



CONCESSIONNAIRE ECOPASS PROGRAM

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PHIL WASHINGTON, CEO

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- City Council Request
- Vision 100
- Business Case & Why These Proposed Changes Matter
- Overview of IGA Between DEN & RTD
- Process with Concessionaires
- Concessionaire Contract Amendments
- Participating Concessionaires
- Questions?

CITY COUNCIL REQUEST



- Approve IGA between RTD and DEN (Bill 23-0716)
- Approve 74 Concessionaire Contract Amendments (Resolution 23-0717)



100 MILLION ANNUAL PASSENGERS

- SUSTAINABILITY & RESILIENCY • EQUITY, DIVERSITY, INCLUSION & ACCESSIBILITY
- OPERATIONAL EXCELLENCE • ENHANCING THE CUSTOMER EXPERIENCE

PILLAR 1



EMPOWERING OUR PEOPLE

- Develop Workforce Leadership Strategy
- Establish Center of Equity and Excellence in Aviation
- Enable Employee Innovation

PILLAR 2



GROWING OUR INFRASTRUCTURE

- Complete Major Infrastructure Projects
- Update Master Plan
- Develop Infrastructure Plan for DEN Real Estate

PILLAR 3



MAINTAINING WHAT WE HAVE

- Upgrade and Improve the Existing Facility
- Update Strategic Asset Management Plan
- Implement Customer-Focused Initiatives
- Develop Greenhouse Gas Emissions Reduction Plan

PILLAR 4



EXPANDING OUR GLOBAL CONNECTIONS

- Identify Air Cargo Opportunities
- Expand to Disconnected Destinations (e.g. Africa)
- Grow our Domestic Network

- Staffing issues continue to be a challenge for the aviation industry
- Traveling to DEN can be a barrier for employees
- This will support the retention and recruitment for concessionaries
- Average weekday transit ridership at DEN is about 14,200 riders/day (including both bus and A-Line)
- From the mobility study, estimated 17% rideshare
 - (5% RTD Buses, 12% RTD A-Line)

- Current EcoPass rate structure is based on the number of employees per employer

<u>NUMBER OF EMPLOYEES</u>	<u>COST PER ECOPASS</u> <u>CURRENT STRUCTURE</u>
0 - 24	\$1,074
25 - 249	\$809
250 - 999	\$632

- By approving the new rate structure in these proposed contracts, we are making EcoPass costs more affordable for concessionaire employers of all size

WHY THESE PROPOSED CHANGES MATTER



- Supports small businesses and employees who need/want to ride public transit to DEN
- The new rate structure allows for equitable access to transit for all concessionaires
- Creates fair opportunity and future growth of concessionaire workforce
- Establishes structure for other DEN business partners to replicate

OVERVIEW OF IGA BETWEEN DEN & RTD



- Intergovernmental Agreement (IGA) between DEN and RTD
- Contract is effective from Jan. 1 through Dec. 31, 2023
 - RTD has honored this agreement since Jan. 1
- Concessionaires are to pay \$632 per employee per year for each EcoPass
- DEN to pay for the full price of the contract then be fully reimbursed by the concessionaires
 - Reimbursement dependent upon the number of employees they submit
- DEN/Concessionaires will have no obligation to pay for new concessionaire employees after January 1, 2023

PROCESS WITH CONCESSIONAIRES



- Concessionaires started receiving benefits effective Jan. 1, 2023
- Concessionaires are to self-report number of employees to DEN
- DEN submitted master list of participating employers to RTD for 2023 EcoPasses
- The price for each EcoPass will be \$632 per employee per year
- DEN is requesting 2,987 EcoPasses which will amount to \$1,887,784
- Concessionaire(s) will pay DEN the full amount billed for eligible employees within 30 days from the date of the DEN's invoice

