



Legislation Text

File #: 22-0153, Version: 1

**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>>

**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 Mission Yogurt, LLC concerning revenues for a concession on Concourse C at Denver International Airport.**

Approves a concession agreement with Mission Yogurt, LLC for rental revenue based on a minimum annual guarantee of \$1,243,125 or a percentage of gross sales, whichever is higher, and for 10 years at a location on Concourse C at Denver International Airport (201951185). 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: 201951185**

**Vendor/Contractor Name (including any "DBA"): Mission Yogurt, LLC**

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

Denver International Airport (DEN) requested proposal from qualified entities to develop and operate the offered C East Expansion Food and Beverage Marketplace opportunity. After submittal and evaluation of responsive proposals, the Independent Evaluation panel recommended that Mission Yogurt, LLC (Cholon, Marczyk Fine Foods, and Teatulia Tea & Coffee Bar) be selected for direct negotiations. The location will be 8,572 sq. ft., for the concourse level space and 2,670sq. ft., for the ramp level kitchen space, total 11,242 sq. ft. Minimum Annual Guarantee (MAG) \$1,243,125.00 or a Percentage Fee of 15% of gross sales

whichever one is higher. The term will be for ten (10) years.

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

**WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts): 75% ACDBE and 25% M/WBE**

**Are WBE/MBE/DBE goals met (if applicable)?** ACDBE's Mission Yogurt, LLC 75% and The AVE Group, LLC 25%. M/WBE will be identified when constructions starts.

**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:** 4/01/2023 - 4/01/2033 / 10 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) \$1,243,125.00 or a Percentage Fee of 15% of gross sales whichever one is higher

**Cost of any renewals:**

**Total contract value council is approving if all renewals exercised:** Minimum Annual Guarantee (MAG) \$1,243,125.00 or a Percentage Fee of 15% of gross sales 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.)**