

**ORDINANCE/RESOLUTION REQUEST**

*\*All fields must be completed.\*  
Incomplete request forms will be returned to sender which may cause a delay in processing.*

**Date of Request: 10/27/2015**

Please mark one:       **Bill Request**                      or               **Resolution Request**

**1. Has your agency submitted this request in the last 12 months?**

**Yes**                       **No**

**If yes, please explain:**

**2. Title :** Advantage Opco, LLC d/b/a Advantage Rent A Car Concession Agreement (PLANE-2013-14186-01) whose principal business is renting car rental services to the general public at Denver International Airport (DEN).

**3. Requesting Agency:** Department of Aviation

**4. Contact Person:** (With actual knowledge of proposed ordinance/resolution.)

- **Name:** Amy Raaz
- **Phone:** (303) 342-2201
- **Email:** Amy.Raaz@flydenver.com

**5. Contact Person:** (With actual knowledge of proposed ordinance/resolution who will present the item at Mayor Council and who will be available for first and second reading, if necessary.)

- **Name:** Neil Maxfield
- **Phone:** 303 342-2574
- **Email:** [neil.maxfield@flydenver.com](mailto:neil.maxfield@flydenver.com)

**6. General description of proposed ordinance including contract scope of work if applicable:**

The company will operate a non-exclusive concession for the rental of motor vehicles to the traveling public, including the right to ingress and egress the curbside at the Terminal to transport its customers in accordance with the Airport Rules and Regulations. The company will compensate DEN the greater of a Minimum Annual Guaranteed (MAG) or 10% of the company's annual gross revenues.

- a. **Contract Control Number:** PLANE-2013-14186-01
- b. **Duration:** 5 years
- c. **Location:** DIA
- d. **Affected Council District:** 11
- e. **Benefits:** Providing car rental services to the general public
- f. **Costs:** Revenue

<i>Current Contract Amount</i> <i>(A)</i>	<i>Additional Funds</i> <i>(B)</i>	<i>Total Contract Amount</i> <i>(A+B)</i>
\$1,994,622/year	\$(5142)	\$1,989,480/year

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
04/01/14 to 12/31/15	5 years	12/31/2020

- g. **Date Goals Assigned:** 10/23/2013
- h. **Goals:** 2%

**7. Is there any controversy surrounding this ordinance? (Groups or individuals who may have concerns about it?) Please explain.** No controversy.

*To be completed by Mayor's Legislative Team:*

SIRE Tracking Number: \_\_\_\_\_

Date: \_\_\_\_\_

## Key Contract Terms

Type of Contract: Concession Agreement

Professional Services > \$500K     Lease     Design or Construction for airport improvements > \$5M  
 Grant     IGA     Sale of Real Property     Sale of Personal Property

Vendor/Contractor Name: Advantage Opco, LLC d/b/a Advantage Rent A Car

Contract control number: PLANE-2013-14186-01

City's contract manager: Francisco Alonzo

Was this contractor selected by competitive process? No.

Direct Negotiation - All existing on-airport car rental companies will be honored with a five-year amendment to allow DEN time to analyze, evaluate, and implement a new plan for the Rental Car Program.

Has this contractor provided these services to the City before?  Yes     No

Term/Duration of contract/project: 04/01/2014 – 12/31/2020

Is this a new contract?     Yes     No    Is this an Amendment?     Yes     No    If yes, how many? 1<sup>st</sup> Amendment

Renewal terms: 0

Purpose: Concession Agreement

Scope of services to be provided with performance bench marks: The company will operate a non-exclusive concession for the rental of motor vehicles to the traveling public, including the right to ingress and egress the curbside at the Terminal to transport its customers in accordance with the Airport Rules and Regulations.

Cost/value: \$1,989,480/year

Source of funds: The Company will compensate DEN the greater of a Minimum Annual Guaranteed (MAG) or 10% of the company's annual gross revenues.

Benefit: Providing rental car services to the general public.

Termination provision for City and for contractor: The Agreement shall be terminable by the Manager upon six (6) months' written notice to the Company.

Is this contract subject to:     W/MBE     DBE     SBE     XO101     ACDBE     N/A

WBE/MBE/DBE commitments (construction, design, Airport concession contracts):

Who are the subcontractors to this contract? TBD

Location: Denver International Airport

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Date: \_\_\_\_\_

Affected Council District: 11

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*To be completed by Mayor's Legislative Team:*

SIRE Tracking Number: \_\_\_\_\_

Date: \_\_\_\_\_