- Concessionaires decide whether they include or exclude part-time employees
 - Part-time employees defined by the concessionaire
- Ineligible employers include off-campus operators, independently contracted operators and subcontractors
- Ineligible employees are those who live outside of the RTD district, not employed by a concessionaire or do not work in the terminal or the concourses

PROPOSED PROGRAM EXAMPLE



<u>Number of Employees</u>	<u>Without IGA</u>	<u>Cost Per Person</u>	<u>With IGA</u>	<u>Cost Per Person</u>	<u>Difference</u>
10	\$10,740	\$1,074	\$6,320	\$632	\$4,420
20	\$21,480	\$1,074	\$12,640	\$632	\$8,840
30	\$24,270	\$809	\$18,960	\$632	\$5,310
50	\$40,450	\$809	\$31,600	\$632	\$8,850
100	\$80,900	\$809	\$63,200	\$632	\$17,700
200	\$161,800	\$809	\$126,400	\$632	\$35,400
300	\$189,600	\$632	\$189,600	\$632	\$0

CONCESSIONAIRE CONTRACT AMENDMENTS



- Includes 74 amendments to current concessionaire contracts
- Represents roughly 3,000 employees
- Employees will work with their concessionaire employer to sign up for the EcoPass and enroll into the RTD system
- EcoPass is for unlimited access to all RTD transit services

PARTICIPATING CONCESSIONAIRES

PARTICIPATING CONCESSIONAIRES



<u>RTD Company Name</u>	<u>Company Name</u>	<u>Employees</u>
Ayala's Inc. @ DEN	Ayala's RMAC, LLC	18
Canvas Credit Union @ DEN	Canvas Credit Union	6
Concessions International @ DEN	CI/CP, LLC	28
Concessions International @ DEN	CI/Wystone, LLC	15
Concessions International @ DEN	Concessions Colorado, LLC	40
Concessions International @ DEN	Concessions Denver, LLC	22
Concessions International @ DEN	Concessions Int'l/Panda Express, J.V.	44
Delaware North @ DEN	CA Concessions of Colorado, Inc.	12
Delaware North @ DEN	DEN DN - BIG C, LLC	17
Delaware North @ DEN	DN/Optimal/Trugoy DEN, LLC	43
Denver Airport Enterprises LLC @ DEN	Denver Airport Enterprises, LLC	36
DIA Wine Bar @ DEN	DIA Wine Bar, LLC	10
DIA Wine Bar @ DEN	DIA Wine Bar, LLC	11

CONCESSIONAIRES CONTINUED



<u>RTD Company Name</u>	<u>Company Name</u>	<u>Employees</u>
Doc 1 @ DEN	Doc 1 Solutions, LLC	10
Emerging Airport Partners @ DEN	Emerging Airport Partners, LLC	17
HMS Host @ DEN	Host CTI DEN F&B STA, LLC	12
HMS Host @ DEN	Host DSL DEN FB, LLC	66
HMS Host @ DEN	Host International, Inc.	89
HMS Host @ DEN	Host TGI DEN GD FB, LLC	62
HMS Host @ DEN	Host-CTI DEN F&B II, LLC	19
Hudson Group/WDFG, NA @ DEN	HG Denver JV	150
InMotion Entertainment @ DEN	InMotion DEN-B, LLC	15
JAF Concessions	JAF Concessions, LLC	10
Kabod Coffee @ DEN	EL-ROI, LLC	15

CONCESSIONAIRES CONTINUED



<u>RTD Company Name</u>	<u>Company Name</u>	<u>Employees</u>
Kabod Coffee @ DEN	EL-ROI, LLC	15
Kabod Coffee @ DEN	Muluye Hailemariam	7
Kabod Coffee @ DEN	Muluye Hailemariam	20
McDonald's @ DEN (Wonderful One, Inc)	McDonalds USA LLC	46
McDonald's @ DEN (Wonderful One, Inc)	McDonalds USA LLC	70
McDonald's @ DEN (Wonderful One, Inc)	McDonalds USA LLC	83
Midfield Concession Enterprises, Inc @ DEN	MCE-DIA, LLC	115
Mission Yogurt @ DEN	Love From Mission JV, LLC	15
Mission Yogurt @ DEN	Mission Yogurt, Inc.	84
Mission Yogurt @ DEN	Mission Yogurt, Inc.	157
Mission Yogurt @ DEN	Mission Yogurt, LLC	15
Mission Yogurt @ DEN	Smokin' Bear, LLC	111
MRG-Denver @ DEN	MRG Denver, LLC	57

