

ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor's Legislative Team
at MileHighOrdinance@DenverGov.org by 9 a.m. Friday. Contact the Mayor's Legislative team with questions

Date of Request: January 16, 2025

Please mark one: ☐ Bill Request or ☒ Resolution Request

Please mark one: The request directly impacts developments, projects, contracts, resolutions, or bills that involve property and impact within .5 miles of the South Platte River from Denver's northern to southern boundary? (Check map [HERE](#))

☐ Yes ☒ No

1. Type of Request:

☒ Contract/Grant Agreement ☐ Intergovernmental Agreement (IGA) ☐ Rezoning/Text Amendment

☐ Dedication/Vacation ☐ Appropriation/Supplemental ☐ DRMC Change

☐ Other:

2. **Title:** Approves a contract with Frasca & Associates, LLC for \$4,000,000.00 and for three years with two one-year options to extend, for on-call financial management consulting services to support Denver International Airport (DEN) in Council District 11 (PLANE-202475708).

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

4. Contact Person:

Contact person with knowledge of proposed ordinance/resolution (e.g., subject matter expert)	Contact person for council members or mayor-council
Name: Chayot Ing-Aram, SVP Financial Planning	Name: Kevin Forgett, State and Local Legislative Advisor
Email: chayot.ing-aram@flydenver.com	Email: Kevin.Forgett@flydenver.com

5. General description or background of proposed request. Attach executive summary if more space needed:

Frasca & Associates, LLC ("FRASCA") has served more than 60 airport clients and have advised on a full range of airport management issues. Its experience includes expertise in airline rates and charges, capital program planning and funding, use and lease agreement negotiations, passenger facility programs, project delivery consulting services, Public Private Partnerships ("P3"), including CONRAC facilities.

FRASCA is the only firm to combine financial advisory expertise, as a MSRB registered firm, with a full range of airport management consulting experience. This gives it a unique perspective that very few other consultants are able to provide and ensures that its services fully integrate the expectations of numerous airport stakeholders, the financial markets and potential private sector partners. FRASCA serves clients nationwide and has a strong track record of providing cost effective and innovative consulting services for large hub airports such as DEN.

FRASCA will assist in the advancement of DEN's strategic plan, Vision 100, in a number of ways. As DEN looks to grow its infrastructure, it will be critical to ensure that it has the capacity to handle the analytical needs, remains compliant with any anticipated regulatory changes, and can continue to scale its finance and accounting functions as the organization grows. This contract will help provide that capacity through the scopes of work listed below.

6. **City Attorney assigned to this request (if applicable):** Kevin Cain

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____

7. **City Council District:** District 11

8. ****For all contracts, fill out and submit accompanying Key Contract Terms worksheet****

Key Contract Terms

Type of Contract: (e.g. Professional Services > \$500K; IGA/Grant Agreement, Sale or Lease of Real Property): Professional Services > \$500k

Vendor/Contractor Name (including any dba's): Frasca & Associates, LLC

Contract control number (legacy and new): PLANE-202475708

Location: Denver International Airport

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

Contract Term/Duration (for amended contracts, include existing term dates and amended dates):

Total Term: 3 years, plus two optional one-year extensions

Contract Amount (indicate existing amount, amended amount and new contract total):

<i>Current Contract Amount</i>	<i>Additional Funds</i>	<i>Total Contract Amount</i>
<i>(A)</i>	<i>(B)</i>	<i>(A+B)</i>
\$4,000,000	N/A	\$4,000,000

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
3 years, plus two optional one-year extensions	N/A	3 years, plus two optional one-year extensions ;12/1/2029

Scope of work:

Financial Consulting Services:

The contractor may provide professional financial and economic management services for the Denver Airport System, assisting the CEO as needed. Key responsibilities include developing and reviewing airline rates, fees, and charges, improving financial models, and training airport staff in their use. The contractor may prepare financial feasibility reports for capital projects funded through additional revenue bonds, ensuring compliance with bond ordinances and airline use and lease agreements. They may also support renegotiations of airline use and lease agreements, advise on capital program compliance, and offer strategic oversight for major projects like the Great Hall Program and the Consolidated Rental Car Facility.

Passenger Facility Charge (PFC) Application Consulting Services:

The contractor may provide comprehensive Passenger Facility Charge (PFC) application consulting services for the airport. This includes identifying projects eligible for PFC funding, developing strategies for effective use of PFC revenues in line with the airport's long-term financial and operational goals, and advising on optimizing PFC collection levels and durations. The contractor may assist in preparing and submitting accurate PFC applications in accordance with FAA regulations, manage all related events and correspondence, and keep the airport informed of any regulatory changes affecting PFC applications or collections. They may also offer expert advice on best practices, conduct training sessions to build in-house expertise in PFC management, and be available for consultation on PFC matters as needed.

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Was this contractor selected by competitive process? Yes

If not, why not?

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

Source of funds: Operations & Maintenance (O&M)

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

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): 14%

Who are the subcontractors to this contract? N/A

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