

# New Food & Beverage Contract: Colorado Convention Center and the Denver Performing Arts Complex

Business, Arts, Workforce & Aviation Services Committee  
June 5, 2019



**DENVER**  
**PERFORMING**  
**ARTS COMPLEX**





## Background and Context:

- A&V oversees operations at both CCC and the Arts Complex
- Combined volume of business (both CCC and Arts Complex) allows the Arts Complex to secure more favorable economic terms
- Centerplate is a leader in providing food & beverage services in Convention Centers
- 30-year successful track record in Denver



## Process:

- Current contract expires June 30, 2019
- Started competitive bid process over a year ago
- Hired two independent consultants with specific expertise in food services at convention centers and performing arts centers, respectively



## Deal Points:

- 10-year term
- Anticipated \$9-10M/year in revenue
- Centerplate to contribute \$3.5M towards capital improvements
- Centerplate contractually committed to complying with the City Minimum Wage ordinance





## Justification for Term Length:

- Industry standard per consultants
- Bids on both 7-year and 10-year contract terms; City receives higher commission with 10-year contract (maximizes revenue)
- Term extends beyond CCCXP (“Expansion Project”) allowing for continuity

# MBE/WBE and Local Participation (2013-2019)



- Excellent track record of developing local, minority and women-owned businesses
- Existing Contract: Voluntary MBE/WBE Goal of 10%
- Summary of 2018 Participation Rates reported by Centerplate:
  - 28% MBE/WBE (product and subs)
  - 50% local firms (product and subs)
- Strong mix of long-term partners and new companies

# MBE/WBE and Local Commitment (New Contract)



- Centerplate committed to 10% voluntary goal for MBE/WBE
- Centerplate has expressed willingness to continue high percentage of local business partnerships
- Centerplate has expressed desire to continue encouraging subcontractors to achieve certification status





# Questions?

