

DEN CONCESSIONS MASTER PLAN & GATE EXPANSION RFPS

OVERVIEW

Denver International Airport's (DEN) Concessions Master Plan provides a road map to efficiently meet the airport growth and address passengers' concession demands. From September 2019 through March 2021, DEN has released 24 Request for Proposals (RFP) for opportunities in the airport. In 2019, over 69 million passed through DEN. We forecast that more than 110 million will travel through DEN in 2040. These opportunities all focus on activating new concession space across the three Concourses at DEN, including the Gate Expansion areas. The addition of more concessions will elevate the passenger experience allowing travelers to have access to local, regional, and nationally recognized brands as they pass through our airport.

PROCUREMENT PROCESS

- Outreach included Community Master Plan Outreach events and a mandatory pre-proposal meeting
- After submittal of the proposals, Contract Services, Finance, the Commerce Hub, and the Division of Small Business Opportunity (DSBO) reviewed the proposals for responsiveness to ensure each proposal contained the minimum requirements
- An independent evaluation panel was convened and approved by the DEN Chief Executive Officer for each opportunity. Panel members were trained on DEN's Expectations, Concessions Masterplan, procedures and scoring protocol for this solicitation. After training, the proposals were turned over to the independent evaluation panel for review
- Proposers were invited to interview virtually for each opportunity, and given 45 minutes during that interview, 25 minutes for presentation and 20 minutes for questions and answers
- Proposals were evaluated on the following:
 - Qualifications and experience
 - Concept, menu/product, and pricing
 - Design
 - Operation and management
 - Business plan, and
 - Financial offer

RECOMMENDATIONS

RFP A Center West Coffee Kiosk, Small Business Enterprise Concessionaire Opportunity

- The Ave Group, LLC d/b/a Novo Coffee
- The Ave Group, LLC - 100% SBEC
- MWBE: 25% goal to be achieved during design & construction
- Term: 5 Years
- Rent: \$133,875 per year rent to the airport or 15% of gross receipts per year

RFP A Center East Coffee Kiosk

- Mission Yogurt, LLC d/b/a Caribou Coffee
- ACDBE: The Ave Group, LLC -33%,



- MWBE: 25% goal to be achieved during design & construction
- Term: 5 Years
- Rent: \$127,000 per year rent to the airport or 15% of gross receipts per year

RFP B West Expansion Food & Beverage Marketplace

- Taste DEN JV, LLC d/b/a Aviano Coffee, El Chingon, and Mitsu Sushi-Izakaya
- ACDBE: Innovative Retail Group, LLC-25% & SJAC ATL Airport, LLC – 10%
- MWBE: 25% goal to be achieved during design & construction
- Term: 10 Years
- Rent: \$1,100,000 per year rent to the airport or 14% F&B and 18% Alcohol of gross receipts per year

RFP B Center West Snack Kiosk, Small Business Enterprise Concessionaire Opportunity

- Emerging Airport Partners, LLC d/b/a Half Mood Empanadas
- Emerging Airport Partners, LLC 100% SBEC
- MWBE: 25% goal to be achieved during design & construction
- Term: 5 Years
- Rent: \$262,592 per year rent to the airport or 16.5% of gross receipts per year

RFP B Center East Coffee Kiosk, Small Business Enterprise Concessionaire Opportunity

- The Ave Group, LLC d/b/a Novo Coffee
- The Ave Group, LLC - 100% SBEC
- MWBE: 25% goal to be achieved during design & construction
- Term: 5 Years
- Rent: \$204,212.50 per year rent to the airport or 15.5% of gross receipts per year

RFP C East Subcore 2 Expansion Food & Beverage Marketplace

- Taste DEN, JV LLC d/b/a Aviano Coffee, Senor Bear, and Bar Dough
- ACDBE: Innovative Retail Group, LLC-25% & SJAC ATL Airport, LLC – 10%
- MWBE: 25% goal to be achieved during design & construction
- Term: 10 Years
- Rent: \$1,850,000 per year to the airport or 14% F&B and 18% Alcohol of gross receipts per year

RFP C Center West Snack Kiosk, Small Business Enterprise Concessionaire Opportunity

- DOC 1 Solutions, LLC d/b/a Superfruit Republic Juice
- DOC 1 Solutions, LLC – 100% SBEC
- MWBE: 25% goal to be achieved during design & construction
- Term: 5 Years
- Rent: \$159,800 per year rent to the airport or 16% of gross receipts per year