

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 Hot Dogs and/or Sausages (B) Snacks Open to Proposal A & B

John Ackerman
DIA Chief Commercial Officer
April 2013



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR

LS AND PARTNERS @ DEN, LLC dba STEVE'S SNAPPIN' DOGS

- Concept: Food & Beverage
- Location: B Gates West Outboard SubCore
- Contract term: 7 years
- Projected opening date: January, 2014
- Projected Year 1 Sales: \$2,400,000
- Projected Employees: 20+
- Projected Annual Rent: \$321,242
- ACDBE goal/participation: 40% / 40%



CI/EL-ROI, JV dba WETZEL'S PRETZELS

- Concept: Food & Beverage
- Location: B Gates West Outboard Sub Core
- Contract term: 7 years
- Projected opening date: January, 2014
- Projected Year 1 Sales: \$715,000
- Projected Employees: 10-12
- Projected Annual Rent: \$79,000
- ACDBE goal/participation: 40% / 40%



DENVER CONCESSION GROUP, LLC dba DUNKIN DONUTS

- Concept: Food & Beverage
- Location: A Gates
- Contract term: 7 years
- Projected opening date: January, 2014
- Projected Year 1 Sales: \$800,000
- Projected Employees: 15-20
- Projected Annual Rent: \$95,200
- ACDBE goal/participation: 40% / 40%



AGGREGATE ECONOMIC BENEFITS

- \$3.9M in annual revenues
- \$206K in annual rents to DIA
- \$156K in annual sales tax to CCD
- 45-60 full and part-time employees
- 80 construction jobs
- ACDBE goals are set by the OED Division of Small Business Opportunity (DSBO)
- Approximately \$1.5M in newly recognized ACDBE revenues

SELECTION PROCESS

● DENVER

- RFP's issued August 2012 for concessions
 - Gourmet Hot Dogs and/or Sausages (B)
 - Received 4 proposals
 - Snacks Open to Proposal (B)
 - Received 3 proposals
 - Snacks Open to Proposal (A)
 - Received 7 proposals
- 40% ACDBE Goal/40% participation on all
- Successful bidders include well-known national and Denver brands, including local and existing operators

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OUR NEW PARTNERS

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- LS and Partners @ DEN, LLC d/b/a Steve's Snappin' Dogs
 - Steve's Snappin Dogs; OED success story; locally recruited by DIA
 - LS Travel Retail, NA; Worldwide Firm; 1st Agreement @ DIA
 - Doc1Solutions – Keith Montoya; operator in DIA's RMU Program
- CI/EL-ROI, JV d/b/a Wetzel's Pretzels
 - Concessions International; Previous ACDBE firm; Now Prime at several airports
 - EL-ROI – Muluye Hailemariam; ACDBE, operator in DIA's RMU Program
- Denver Concession Group, LLC d/b/a Dunkin Donuts
 - Skyport Companies & Airport Hospitality Group; Dennis Deslongchamp, ACDBE

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