

ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor's Legislative Team
at MileHighOrdinance@DenverGov.org by 9 a.m. Friday. Contact the Mayor's Legislative team with questions

Date of Request: July 2, 2026

1. Please mark one: ☐ Bill Request or ☒ Resolution Request

2. Does this request directly impact property within .5 miles of the South Platte River (Check map [HERE](#)) ☐ Yes ☒ No

3. Does this item fall under XO 66 (Prop 123) requiring it to skip Mayor-Council ☐ Yes ☒ No

4. Do you need to request a Waiver Request for this item ☐ Yes ☒ No

5. Type of Request:

☒ Contract/Grant Agreement ☐ Intergovernmental Agreement (IGA) ☐ Rezoning/Text Amendment

☐ Dedication/Vacation ☐ Appropriation/Supplemental ☐ DRMC Change

☐ Other:

6. **Title:** Approves a concession agreement with Compass Group USA, Inc. d/b/a Canteen Vending for guaranteed rent (i.e. Minimum Annual Guarantee (MAG)) of \$1,468,784.00 plus the Percentage Fee of gross sales; Tenant-18.1%, Non-Tenant-18.6% (snacks), 40.1% (Beverages), and Ave C-18.1% and for five (5) years to design, build, and manage Airport Wide Vending across the entire campus at Denver International Airport, in Council District 11 (PLANE-202476617).

7. **Requesting Agency:** Denver International Airport

8. **Contact Person:**

Contact person with knowledge of proposed ordinance/resolution (e.g., subject matter expert)	Contact person for council members or mayor-council
Name: Pamela Dechant	Name: Christopher Lowell
Email: Pamela.Dechant@flydenver.com	Email: Christopher.Lowell@flydenver.com

9. **General description or background of proposed request. Attach executive summary if more space needed:**

Denver International Airport (DEN) conducted a competitive Request for Proposal (RFP) selection process for an operator to design, build, and manage Airport Wide Vending across the entire DEN Campus. The term for this opportunity is five (5) years, to allow the concessionaire to amortize their capital investment to design, build and install over 230 vending machines across the entire DEN Campus. No funding or capital investment is required by DEN, as the space will be turned over as is. DEN Conducted outreach events on October 10, 2024, and November 14, 2024, totaling 850 attendees for all events. After submittal and evaluation of responsive proposals, the Independent Evaluation panel recommended that Compass Group USA, Inc. d/b/a Canteen Vending be selected for direct negotiations.

This agreement supports Vision 100's goal of "Growing Our Infrastructure" by adding new concession opportunities to meet future passenger demands, which will enhance the customer experience and increase non-aeronautical revenue.

10. **City Attorney assigned to this request (if applicable):** Daniel Johnston

11. **City Council District:** Council District 11

****For all contracts, fill out and submit accompanying Key Contract Terms worksheet****

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____

Key Contract Terms

Type of Contract: (e.g. Professional Services > \$500K; IGA/Grant Agreement, Sale or Lease of Real Property):
Concession Agreement

Vendor/Contractor Name (including any dba's): Compass Group USA, Inc. d/b/a Canteen Vending

Contract control number (legacy and new): Contract No. PLANE-202476617

Location: Denver International Airport

Is this a new contract? ☒ Yes ☐ No **Is this an Amendment?** ☐ Yes ☒ No **If yes, how many?** _____

Contract Term/Duration (for amended contracts, include existing term dates and amended dates):
5 years

Contract Amount (indicate existing amount, amended amount and new contract total):

Initial MAG: \$1,468,784.00.

The Percentage Fee (i.e. 18.1% Tenant, 18.6% Non-Tenant Snacks, 40.1% Non-Tenant Beverages, 18.1% Ave C) is still applicable if the Percentage Fee exceeds MAG

<i>Current Contract Amount</i> <i>(A)</i>	<i>Additional Funds</i> <i>(B)</i>	<i>Total Contract Amount</i> <i>(A+B)</i>
\$1,468,784.00 Minimum Annual Guarantee (MAG). The percentage Fee is applicable if it exceeds MAG in any year: Tenant – 18.1% Non-Tenant – 18.6% (Snacks) and 40.1% (Beverages) Ave C – 18.1%	N/A	\$1,468,784.00 Minimum Annual Guarantee (MAG). The percentage Fee is applicable if it exceeds MAG in any year: Tenant – 18.1% Non-Tenant – 18.6% (Snacks) and 40.1% (Beverages) Ave C – 18.1%
<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
5 Years	N/A	August 1, 2031

Scope of work:

Compass Group USA, Inc. d/b/a Canteen Vending will design, build and manage 230 vending machines across the entire DEN Campus. Compass Group USA, Inc. has committed to investing a minimum of \$588,000.00 to design, build and install these vending machines. To amortize their capital investment, they will receive a contract term of five (5) years. Department of Aviation (DEN) will receive the guaranteed rent (i.e. MAG) of \$1,468,784.00 and plus the Percentage Fee of gross sales; Tenant-18.1%, Non-Tenant-18.6% (snacks), 40.1% (Beverages), and Ave C-18.1% if the Percentage Fee exceeds MAG. The terms outlined above are what were submitted by Compass Group USA, Inc. as part of their proposal to the Request for Proposal (RFP) and were awarded on that information.

Was this contractor selected by competitive process? Yes

If not, why not?

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Has this contractor provided these services to the City before? ☒ Yes ☐ No

Source of funds: Revenue

Is this contract subject to: ☒ W/MBE ☐ DBE ☐ SBE ☐ XO101 ☒ ACDBE ☐ N/A

WBE/MBE/DBE commitments (construction, design, Airport concession contracts):

While no ACDBE goal is currently assigned, ACDBE participation is anticipated from EVOLVVENDING, LLC and JGM Automation, contingent upon their successful certification under the ACDBE program. M/WBE: 0% due to the scope of work for design/construction not exceeding the threshold for DSBO to assign a goal.

Who are the subcontractors to this contract? Compass Group USA, Inc. will be partnering with EVOLVVENDING, LLC, and JGM Automation. M/WBE firm(s) may be selected by the concessionaire's selected General Contractor, after the execution of the concession agreement and the construction contract. The M/WBE firms are reviewed and approved by DSBO prior to DEN's issuance of Notice to Proceed with construction for the concession location. A Notice to Proceed is provided by DEN to the concessionaire after all applicable documents, such as Bonds, Insurance, Permits, and DSBO approval, have been provided by the concessionaire, and their selected general contractor to begin construction of the concession location.

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