

ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor’s Legislative Team

at MileHighOrdinance@DenverGov.org by **9 a.m. Friday**. Contact the Mayor’s Legislative team with questions

Date of Request: June 18, 2026

1. Please mark one: Bill Request or Resolution Request

2. Does this request directly impact property within .5 miles of the South Platte River (Check map [HERE](#)) Yes No

3. Does this item fall under XO 66 (Prop 123) requiring it to skip Mayor-Council Yes No

4. Do you need to request a Waiver Request for this item Yes No

5. Type of Request:

Contract/Grant Agreement Intergovernmental Agreement (IGA) Rezoning/Text Amendment

Dedication/Vacation Appropriation/Supplemental DRMC Change

Other:

6. **Title:** Approves a concession agreement with SSP America DEN C Center West, LLC d/b/a JAX Seafood House guaranteed rent (i.e. Minimum Annual Guarantee (MAG)) of \$2,093,082.50 plus the Percentage Fee of gross sales, 16.5% Food & Beverage Sales, 18% Alcohol Sales if the Percentage Fee exceeds MAG and for twelve (12) years to design, build, and manage a Food & Beverage location on Concourse C Concourse level Northeast quadrant at Denver International Airport, in Council District 11 (PLANE-202475246).

7. **Requesting Agency:** Department of Aviation

8. **Contact Person:**

Contact person with knowledge of proposed ordinance/resolution (e.g., subject matter expert)	Contact person for council members or mayor-council
Name: Pamela DeChant	Name: Christopher Lowell
Email: Pamela.Dechant@flydenver.com	Email: Christopher.Lowell@flydenver.com

9. **General description or background of proposed request. Attach executive summary if more space needed:**

Denver International Airport (DEN) conducted a competitive Request for Proposal (RFP) selection process for an operator to design, build, and manage a Food & Beverage location on Concourse C, mezzanine level featuring a Casual Dining with Bar. To accommodate an airline, the opportunity was moved to the concourse level in Concourse C, center core in a location with a naturally expiring contract. The term for this opportunity is twelve (12) years, to allow the concessionaire to amortize their capital investment to build out this 4,103.2 square foot location. No funding or capital investment is required by DEN, as the space will be turned over as is. DEN conducted outreach events on June 13, 2024, and July 11, 2024, totaling 536 attendees for all events. After submittal and evaluation of responsive proposals, the Independent Evaluation panel recommended that SSP America DEN C Center West, LLC d/b/a JAX Seafood House be selected for negotiations.

This agreement supports Vision 100's goal of "Growing Our Infrastructure" by adding new concession opportunities to meet future passenger demands, which will enhance the customer experience and increase non-aeronautical revenue.

10. **City Attorney assigned to this request (if applicable):** Daniel Johnston

11. **City Council District:** 11

****For all contracts, fill out and submit accompanying Key Contract Terms worksheet****

To be completed by Mayor’s Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____

Key Contract Terms

Type of Contract: (e.g. Professional Services > \$500K; IGA/Grant Agreement, Sale or Lease of Real Property):
 Concession Agreement

Vendor/Contractor Name (including any dba's): SSP America DEN C Center West, LLC d/b/a JAX Seafood House

Contract control number (legacy and new): Contract No. PLANE- 202475246-00

Location: Denver International Airport

Is this a new contract? Yes No **Is this an Amendment?** Yes No **If yes, how many?** _____

Contract Term/Duration (for amended contracts, include existing term dates and amended dates):
 12 years

Contract Amount (indicate existing amount, amended amount and new contract total):

Initial MAG: \$2,093,082.50.

If concession opens for business on or before the required opening date, DEN will waive Year 1 MAG but the Percentage Fee will still be applicable. Beginning in Year 2: MAG is the greater of 85% of Year 1 Total Compensation paid to DEN or Initial MAG. The Percentage Fee (i.e. 16.5% Food & Beverage Sales, 18% Alcohol Sales) is still applicable if the Percentage Fee exceeds MAG

<i>Current Contract Amount</i> (A)	<i>Additional Funds</i> (B)	<i>Total Contract Amount</i> (A+B)
Initial MAG: \$2,093,082.50. If concession opens for business on or before the required opening date, DEN will waive Year 1 MAG. Beginning in Year 2: Greater of 85% of Year 1 Total Compensation paid to DEN or Initial MAG. The percentage Fee is applicable if it exceeds MAG in any year: 16.5% Food & Beverage Sales, 18% Alcohol Sales	N/A	Initial MAG: \$2,093,082.50. If concession opens for business on or before the required opening date, DEN will waive Year 1 MAG. Beginning in Year 2: Greater of 85% of Year 1 Total Compensation paid to DEN or Initial MAG. The percentage Fee is applicable if it exceeds MAG in any year: 16.5% Food & Beverage Sales, 18% Alcohol Sales
<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
12 years	N/A	N/A

Scope of work:

SSP America DEN C Center West, LLC will design, build and manage JAX Seafood House on Concourse C, Concourse level Northeast quadrant. SSP America DEN C Center West, LLC has committed to investing a minimum of \$6,400,007.23 to design and build this space. To amortize their capital investment, they will receive a contract term of twelve (12) years. Department of Aviation (DEN) will receive the guaranteed rent (i.e. MAG) of \$2,093,082.50 and the Percentage Fee for gross sales; 16.5% Food & Beverage Sales, 18% Alcohol Sales if the Percentage Fee exceeds MAG. The terms outlined above are what were submitted by SSP America DEN C Center West, LLC as part of their proposal to the (RFP) and were awarded on that information.

Was this contractor selected by competitive process? Yes **If not, why not?**

Has this contractor provided these services to the City before? Yes No

Source of funds: Revenue

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Is this contract subject to: W/MBE DBE SBE XO101 ACDBE N/A

WBE/MBE/DBE commitments (construction, design, Airport concession contracts):

While no ACDBE goal is currently assigned, the Airport intends to implement a future ACDBE goal that will not exceed the 31.3% goal that was included in the RFP. M/WBE Goal: 25%

Who are the subcontractors to this contract? SSP America DEN C Center West, LLC will be partnering with Innovative Retail Group, LLC (25%), EL-ROI, LLC (19%), and TNT Concessions, LLC (5%). ACDBE firms are expected to be Innovative Retail Group, EL-ROI, LLC and TNT Concessions, LLC (if these firms are recertified as an ACDBE firm). M/WBE firm(s) will be selected by the concessionaire's selected General Contractor, after the execution of the concession agreement and the construction contract. The M/WBE firms are reviewed and approved by DSBO prior to DEN's issuance of Notice to Proceed with construction for the concession location. A Notice to Proceed is provided by DEN to the concessionaire after all applicable documents, such as Bonds, Insurance, Permits, and DSBO approval, have been provided by the concessionaire, and their selected general contractor to begin construction of the concession location.

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