



Legislation Details (With Text)

**File #:** 22-0157      **Version:** 1

**Type:** Resolution      **Status:** Adopted

**File created:** 1/27/2022      **In control:** Business, Arts, Workforce, Climate & Aviation Services Committee

**On agenda:** 2/9/2022      **Final action:** 2/22/2022

**Title:** A resolution approving a proposed Agreement between the City and County of Denver and Love From Mission JV, LLC concerning revenues for a concession on Concourse B at Denver International Airport.  
Approves a concession agreement with Love From Mission JV, LLC d/b/a High Dune Market and Goods for rental revenue based on a minimum annual guarantee of \$319,920 or a percentage fee, whichever is higher, and for 7 years at a location on Concourse B at Denver International Airport (202054060). The Committee approved filing this item at its meeting on 2-9-22. The last regularly scheduled Council meeting within the 30-day review period is on 3-14-22.

**Sponsors:**

**Indexes:** Lucas Palmisano

**Code sections:**

**Attachments:** 1. RR22 0157 DEN Love From Mission JV LLC High Dune Ordinance Resolution Request 202054060, 2. 22-0157 Love from Mission High Dune.pdf, 3. 22-0157 Filed Resolution Love From Mission 202054060.pdf, 4. 22-0157 Filed Resolution Love From Mission, 5. 22-0157 - signed

Date	Ver.	Action By	Action	Result
2/22/2022	1	Council President	signed	
2/22/2022	1	City Council	adopted	Pass
2/9/2022	1	Business, Arts, Workforce, Climate & Aviation Services Committee	approved by consent	

**Contract Request Template (Contracts; IGAs; Leases)**

**Date Submitted: 1/31/22**

**Requesting Agency: Denver International Airport  
Division:**

**Subject Matter Expert Name: Carolina Flores**  
**Email Address: [Carolina.flores@flydenver.com](mailto:Carolina.flores@flydenver.com)**  
**[<mailto:Carolina.flores@flydenver.com>](mailto:Carolina.flores@flydenver.com)**

**Phone Number:**

**Item Title & Description:**

*(Do not delete the following instructions)  
These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

**A resolution approving a proposed Agreement between the City and County of Denver and Love From Mission JV, LLC concerning revenues for a concession on Concourse B at Denver International Airport.**

Approves a concession agreement with Love From Mission JV, LLC d/b/a High Dune Market and Goods for rental revenue based on a minimum annual guarantee of \$319,920 or a percentage fee, whichever is higher, and for 7 years at a location on Concourse B at Denver International Airport (202054060). The Committee approved filing this item at its meeting on 2-9-22. The last regularly scheduled Council meeting within the 30-day review period is on 3-14-22.

**Affected Council District(s) or citywide? District 11**

**Contract Control Number: 202054060**

**Vendor/Contractor Name (including any "DBA"):** Love From Mission JV, LLC d/b/a High Dune Market and Goods

**Type and Scope of services to be performed:**

Denver International Airport (DEN) requested proposals to seek qualified individuals or entities to develop and operate the offered Concession (East Expansion Travel Convenience) which consisted of three (3) travel convenience locations in the B East and C East Expansions. These retail locations will include merchandise featuring locally made branded products along with sundries, books, magazines, newspapers, small electronics and electronic accessories, travel accessories, souvenirs, collegiate and professional licensed sports merchandise, fresh pre-packed prepared foods (such as sandwiches, wraps, salads), pre-packaged snack branded retail items (nuts, candy, candy bars, yogurt, fruit), and an assortment of chilled bottled nonalcoholic beverages. After submittal and evaluation of responsive proposals, the Independent Evaluation Panel recommended that Love From Mission JV, LLC be selected. This contract is for Love From Mission JV, LLC d/b/a High Dune Market and Goods, and will be located for B East 3 that consists of 1,222 square feet, with an initial Minimum Annual Guarantee (MAG) \$319,920.00 or a Percentage Fee of 16% - \$3M, 16.5% - \$3,000,001, 17% - \$4,000,001 and 18% - \$5,000,001, whichever one is higher. The term will be for seven (7) years.

**Location (if applicable): DEN Concourse B**

**WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts): 35% ACDBE / 25% M/WBE**

**Are WBE/MBE/DBE goals met (if applicable)?**

ACDBE Love From USA Group Inc., 35%. M/WBE will be identified during construction.

**Is the contract new/a renewal/extension or amendment? New**

**Was this contractor selected by competitive process or sole source? RFP**

**For New contracts**

**Term of initial contract:** 11/01/2022 - 11/01/2029 / 7 years

**Options for Renewal:**

**How many renewals (i.e. up to 2 renewals)?**

**Term of any renewals (i.e. 1 year each):**

**Cost of initial contract term:** Minimum Annual Guarantee (MAG) \$319,920.00 or a Percentage Fee of 16% - \$3M, 16.5% - \$3,000,001, 17% - \$4,000,001 and 18% - \$5,000,001, whichever one is higher.

**Cost of any renewals:**

**Total contract value council is approving if all renewals exercised:** Minimum Annual Guarantee (MAG) \$319,920.00 or a Percentage Fee of 16% - \$3M, 16.5% - \$3,000,001, 17% - \$4,000,001 and 18% - \$5,000,001, whichever one is higher.

**For Amendments/Renewals Extensions:**

**Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?**

***If length changing***

**What was the length of the term of the original contract?**

**What is the length of the extension/renewal?**

**What is the revised total term of the contract?**

***If cost changing***

**What was the original value of the entire contract prior to this proposed change?**

**What is the value of the proposed change?**

**What is the new/revised total value including change?**

***If terms changing***

**Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)**