CONCESSIONAIRES CONTINUED



<u>RTD Company Name</u>	<u>Company Name</u>	<u>Employees</u>
MRG-Denver @ DEN	MRG Denver, LLC	22
MRG-Denver @ DEN	MRG Denver, LLC	29
New Belgium Brewery @ DEN	HFF-LEI-HPH DEN, LLC	69
OTG DEN Venture @ DEN	OTG DEN Venture, LLC	0
Paradies @ DEN - Terminal C	Provenzano Resources, Inc.	51
Paradies Shops, LLC @ DEN	LS and Partners @ DEN, LLC	37
Paradies Shops, LLC @ DEN	PARADIES LAGARDERE @ DEN 2017, LLC	3
Paradies Shops, LLC @ DEN	Paradies-Taste 5280, LLC	187
Plaza Premium Group @ DEN	Plaza Premium	65
Quiz DIA Holdings LLC @ DEN	Quiz-DIA Holdings, LLC	49
Quiz DIA Holdings LLC @ DEN	Quiz-DIA Holdings, LLC	73
Skyport Hospitality @ DEN	CI/DRC, LLC	31
Skyport Hospitality @ DEN	DEN Breakfast, LLC	58

CONCESSIONAIRES CONTINUED



<u>RTD Company Name</u>	<u>Company Name</u>	<u>Employees</u>
Skyport Hospitality @ DEN	Denver Concession Group, LLC	14
Skyport Hospitality @ DEN	DFASS Partnership Group, LLC	47
Skyport Hospitality @ DEN	DIA F&B Concessions, LLC	7
Skyport Hospitality @ DEN	DIA Health & Beauty, LLC	3
Skyport Hospitality @ DEN	DIA Juice, LLC	10
Skyport Hospitality @ DEN	DIA Retail Fashion, LLC	32
Skyport Hospitality @ DEN	DIA Steakhouse, LLC	71
Skyport Hospitality @ DEN	Dos Amigos Joint Venture, LLC	18
Skyport Hospitality @ DEN	FM Wok, LLC	38
Skyport Hospitality @ DEN	Skyport Development Company, LLC	121
Skyport Hospitality @ DEN	Skyport Group, LLC	63
Skyport Hospitality @ DEN	Skyport Holdings, LLC	5

CONCESSIONAIRES FINAL



<u>RTD Company Name</u>	<u>Company Name</u>	<u>Employees</u>
Skyport Hospitality @ DEN	Skyport Holdings, LLC	11
Skyport Hospitality @ DEN	Skyport Holdings, LLC	20
Skyport Hospitality @ DEN	Skyport Holdings, LLC	25
Skyport Hospitality @ DEN	Skyport Holdings, LLC	44
Skyport Hospitality @ DEN	The Aviators Holding Company, LLLP	27
Smarte Carte, Inc. @ DEN	Smarte Carte, Inc.	4
Stellar Partners @ DEN	Stellar Partners, Inc.	32
Tastes 5280 LLC @ DEN	Tastes Denver, LLC	28
Tastes 5280 LLC @ DEN	Tastes Mercantile Denver, LLC	80
The Ave Group, LLC @ DEN	The AVE Group, LLC	10
Villa Pizza @ DEN	AAKD, LLC	32
World Wide Insurance & Business Services, Inc. @ DEN	World Wide Insurance & Business Services, Inc.	9
	Total:	2987

