

A blue-toned 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

DIA – Concession Agreements

January 11, 2012



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR

Overview of New Concessions Partners

- Seven RFPs issued in March 2011 for concessions
- Includes food & beverage and other services and retail
- Successful bidders include well-known national and Denver brands, including local and existing operators

Cru A Wine Bar

DENVER

Concept: Wine bar

Location: B Gates

Contract term: 7 years

Projected opening date: December, 2012

Projected Year 1 Sales: \$1,504,200

Projected Employees: 15

Projected Annual Rent: \$203,932

ACDBE goal/participation: 20% / 20%



Elway's restaurant

DENVER

Concept: Casual dining bar
steak and seafood

Location: B Gates

Contract term: 10 years

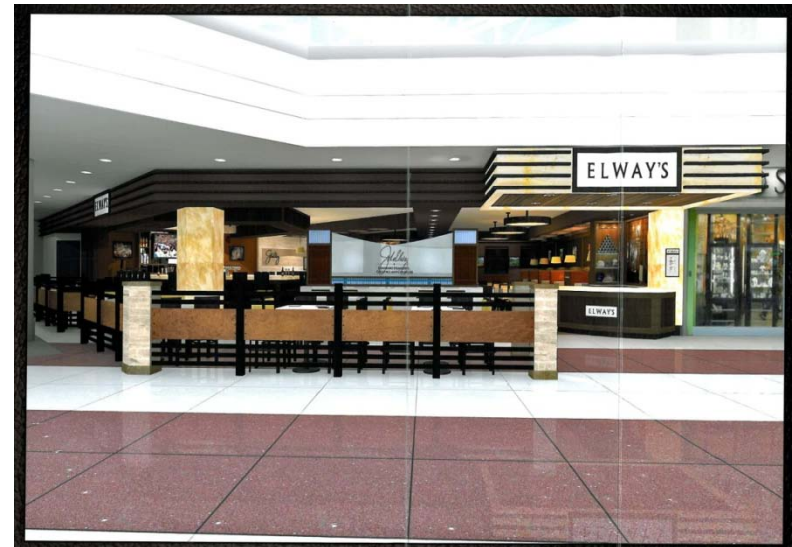
Projected opening date: December,
2012

Projected Year 1 Sales: \$5,100,000

Projected Employees: 30

Projected Annual Rent: \$606,900

ACDBE goal/participation: 36% / 36%



TAGS Evolution

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Concept: Jewelry

Location: B Gates

Contract term: 5 years

Projected opening date: November,
2012

Projected Year 1 Sales: \$1,000,000

Projected Employees: 10

Projected Annual Rent: \$144,500

ACDBE goal/participation: 40% /
40%



Tuleh Ruche

DENVER

Concept: Women's fashions
and accessories

Location: B Gates

Contract term: 5 years

Projected opening date: November,
2012

Projected Year 1 Sales:
\$1,000,000

Projected Employees: 10

Projected Annual Rent: \$100,300

ACDBE goal/participation: 40% /
100%



Udi's Café and Bar

DENVER

Concept: Café and Bar

Location: B Gates

Contract term: 7 years

Projected opening date:
November, 2012

Projected Year 1 Sales:
\$4,000,000

Projected Employees: 25

Projected Annual Rent: \$552,500

ACDBE goal/participation: 40% /
100%



Vino Volo

DENVER

Concept: Wine bar

Location: C Gates

Contract term: 7 years

Projected opening date: December,
2012

Projected Year 1 Sales: \$875,000

Projected Employees: 15

Projected Annual Rent: \$110,819

ACDBE goal/participation: 20% /
20%



XpresSpa

DENVER

Concept: Massage and spa services

Location: C Gates

Contract term: 7 years

Projected opening date: July, 2012

Projected Year 1 Sales: \$1,000,000

Projected Employees: 15

Projected Annual Rent: \$95,200

ACDBE goal/participation: 25% / 25%



Aggregate Economic Benefits

- \$14.6M in overall additional annual revenues
- \$1.6M in additional annual rents to DIA
- \$434K in additional annual sales tax to CCD
- 120 permanent and temporary jobs employees
 - New locations account for roughly 50 of these jobs, due to change in business use at some locations



Airport Concessions Disadvantaged Business Enterprise (ACDBE) program

- ACDBE goals are set by the OED Division of Small Business Opportunity (DSBO)
- Approximately \$7.9M ACDBE revenues
- ACDBE revenues account for 55% of projected total



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Questions?



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