

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: 1/31/2017

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: Denver International Airport requests first Amendment to Marshall Retail Group LLC and MRG, LLC d/b/a Flight Stop Contract No. 201416498

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:

Flight Stop wishes to participate in the Premium Value Concessions Program. This amendment adds the Major /Minor Merchandises Category. Further this amendment adds Joint Marketing Fund participation by Concessionaire. The Concession Agreement amendments change the Premium Value Concessions program provision regarding Merchandise Categories. The categories are being changed due to expanded permitted uses; cessation of category; or to correct error in original categorization. The Merchandise Categories set up peer groups such that competition(s) exist within similar types of businesses.

The Premium Value Concessions (PVC) program is designed to provide an objective method of evaluating Concessions to determine which Concessions are top performers in their merchandise category and therefore eligible to receive the Program benefit. Three criteria categories are delineated in the PVC program: (i) Operations (ii) Financial (iii) Customer Service. The Program Benefit provides the successful concessionaire the opportunity to enter into direct negotiations with the Airport for a new concession agreement.

- a. Contract Control Number:** 201416498-01
- b. Duration:** 7 years
- c. Location:** DEN
- d. Affected Council District:** 11
- e. Benefits:** Allows participation in the Premium Value Concessions Program and adds Joint Marketing Fund participation
- f. Costs:**

<i>Current Contract Amount</i> (A)	<i>Additional Funds</i> (B)	<i>Total Contract Amount</i> (A+B)
\$62,500 / month		\$62,500 / month

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
2-26-2015 – 12-31-2022	N/A	No change

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____

g. Date Goals Assigned 2-26-2015

h. Goals: 25% ACDBE

7. Is there any controversy surrounding this ordinance? (*Groups or individuals who may have concerns about it?*) None are known.

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____

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

Vendor/Contractor Name: Marshall Retail Group LLC and MRG, LLC d/b/a Flight Stop

Contract control number: 201416498-01

City's contract manager: Laurie McNulty

Was this contractor selected by competitive process? N/A –amendment to existing agreement

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

Term/Duration of contract/project: 7 years

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

Renewal terms: N/A

Purpose: Allows participation in the Premium Value Concessions Program and adds Joint Marketing Fund participation

Cost/value: No change in compensation/revenue requirements.

Source of funds: Revenue Agreement

Benefit: Allows participation in the Premium Value Concessions Program and adds Joint Marketing Fund participation

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? This amendment continues the same construction obligations set forth in the Concession Agreement revising the minimum obligation requirement as to its scope of work. The DEN Tenant Project Manager will work with DSBO to ensure that any construction performed meets with the DSBO commitments.

Location: DEN

Affected Council District: 11

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____