



FOOD / BEVERAGE AGREEMENT WITH KILLEEN FORT HOOD REGIONAL AIRPORT

RS-19-002

January 8, 2019

Food / Beverage Agreement

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- KFHRA Concessions
 - ▣ Subway - 2004
 - ▣ Jesters Lounge - 2004
 - ▣ Green Beans Coffee - 2010
 - ▣ Automatic Chef - 2010

- KFHRA Concession Departures
 - ▣ Jesters Lounge - 2010
 - ▣ Subway - 2016
 - ▣ Green Beans Coffee - 2017

Food / Beverage Agreement

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- RFP 18-05
 - ▣ Food, beverage, and alcohol (bar) services
 - ▣ Released in November 2017
 - Pre-proposal December 12
 - No attendees
 - ▣ Responses due December 19
 - No responders
- Airport Outreach
 - ▣ Local businesses
 - ▣ Chambers
 - ▣ Army / Air Force Exchange Services

Food / Beverage Agreement

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- CCL Ventures, LLC
 - ▣ Initial meeting June 2018
 - ▣ Single vendor for all venues
 - Maximize vendor success
 - ▣ Blimpie sandwiches, Kahala Coffee, bar service
 - Mobile cart available for service to holdrooms

- Agreement
 - ▣ Five (5) years; option to negotiate for additional term
 - ▣ \$20,000 in rents and fees (annual CPI increase)
 - ▣ Franchise lease addendum

Alternatives

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- Do not approve the agreement
 - ▣ Airport continue without concessions
 - ▣ Loss of potential revenue to the Airport

- Approve the agreement
 - ▣ Provides excellent service to customers
 - ▣ Provides a consistent line of business revenue for KFHRA
 - ▣ Opens other opportunities to Airport and concessionaire

Recommendation

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- Approve the Food / Beverage Agreement and Lease Addendum with CCL Ventures, LLC and authorize the City Manager or designee to execute same as well as any and all amendments as allowed per federal, state, or local law.