

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.

● DENVER

# Gourmet Soups, Salads, Wraps and Grilled Sandwiches (PLANE201311489)

John Ackerman  
Chief Commercial Officer  
October 2013



DENVER INTERNATIONAL AIRPORT  
*TOGETHER WE SOAR*

# TASTES DENVER, LLC d/b/a MODMARKET

- Concept: Modmarket
- Location: B Gates (Food Court)
- Contract term: 7 years
- Projected opening date: June, 2014
- Projected Year 1 Sales: \$3,077,000
- Projected Employees: 20+
- Projected Annual Rent: \$401,550
- ACDBE goal/participation: 40% / 40%

**modmarket**  
FARM FRESH EATERIES



# AGGREGATE ECONOMIC BENEFITS

- \$3M in annual revenues
- \$170K in annual rents to DIA plus percentage rent
- \$120K in annual sales tax to CCD
- 20 full and part-time employees
- 30 construction jobs
- ACDBE goals are set by the OED Division of Small Business Opportunity (DSBO)
- Approximately \$1.2M in newly recognized ACDBE revenues

# SELECTION PROCESS

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- RFP issued January 2013 for concession
  - Food Court – Gourmet Soups, Salads, Wraps and Grilled Sandwiches
    - Received 9 proposals
- 40% ACDBE Goal / 40% participation
  - Innovative Retail Group (IRG, LLC)
    - Operating partner
- Successful bidder is a local concept that currently has 6 street locations

2

# OUR NEW PARTNERS

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- Tastes Denver, LLC d/b/a Modmarket
  - Tastes on the Fly
    - Currently operating in SFO, BOS, JFK
    - 1<sup>st</sup> Agreement @ DIA
  - Innovative Retail Group, LLC (ACDBE certified)
    - Huy Pham, currently operating in DIA's RMU Program
  - Modmarket
    - Local concept
    - Simple healthy food
    - Fast gourmet
    - Sources locally
    - 6 current locations in the Denver-metro area

2

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