

May 11, 2016

Happy Haynes
Executive Director of Parks and Recreation
City of Denver
201 West Colfax Avenue, Department 601
Denver, CO 80202

Dear Happy:

Facility rental opportunities have been popular at Denver Botanic Gardens for decades. Beyond raising important operating funds, they create shared experiences in the setting of the Gardens. As we have built out the Master Development Plan at both sites (York Street and Chatfield Farms), new settings have been created and some have been abandoned in order to facilitate public enjoyment of the Gardens while private events are occurring. We are asking for updated maximum rental fees, which acknowledges the need to negotiate seasonally adjusted discounts, weekdays versus weekends, and discounts for non-profits. In some cases, especially when there is direct mission alignment, we offer sites at no rental charge.

Many proposed prices are stable and the increases are modest, based on demand and area competition. It has been eight years since we have made such a request and inflation has been approximately 11% over that period of time. There are few or no comparable venues for Garden sites. For meeting rooms and pavilions, we studied numerous locations from historic sites to hotels. In each case, costing formulas are widely different from one to another. For example, we do not add charges for tables and chairs, while most venues do. A couple of further examples. Hudson Gardens is less expensive during the week and more expensive on weekends for a similar pavilion. Nearby hotels in Cherry Creek, like the JW Marriott, charge by person rather than space. Plus, they require in-house catering, as does the Denver Museum of Nature and Science. We do not. Altogether, we believe our ranges are at or below market rates.

We are asking for approval moving forward for price maximums as shown below.

Thank you for your consideration.

Sincerely,

Brian Vogt, CEO

York Street

Sites	Current Maximum	Requested New Maximum
Full Facility	\$15,000	\$15,000
Mitchell Hall ½ Day	\$4,500	\$5,000
Mitchell Hall Full Day	\$5,500	\$6,000
Lobby Court ½ Day	\$750	\$800
Lobby Court Full Day	\$900	\$1,000
Classroom A	Abandoned	
Classrooms B and C ½ Day	\$300	Same
Classrooms B and C Full Day	\$400	Same
Full Facility	\$15,000	Same
<i>(Very rare)</i>		
Romantic Garden 1 Hour Wedding	\$1,800	\$2,000
Romantic Garden ½ Day	\$2,300	\$2,500
Gates Hall ½ Day	\$1,700	\$2,000
Gates Hall Full Day	\$2,200	\$3,000
Gates Garden Court ½ Day	\$1,300	\$1,500
Gates Garden Court Full Day	\$2,000	Same
All American Selections Garden	Abandoned	
AAS/Annuals Garden (new) ½ Day	\$2,000	\$3,000
AAS/Annuals Full Day	\$2,500	\$4,000
Woodland Mosaic Gazebo	Abandoned	
Green Solarium ½ Day	\$1,800	\$2,000
Green Solarium Full Day	\$2,300	\$3,000
Water Garden Gazebo ½ Day	\$1,000	Same
South African Plaza 1 Hour Wedding	\$1,800	\$2,000
South African Plaza ½ Day	\$2,300	\$2,500
Welcome Garden	\$1,000	Same
West Terrace ½ Day	\$2,500	\$2,750
West Terrace Full Day	\$3,000	\$3,250
Orangery ½ Day	\$2,500	\$3,000
Orangery Full Day	\$3,000	\$3,500
Amphitheater and Tent ½ Day	\$5,000	\$5,500
Amphitheater and Tent Full Day	\$6,000	\$7,000
Marnie's Pavilion ½ Day	\$2,500	\$3,000
Marnie's Pavilion Full Day	\$3,000	\$3,500
Green Roof Terrace (2 hours)	\$500	Same
Oak Grove	\$1,500	\$2,500

Chatfield Farms

Green Farm Barn	\$400	\$450
Deer Creek Stables	New	\$550
Schoolhouse	\$150	\$200
Polly Steele House	\$175	\$225
Terrace	\$300	\$350
Chapel	\$750	\$800