

# EXECUTIVE SUMMARY

## Background:

In 2017 Denver Arts & Venues (DAV), through GS Purchasing Division, released an RFP for Event and Personnel Staffing services for DAV facilities. These services include guest relations, event security, crowd control, ushering, ticket-scanning, traffic control and various other services. Argus Event Staffing, LLC. was awarded a three-year service contract THTRS-201738467, from 1/1/2018 through 12/31/2020 with an option for two mutually agreed upon, one-year extensions through 12/31/2022.

The Contractor provides a variety of safety, public order, and crowd control services at DAV events including but not limited to ushers, flaggers/parking services, entry point screening, bag checking, ticket scanning and Covid-19 vaccination verification for patron entry.

In addition to providing services at DAV locations during events and performances, the Contractor currently provides services at Mile High Stadium, the University of Colorado at Boulder, the 1<sup>st</sup> Bank Center in Broomfield, Ball Arena, Coors Field, the University of Denver, and Dick's Sporting Goods Park.

## Current Circumstances:

On September 8, 2022, General Services Purchasing and DAV posted a solicitation for Event Staffing and Personnel Services at DAV facilities including Red Rocks Amphitheatre, the Denver Performing Arts Complex, the Denver Coliseum, the McNichols Civic Center Building and the future Loretto Heights Theater. The evaluation and award process has been delayed due to appeals from a proposer which has resulted in the request for extension.

## Current Request:

DAV is seeking City Council approval of an amendment with Argus Event Staffing to provide services through February 29, 2024 and to increase the maximum allowable expenditures by \$12,000,000 to \$46,000,000; The need for the increased contract amount is driven by:

- The services are indispensable to the provision of hosting events at Denver Arts & Venues facilities. Arts & Venues will be unable to enter into a new contract with any service prior to the expiration of the existing agreement.
- In the event that a new service provider is awarded, a transition period including hiring and training will be required. This cannot reasonably occur once the event season has begun.
- The length of the requested extension is due to business needs. Because of the daily event schedule once Red Rocks opens for the 2023 season, it will be impossible to change service provider mid-season.
- The holiday performance schedule at the Denver Performing Arts Complex will make it impossible to change service providers prior to February of 2024.

