

## **BILL/ RESOLUTION REQUEST**

**1. Title:** Approves a Standard Food and Beverage Concession Agreement with Concessions Colorado, LLC dba New Belgium Spoke (AR18001).

**2. Requesting Agency:** DIA

**3. Contact Person *with actual knowledge of proposed ordinance***

**Name:** Stacy Corbett

**Phone:** 303-342-2506

**Email:** stacy.corbett@flydenver.com

**4. Contact Person *with actual knowledge of proposed ordinance who will present the item at Mayor Council and who will be available for first and second reading, if necessary***

**Name:** Brian Elms

**Phone:** 303-342-2278

**Email:** brian.elms@flydenver.com

**5. Describe the proposed ordinance, including what the proposed ordinance is intended to accomplish, who's involved**

**a. Scope of Work**

Concessions Colorado, LLC was selected as the successful proposer for a food/beverage concession location (concept: coffee and newsstand with full bar) in the Concourse A Commuter Facility through an RFP process that was issued on March 15, 2010.

Concessions Colorado, LLC dba New Belgium Spoke will provide a full service bar, specialty coffees and teas, freshly prepared pre-packaged food items, and newsstand items with essential travel sundry items.

**b. Duration**

Date of Execution to 04/30/2018 (approximately 7 years)

**c. Location**

Concourse A Commuter Facility at DIA

**d. Affected Council District**

District 11

**e. Benefits**

Products and services to be provided to the traveling public in the Concourse A Commuter Facility. This creates an opportunity to provide needed necessities to the 750,000 passengers utilizing this facility.

**f. Costs**

This concession opportunity will offer freshly prepared pre-packaged food items, newsstand and sundry items, specialty coffees and teas, and full bar service from 815 square feet. Estimated incremental sales revenues of \$2.1 million resulting in annual rental revenue of the greater of a Minimum Annual Guarantee (MAG) of \$250,000 or percentage

compensation of gross revenues: less than \$1 million = 13%; \$1 million to \$2 million = 14%; over \$2 million = 15%; alcohol = 17%.

**6. Is there any controversy surrounding this ordinance, groups or individuals who may have concerns about it? Please explain.**

No.

**Bill Request Number: BR10-0843**

**Date: 9/20/2010**