

ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor's Legislative Team

at [MileHighOrdinance@DenverGov.org](mailto: MileHighOrdinance@DenverGov.org) by **9 a.m. Friday**. Contact the Mayor's Legislative team with questions

Date of Request: February 6, 2025

Please mark one: Bill Request or Resolution Request

Please mark one: The request directly impacts developments, projects, contracts, resolutions, or bills that involve property and impact within .5 miles of the South Platte River from Denver's northern to southern boundary? (Check map [HERE](#))

Yes No

1. Type of Request:

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

Dedication/Vacation Appropriation/Supplemental DRMC Change

Other:

2. **Title:** Approves a concessions agreement with Bjorn's Colorado Honey Inc., d/b/a Bjorn's Colorado Honey for the greater of either a guaranteed rent/Minimum Annual guarantee (MAG) of \$155,000.00 or percentage rent of gross sales, 15.5% Retail and for nine years to design, build, and manage a Specialty Retail concept on Concourse C, Concourse level, West Sub Core 1 Denver International Airport in Council District 11 (PLANE-202371360).

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

4. 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 SVP - Concessions	Name: Kevin Forgett, State and Local Legislative Advisor
Email: Pamela.Dechant@flydenver.com	Email: Kevin.Forgett@flydenver.com

5. 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, Concourse level, West Sub Core 1 featuring a Specialty Retail concept. The term for this opportunity is nine (9) years, to allow the concessionaire to amortize their capital investment to build out this 809.1 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 July 13, August 10, and September 14, 2023, totaling 508 number of attendees for all events. After submittal and evaluation of responsive proposals, the Independent Evaluation panel recommended that Bjorn's Colorado Honey Inc. d/b/a Bjorn's Colorado Honey be selected for direct negotiations. This project supports Vision 100's goal of "Growing Our Infrastructure" by adding new concession opportunities to meet the future passenger demands which will enhance the customer experience and increase non-aeronautical revenue.

6. **City Attorney assigned to this request (if applicable):** Daniel Jaynes

7. **City Council District:** 11

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____

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

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): Bjorn's Colorado Honey Inc., d/b/a Bjorn's Colorado Honey

Contract control number (legacy and new): Contract No. PLANE-202371360

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):
9 years

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

<i>Current Contract Amount (A)</i>	<i>Additional Funds (B)</i>	<i>Total Contract Amount (A+B)</i>
Initial MAG: \$155,000.00. If concession opens for business on or before the required opening date, DEN will waive Year 1 MAG. Beginning Year 2: 85% of Year 1 Total Compensation paid to DEN 15.5% Retail	N/A	Initial MAG: \$155,000.00. If concession opens for business on or before the required opening date, DEN will waive Year 1 MAG. Beginning Year 2: 85% of Year 1 Total Compensation paid to DEN 15.5% Retail
<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
9 years	N/A	9 years

Scope of work:

Bjorn's Colorado Honey Inc. will design, build and manage Bjorn's Colorado Honey on Concourse C, Concourse level, West Sub Core 1. Bjorn's Colorado Honey Inc. has committed to investing a minimum of \$433,000.00 to design and build this space. To amortize Bjorn's Colorado Honey Inc., capital investment, they will receive a contract term of nine (9) years. Denver International Aiport (DEN), will receive the greater of either a guaranteed rent/Minimum Annual guarantee (MAG) of \$155,000.00 or percentage rent of gross sales; 15.5% Retail. The terms outlined above are what were submitted by Bjorn's Colorado Honey Inc. as part of their proposal to the Request for Proposal (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

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Source of funds: Revenue

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

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

100% Small Business Enterprise Concession (SBEC) / 25% M/WBE

Who are the subcontractors to this contract? SBEC partner is Bjorn's Colorado Honey Inc. (100%). M/WBE firms 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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