

BILL/ RESOLUTION REQUEST

- 1. Title:** Approves a revenue Concession Agreement for TBS AIR II, LLC d/b/a The Body Shop to operate a Beauty and Personal Care product store on Concourse C (2012045999-00).
- 2. Requesting Agency:** DIA
- 3. Contact Person *with actual knowledge of proposed ordinance***
 - Name:**Susan H. Moore
 - Phone:**303-342-2510
 - Email:**susanh.moore@flydenver.com
- 4. Contact Person *with actual knowledge of proposed ordinance who will present the item at Mayor Council and who will be available for first and second reading, if necessary***
 - Name:**Brian Elms
 - Phone:**303-619-7353
 - Email:**brian.elms@flydenver.com
- 5. Describe the proposed ordinance, including what the proposed ordinance is intended to accomplish, who's involved**
 - a. Scope of Work**

TBS AIR II, LLC is the successful proposer for a Beauty and Personal Care concept issued via a Request for Proposals, dated August 15, 2011. Proposals were submitted December 15, 2011. Only one proposal was submitted for this location
 - b. Duration**

5 year term: DOE – 12/31/2017
 - c. Location**

DIA
 - d. Affected Council District**

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 - e. Benefits**

The Body Shop will continue to offer its well-known beauty products for sale to the traveling public on Concourse C and to employees at DIA. The Body Shop offers all natural beauty products for sale including skin and hair care products, make-up, fragrances, soaps, lotions, and related gift items. The Body Shop is a fair trade company known world wide for its unique Community Trade program that creates sustainable trading relationships with disadvantaged communities around the world.
 - f. Costs**

Estimated gross sales of \$1,102,500 in year one increasing to \$1,240,873 in year five resulting in an initial MAG of \$168,685 annually. Percentage compensation is 10% for first million; 12% \$1M to \$2M, and 14% over \$2M. The proposed Minimum Investment is \$417,445 (\$350 psf x 1,102.7 s.f.).

6. Is there any controversy surrounding this ordinance, groups or individuals who may have concerns about it? Please explain.
No.

Bill Request Number: BR12-0279

Date: 4/3/2012