



Coffeehouse Operator Partnership

Request for Interest

Issue Date: July 31, 2026

Responses Due: August 31, 2026 (5:00 PM MT)

Contact: CoffeeShopInquiry@aspenvalleyhealth.org

Purpose

Aspen Valley Health (AVH) is seeking expressions of interest from experienced coffeehouse operators interested in partnering to develop and operate a new retail coffeehouse on the medical center campus.

As part of a broader effort to enhance the experience of patients, visitors, employees, physicians, and the community, AVH is evaluating the development of a welcoming, hospitality-focused coffeehouse that complements existing food service operations.

AVH is in the early planning stages of the project and intends to design and construct the coffeehouse space. Through this Request for Interest, AVH is seeking feedback from potential operating partners to better understand operational requirements, facility design considerations, equipment needs, and partnership models before construction begins.

This Request for Interest is exploratory in nature and is not a solicitation for proposals, pricing, or contractual commitments. Information gathered through this process will help inform the final facility design and determine the next steps for partner selection, which may include a future Request for Proposal (RFP).

About Aspen Valley Health

Aspen Valley Health is an independent, community-owned Critical Access Hospital serving the Roaring Fork Valley. AVH is recognized for delivering exceptional patient care while providing an outstanding experience for patients, visitors, physicians, employees, and the communities we serve.

The envisioned coffeehouse will become an important amenity within the medical center campus, supporting both the healthcare environment and the broader community.



Project Vision

AVH envisions creating a coffeehouse that:

- Delivers an exceptional hospitality experience
- Serves patients, visitors, employees, physicians, and community members
- Offers premium coffee and specialty beverages, and fresh food options
- Provides healthy grab-and-go meals and snacks
- Creates an inviting space for connection, meetings, and relaxation
- Complements the hospital's existing cafeteria operations
- Reflects the quality, hospitality, and character of the Aspen community

Anticipated Partnership

While AVH is open to recommendations, the anticipated model includes:

- AVH designing and constructing the coffeehouse space
- The selected operating partner managing all day-to-day operations
- The operating partner providing staffing, inventory management, menu development, customer service, and routine maintenance of operator-owned equipment
- A long-term partnership that enhances the hospital experience while operating as a financially sustainable business

AVH welcomes alternative partnership structures and innovative ideas from respondents.

Information Requested

1. Organization Overview

Please provide:

- Company overview and history
- Ownership structure
- Number of operating locations
- Experience operating coffeehouses or cafés
- Experience in healthcare, hospitality, higher education, airports, or other institutional settings
- Primary contact information



2. Coffeehouse Concept

Please describe:

- Your overall concept and customer experience
- Typical menu offerings
- Coffee and beverage program
- Food offerings
- Healthy menu options
- Local sourcing practices
- Seasonal or specialty offerings

3. Operations

Please describe:

- Recommended hours of operation
- Staffing model
- Management structure
- Catering capabilities
- Mobile ordering or loyalty programs
- Technology utilized within your operations

4. Facility Requirements

To assist AVH in designing the space, please provide recommendations regarding:

- Preferred square footage
- Back-of-house space
- Storage requirements
- Kitchen or food preparation needs
- Utility requirements (electrical, plumbing, water, HVAC)
- Equipment requirements
- Loading and delivery needs
- Waste management considerations

5. Design Recommendations

Please share any recommendations or lessons learned regarding:

- Customer flow
- Queue management
- Workspace efficiency



- Technology integration
- Flexibility for future growth
- Common design mistakes to avoid

6. Partnership Approach

Please describe your preferred partnership model, including:

- Lease arrangements
- Revenue sharing
- Management agreements
- Capital investment expectations
- Equipment ownership preferences
- Other partnership structures you believe would be successful

7. Community Engagement

How would your organization contribute to the hospital and community through:

- Community events
- Wellness initiatives
- Partnerships with local businesses
- Employee engagement
- Hospitality and customer service excellence

8. Supporting Materials

Respondents are encouraged to include:

- Company brochure
- Sample menus
- Photos of existing locations
- Example floor plans
- Healthcare or institutional projects
- References
- Any additional information that would assist AVH in evaluating your organization

Next Steps

Following review of responses, Aspen Valley Health may:

- Meet with selected respondents
- Conduct site visits



- Request additional information
- Refine the project scope and facility design
- Issue a formal Request for Proposal (RFP)

Submission of a response does not guarantee selection for future phases of the project.

Submission Instructions

Please submit your response electronically in PDF format no later than **5:00 PM Mountain Time on Monday, August 31, 2026**.

Responses and questions should be directed to: CoffeeShopInquiry@aspensvalleyhealth.org

AVH appreciates your interest and looks forward to learning more about your organization and how we might partner to create an exceptional coffeehouse experience for our patients, visitors, employees, physicians, and community.

