar for a seven-year term at \$203,932 minimum annually to provide a food and beverage wine bar 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**

Host International, Inc. was selected for this concession location in the east outboard subcore of Concourse B through an RFP process issued on March 7, 2011 for a food and beverage wine bar concept.
  
  - b. Duration**

Date of Execution to 12/31/2019 (approximately 7years)
  
  - 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. Crú-A Wine Bar will offer wines by the glass (or bottle if consumed in Wine Bar location); small plate food items as well as other non-alcoholic beverages including soft drinks; and the retail sale of wine-related accessories and gifts.. Estimated incremental sales revenues of \$1.5 million resulting in annual rental revenue of the greater of a Minimum Annual Guarantee (MAG) of \$203,932 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: BR12-0026**

**Date: 12/27/2011**