

September 25, 2024

WHEREAS, on April 28, 2023, “Concession Effective Date”, a Month-to-Month Concession Agreement was executed. (The by and between CBC SSP America DAL, LLC (“Concessionaire”), a Texas limited liability company (hereinafter referred to as “CONCESSIONAIRE”), and the City of Dallas; and

WHEREAS, pursuant to the requirements of Administrative Directive 4-05, the Department of Aviation requested and received approval from the City Manager’s office to contract with CBC SSP America DAL, LLC. for food and beverage concession services branded as Catch One (VC23903) in Suite C2170 at Dallas Love Field Airport. An exception to the concessions contracts procurement process allows the city manager, with assistance from the initiating department, to procure a concession contract through an informal process, rather than by a Request for Bid (RFB) or Request for Proposals (RFP) process when a RFB or RFP process is determined not to be cost beneficial to the city. CBC SSP America DAL, LLC. is the only concessionaire that can best operate the special need required food and beverage concession in Suite C2170 at the airport; and

WHEREAS, the concessionaire has proved to be an excellent operator, managing both the First Quarter Bar & Grill and AV8 Bar Café. Post-COVID recovery progresses but at a significantly higher cost. Wages, hiring costs, merchandise and food costs have all increased, along with the delivery costs, and all aspects of the operations at the airport have increased the costs of those operations. CBC SSP America DAL, LLC will spend over \$1,000,000.00 on capital improvements for the brand Catch One, a 535 square foot seafood themed kiosk. Concessionaire is currently constructing the unit branded as Catch One. The unit will not have a full kitchen due to the size of the unit, but food items that are hot, such as soups and crab cakes will be prepared in the First Quarter Bar & Grill, creating the special need. Not approving this informal method will cause a disruption of service to the passengers and would reduce revenue to the city; and

WHEREAS, it is our recommendation that the city award a Dallas Love Field Food & Beverage Concession Contract for a seven-year primary term, and one two-year renewal term to CBC SSP America DAL, LLC to operate a seafood themed bar in Suite C2170., and because CBC SSP America DAL, LLC. is the only concessionaire that can best provide the required special need food and beverage services in the required timeframe.

Now, Therefore,

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DALLAS:

SECTION 1. That the City Manager is hereby authorized to execute a new seven-year concession contract with one, two-year renewal term with CBC SSP America DAL, LLC, approved as to form by the City Attorney, for food and beverage concessions services at Dallas Love Field Airport, branded as Catch One (VC23903).

SECTION 2. That the Chief Financial Officer is hereby authorized to deposit all revenues received from CBC SSP America DAL, LLC in an annual amount of \$225,000.00 pursuant to this contract into Aviation Fund, Fund 0130, Department AVI, Unit 7725, Revenue Code 7811.

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SECTION 3. That this contract is designated as Contract No. AVI-2021-00017119.

SECTION 4. That this resolution shall take effect immediately from and after its passage in accordance with the provisions of the Charter of the City of Dallas, and it is accordingly so resolved.