

BILL/ RESOLUTION REQUEST

1. Title: Approves a concession agreement, 201102973-00, with DIA Wine Bar Partnership d/b/a Vino Volo for a seven-year term at \$110,819.00 minimum annually to provide various flights of wine choices along with small plate food items on Concourse C.

2. Requesting Agency: DIA

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

Name:Susan H. Moore

Phone:(303) 342-2510

Email:susanh.moore@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:303-619-7353

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

DIA Wine Bar Partnership d/b/a Vino Volo was selected for this Food/Beverage concept – Wine Bar - to be located in Concourse C East Subcore, through a Request for Proposal process issued March 7, 2011.

b. Duration

Date of Execution to 12/31/2019 (approx. seven years)

c. Location

DIA

d. Affected Council District

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e. Benefits

New choices in food/beverage for the traveling public and airport employees.

f. Costs

This revenue contract will offer additional choices to the traveling public on Concourse C in the form of Wine Bar offering various flights of wine choices along with small plate food items. Individual glasses and bottles of wine will be offered as well (to be consumed on the site), including a selection of Colorado wines. Estimated annual gross sales of \$875,000 in the first year and increasing incrementally over the 7-year term to over \$1,000,000 will result in annual rental revenue to the Airport of the greater of a Minimum Annual Guarantee (MAG) of \$110,819.00 or percentage compensation of gross revenues: (10% for

less than \$1 million; 12% for \$1million - \$2 million; 14% for over \$2 million and 17% for Alcohol gross revenues.) Vino Volo will also offer wine-related retail items for sale.

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

No

Bill Request Number: BR12-0029

Date: 12/27/2011