

A blue-tinted map of North America with a grid overlay. A black dot is placed over the location of Denver, Colorado, with the word "DENVER" written in black capital letters to its right.

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DIA – Food Court Project on Peña Blvd

April 30, 2012



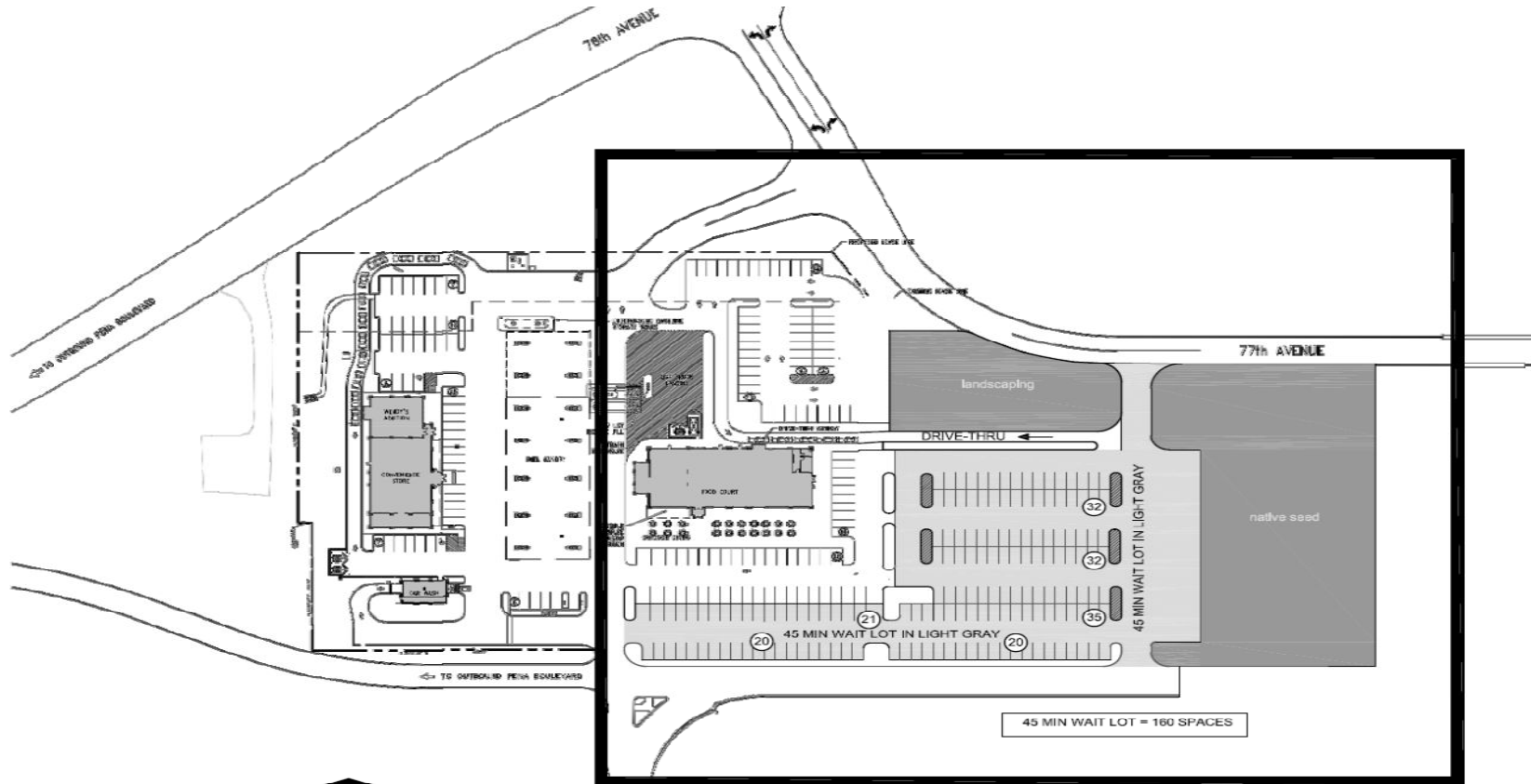
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Overview of the Food Court Project

- Direct negotiations with Pacific Convenience and Fuels, LLC dba Convenience Retailers, LLC
- Design, construction and operation of a food court offering four quick service restaurants
- Design and construct a 45-minute parking waiting area (minimum of 160 parking spaces)
- Capital Investment of no less than \$4,100,000 plus a mid term refurbishment of \$400,000

Food Court Project Layout

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LIMITS OF FOOD COURT PROJECT AREAS

Food Court Project Benefits

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Concept: Four quick service restaurants, indoor flight information and display monitors, exterior courtyard and Colorado inspired image

Location: Peña Blvd adjacent to the Conoco Gas Station

Contract term: 14 years of lease tenancy from 1st day of operation.
4 years of additional lease tenancy from the existing lease term.

Projected opening date: May 01, 2013

Projected Year 1 Sales: \$2,810,000

Projected Employees: 50

Projected Annual Rent: \$421,500

ACDBE goal/participation: 25%



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Aggregate Economic Benefits

- DIA receives 15% of food court gross sales
- \$1 million in savings by not designing and constructing a new and improved 45-minute lot
- PC&F aggregate investment of \$4.5 million
- Jobs: Add 50 employees, 20 construction
- 2013 sales: \$2.8 million, rent: \$422,000
- Sales tax on sales: \$112k per year

Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program

- ACDBE goals are set by the OED Division of Small Business Opportunity (DSBO)
- Approximately \$9.8M ACDBE revenues over the term
- ACDBE revenues account for 25% of projected total



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Questions?

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