



DENVER INTERNATIONAL AIRPORT CONCESSION CONTRACTS

September 1, 2021

PENNY MAY
ACTING CHIEF COMMERCIAL OFFICER

PAMELA DECHANT
SENIOR VICE PRESIDENT, CONCESSIONS



CONCESSIONS MASTER PLAN OVERVIEW



- Provides a road map to efficiently meet the airport growth and address passengers' concession demands
 - 69 million passengers in 2019; projected 110 million in 2040
- From September 2019 through March 2021, DEN released 24 Request for Proposals (RFP)
- Opportunities focus on activating new concession space across the three Concourses, 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

- Outreach for the RFPs included:
 - 2-day community Master Plan outreach event with over 100 participants
 - One-on-one outreach with future and current operators, including ACDBE partners
 - A mandatory pre-proposal meeting for the opportunities
 - SBEC Pre-Proposal Meeting, 99 attendees
 - Concourse F&B and Specialty Coffee Pre-Proposal Meeting, 126 Attendees
 - Expansion F&B Marketplaces , 105 Attendees

- Procurement collaboration 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 met the minimum requirements
 - An independent evaluation panel was convened and approved by the DEN CEO 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 a 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
 - Financial offer

- DEN appreciates the need and desire for the Airport Concession Disadvantaged Business Enterprise (ACDBE) partners to grow, which is why certain opportunities have been tailored specifically to offer Small Business Enterprise Concession (SBEC) opportunities at the airport
- The program is race and gender-neutral
- Annual revenues for food, beverage and retail must not exceed the SBA Size Standard with an overall Cap of \$8 million, averaged over three years
- Must actively be in business for 6 months
- 51% of company ownership must be under the Personal Net Worth standard of less than \$1.32 million.

- SBEC opportunities
 - Concourse A center west coffee kiosk
 - Concourse B center west snack kiosk
 - Concourse B center east coffee kiosk
 - Concourse C center west snack kiosk
- Expansion & Concourse A opportunities
 - Concourse A center east coffee kiosk
 - Concourse B west expansion food & beverage marketplace
 - Concourse C east subcore 2 expansion food & beverage marketplace

A CENTER WEST COFFEE KIOSK

- AVE Group, LLC will provide food and beverage services for 5 years in the Concourse A center west coffee kiosk
- Kiosk will include the award-winning local coffee, Novo Coffee
 - The Ave Group, LLC is 100% Owner
 - The Ave Group, LLC is has committed to a 100% SBEC by self-performing
 - \$133,875 per year rent to the airport or;
 - 15% of gross receipts per year



B CENTER WEST SNACK KIOSK



- Emerging Airport Partners, LLC will provide quick snack and beverage services for 5 years in the Concourse B center west snack kiosk
- Kiosk will include the award-winning Half Moon Empanadas
- Emerging Airport Partners, LLC is 100% Owner
- Emerging Airport Partners, LLC has committed to a 100% SBEC by self-performing
- \$262,592 per rent to the airport or;
 - 16.5% of gross receipts per year



B CENTER EAST COFFEE KIOSK

- The AVE Group, LLC will provide food and beverage services for 5 years in the Concourse B center east coffee kiosk
- Kiosk will include the award-winning local coffee Novo Coffee
- The Ave Group, LLC is 100% Owner
- The Ave Group, LLC is has committed to a 100% SBEC by self-performing
- \$204,212.50 per year in gross receipts or;
 - 15.5% of gross receipts per year



C CENTER WEST SNACK KIOSK



- DOC 1 Solutions, LLC will provide snack and beverage services for 5 years in the Concourse C center west snack kiosk
- The snack kiosk will feature Superfruit Republic Group
- DOC 1 Solutions, LLC is 100% Owner
 - DOC 1 Solutions, LLC committed to a 100% SBEC by self-performing
- \$159,800 per rent to the airport; or
 - 16% of gross receipts per year



A CENTER EAST COFFEE KIOSK



- Mission Yogurt, LLC will provide food and beverage services for 5 years in the Concourse A center east coffee kiosk
- The specialty coffee kiosk will feature Caribou Coffee
- Mission Yogurt, LLC is a joint venture between Mission Yogurt, Inc (67% Owner), and The Ave Group (33% ACDBE Owner)
 - Mission Yogurt, LLC has committed to a 33% ACDBE and 25% M/WBE goal
 - Mission Yogurt, LLC is currently operating at DEN and is in operational and financial compliance
- \$127,000 per year rent to the airport or;
 - 15% of gross receipts per year

A CENTER EAST COFFEE KIOSK



- Taste DEN JV, LLC (Tastes) will provide food and beverage services for 10 years
- The location is a multi-concept within one space, to include 3 separate concepts:
 - Aviano Coffee, which is specialty coffee
 - El Chingon, a quick-service restaurant
 - Mizu Sushi – Izakaya, a casual dining restaurant with a full-service bar along with a common seating area
- Tastes is a joint venture between Tastes on the Fly, Inc (65% Owner), Innovative Retail Group (25% ACDBE Owner), and SJAC ATL Airport LLC (10% ACDBE Owner)
- Tastes has committed to a 35% ACDBE and 25% M/WBE goal
- Tastes is currently operating at DEN and is in operational and financial compliance

B WEST EXPANSION F&B MARKETPLACE



- \$1,100,000 per year rent to the airport; or
 - 14% F&B and 18% Alcohol (gross receipts per year)
- This contract opportunity is a 10-year term
- 35% ACDBE goal for B West Expansion F&B Marketplace
 - Innovative Retail Group 25% ACDBE
 - SJAC ATL Airport LLC 10% ACDBE
- 25% M/WBE
 - To be determined when construction starts

B WEST F&B MARKETPLACE



- Tastes DEN JV, LLC (Tastes) will provide food and beverage services for 10 years
- The location is a multi-concept within one space, to include 3 separate concepts:
 - Aviano Coffee which is specialty coffee
 - Mister Oso by Senor Bear, a quick service restaurant
 - Bar Dough, a casual dining restaurant with a full-service bar along with a common seating area
- Tastes a joint venture between Tastes on the Fly, Inc (65% Owner), Innovative Retail Group (25% ACDBE Owner) and SJAC ATL Airport LLC (10% ACDBE Owner)
- Tastes has committed to a 35% ACDBE and 25% M/WBE goal
- Tastes is currently operating at DEN and is in operational and financial compliance

C EAST SUBCORE 2 F&B MARKETPLACE



- \$1,850,000 per year rent to the airport; or
 - 14% F&B 18% Alcohol (gross receipts per year)
- This contract opportunity is a 10-year term
- 35% ACDBE goal for C East Subcore 2 Expansion F&B Marketplace
 - Innovative Retail Group 25% ACDBE
 - SJAC ATL Airport LLC 10% ACDBE
- 25% M/WBE
 - To be determined when construction starts

C EAST SUBCORE 2 F&B MARKETPLACE



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