

New Food & Beverage Contract: Colorado Convention Center and the Denver Performing Arts Complex

Business, Arts, Workforce & Aviation Services Committee
May 22, 2019



COLORADO
CONVENTION CENTER

DENVER
PERFORMING
ARTS COMPLEX





Background and Context:

- A&V oversees operations at both CCC and the Arts Complex
- Combined volume of business (both CCC and Arts Complex) allows the Arts Complex to secure more favorable economic terms
- Centerplate is a leader in providing food & beverage services in Convention Centers
- 30-year successful track record in Denver



Process:

- Current contract expires June 30, 2019
- Started competitive bid process over a year ago
- Hired two independent consultants with specific expertise in food services at convention centers and performing arts centers, respectively



Deal Points:

- 10-year term
- Anticipated \$9-10M/year in revenue
- Centerplate to contribute \$3.5M towards capital improvements
- Centerplate contractually committed to complying with the City Minimum Wage ordinance
- No M/WBE requirement; Centerplate committed to voluntarily working with subcontractors to achieve certification status



Justification for Term Length:

- Industry standard per consultants
- Bids on both 7-year and 10-year contract terms; City receives higher commission with 10-year contract (maximizes revenue)
- Term extends beyond CCCXP (“Expansion Project”) allowing for continuity



Questions?

