

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: 6/28/2017

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:** Standard Airport Concession Agreement with HFF LEI HPH DEN, LLC dba New Belgium Brewing Sports Bar for a Colorado Focused Sports Bar on Concourses B (Contract No.201630950)

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

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

- **Name:** Aaron Barraza
- **Phone:** (303) 342-2261
- **Email:** Aaron.Barraza@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

6. **General description of proposed ordinance including contract scope of work if applicable:** This is a 10 year concession agreement with HFF LEI HPH DEN, LLC dba New Belgium Brewing Sports Bar for a Colorado Focused Sports Bar on Concourses B. The concession space will total approximately 3,948.3 square feet on Concourse B., with a vibrant sports bar themed concession with high quality decor, state of the art HD flat panel television displays that draw customers into the location and provides an ambiance that corresponds with our collegiate and professional Colorado's sport teams. The Revenue Management Division believes an updated Colorado Focused Sports Bar will accommodate the increasing demand from DEN patrons while providing innovative facility designs that complement the DEN brand and concourse passenger flow.

a. **Contract Control Number:** 201630950

b. **Duration:** 10 years

c. **Location:** DEN

d. **Affected Council District:** 11

e. **Benefits:** The goals of the Colorado-focused Sports Bar location is intended for the development of a sports bar and restaurant representative of the collegiate and professional sports scene of the Colorado Rocky Mountain Front Range. The restaurant will offer menus that cover all day parts and are consistent with the concept themes or brands. Provide food pairings typical of a sports bar and do so with some influence from the farm-to-table movement focusing on high quality ingredients. Hybrid food/menu models will be considered within the concession space and seasonal menu rotation at a fair price to all passengers and airport users, provide innovative facility designs that complement the design of the terminal, provide business opportunities for Airport Concession Disadvantaged Business Enterprises (ACDBE's), and optimize Airport revenues and concession sales.

f. **Costs:** \$733,762.50 minimum annual percentage fee in estimated annual revenue to DEN

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____

<i>Current Contract Amount</i> (A)	<i>Additional Funds</i> (B)	<i>Total Contract Amount</i> (A+B)
\$733,762.50 annually	N/A	\$733,762.50 annually

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
10 years	N/A	10 years

g. **Date Goals Assigned:** September 13, 2016.

h. **Goals:** ACDBE goal of 33% and a 25% MWBE goal

7. **Is there any controversy surrounding this ordinance?** (*Groups or individuals who may have concerns about it?*) **Please explain.** N/A

Key Contract Terms

Type of Contract:

Professional Services > \$500K Lease Design or Construction for airport improvements > \$5M

Grant IGA Sale of Real Property Sale of Personal Property Revenue

Vendor/Contractor Name: HFF LEI HPH DEN, LLC dba New Belgium Brewing Sports Bar

Contract control number: 201630950

City's contract manager: Rick Neel

Was this contractor selected by competitive process? Yes, Competitive Request for Proposal (RFP)

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

Term/Duration of contract/project: 10 years

Is this a new contract? Yes No Is this an Amendment? Yes No If yes, how many? _____

Renewal terms: N/A

Purpose: The proposer will construct, fit and finish, operate, maintain, and manage the offered Colorado-focused Sports Bar for use by Airport passengers.

Cost/value: \$733,762.50 in anticipated annual revenue to DEN

Source of funds: Revenue Contract

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____

Benefit: The goals of the Colorado-focused Sports Bar location is intended for the development of a sports bar and restaurant representative of the collegiate and professional sports scene of the Colorado Rocky Mountain Front Range. The restaurant will offer menus that cover all day parts and are consistent with the concept themes or brands. Provide food pairings typical of a sports bar and do so with some influence from the farm-to-table movement focusing on high quality ingredients. Hybrid food/menu models will be considered within the concession space and seasonal menu rotation at a fair price to all passengers and airport users, provide innovative facility designs that complement the design of the terminal, provide business opportunities for Airport Concession Disadvantaged Business Enterprises (ACDBE's), and optimize Airport revenues and concession sales.

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? ACDBE partner in the joint venture is between LEI Airport Concessions, LLC (20% ACDBE Owner), and Hyde Park Hospitality, LLC (13% ACDBE Owner).

Location: Denver International Airport (DEN)

Affected Council District: 11

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____