



CONCESSIONS CONTRACT EXTENSIONS

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TERM EXTENSION OVERVIEW

- DEN has identified a group of concession contracts that were competitively bid, but did not receive the Premium Concession Program award, COVID-19 Extensions, or the new concession contract term limits that were introduced on January 1, 2024
- DEN is in the process of amending these agreements to right size these contracts that were competitively bid to align with the new contract term lengths, based on the increased cost of designing and building a Concession at DEN. This amendment will help the concessionaires amortize their investment due to the rising capital investment costs
- This group of contracts is considered by the Airport as Group 2, “Middle Earth” concessions
 - The first 14 amendments passed Full City Council on September 29 (see last slide)
 - The remaining amendments are either in the Council process now, or will be very soon

OVERVIEW OF GROUPINGS

- There are three groups of concessionaires that have received different levels of support from the airport and federal funds:
 - Group 1: “Old School”
 - Awarded beginning in 1995
 - Group 2: “Middle Earth”
 - Awarded after 2019 and before Jan 1, 2024
 - Group 3: “Newbies”
 - Longer contract terms effective Jan 1, 2024

GROUP 2: “MIDDLE EARTH”

- The original terms are 7 and 10 years for food and beverage, and 7 years for retail locations
- These concessionaires lack the legacy benefits of Group 1 and the modern agreements from Group 3
- These contracts did not receive Premium Value Concession awards or COVID extensions
- These Group 2 concessions are the contracts DEN is bringing forward for amendment today

CONTRACTS CURRENTLY MOVING THROUGH THE COUNCIL PROCESS



- **Amendments passed on consent at 11/12 TIN Committee:**
 - 25-1830: Love From Mission JV, LLC d/b/a Black Canyon; Market & Goods
 - 25-1831: Love From Mission JV, LLC d/b/a High Dune; Market & Goods
 - 25-1832: Love From Mission JV, LLC d/b/a Longs Peak; Markey & Goods
- **Amendments for your consideration today:**
 - 25-1894: Mission Yogurt, Inc. d/b/a Caribou Coffee
 - 25-1895: Mission Yogurt, LLC d/b/a Cholon, Marczyk Fine Foods, and Teatulia Tea & Coffee Bar
 - 25-1896: Mission Yogurt, LLC d/b/a Einstein Bros. Bagels
 - 25-1897: Mission Yogurt, LLC d/b/a Taco Bell Cantina
 - 25-1898: Mission Yogurt, LLC d/b/a The Bindery, Uncle, and Maria Empanada
 - 25-1899: Mission Yogurt, LLC d/b/a Williams & Graham, Tocabe, The Bagel Deli, and DBar

- 25-1328: Tastes DEN JV, LLC d/b/a Aviano Coffee, El Chingon, and Mizu Sushi-Izakaya
- 25-1329: Tastes DN JV, LLC d/b/a Aviano Coffee, Senor Bear, and Bar Dough
- 25-1330: EL-ROI, LLC d/b/a Kabod Coffee
- 25-1331: DIA F&B Concessions, LLC d/b/a Elway's Taproom & Grill; Tacos Tequila Whiskey; and Peet's Coffee
- 25-1332: Emerging Airport Partners, LLC d/b/a Half Moon Empanadas
- 25-1333: WH Smith DEN, LLC d/b/a Market 5280
- 25-1334: OTG DEN Venture, LLC, d/b/a Sunset Loop, Sunset Loop Market, and Starbucks
- 25-1335: WH Smith DEN LLC d/b/a River North News
- 25-1336: HFF DEN TWO, LLC d/b/a Santo
- 25-1337: DOC. 1 Solutions, LLC d/b/a Superfruit Republic
- 25-1338: WH Smith DEN, LLC d/b/a WH Smith
- 25-1339: MRG Denver, LLC d/b/a Colorado+
- 25-1340: The Ave Group, LLC d/b/a Novo Coffee (Concourse B)
- 25-1341: The Ave Group, LLC d/b/a Novo Coffee (Concourse A)

THANK YOU & QUESTIONS?

