

BILL/ RESOLUTION REQUEST

- 1. Title:** Approves a concession agreement, 201102125-00, with XpresSpa Denver Airport, LLC dba XpresSpa for a five-year term at \$95,200 minimum annually to provide consumer service-massage and related spa services on Concourse C.

- 2. Requesting Agency:** DIA

- 3. Contact Person *with actual knowledge of proposed ordinance***
Name: Stacy Corbett
Phone: 303-342-2506
Email: stacy.corbett@flydenver.com

- 4. Contact Person *with actual knowledge of proposed ordinance who will present the item at Mayor Council and who will be available for first and second reading, if necessary***
Name: Brian Elms
Phone: 303-619-7353
Email: brian.elms@flydenver.com

- 5. Describe the proposed ordinance, including what the proposed ordinance is intended to accomplish, who's involved**
 - a. Scope of Work**

XpresSpa Denver Airport, LLC was selected for this concession location in the center core of Concourse C through an RFP process issued on December 6, 2010 for a consumer service-massage and related spa services concept.

 - b. Duration**

Date of Execution to 6/30/2017 (approximately 5 years)

 - c. Location**

DIA

 - d. Affected Council District**

11

 - e. Benefits**

Products and services to be provided to the traveling public on Concourse C. XpresSpa will offer chair and table massage services, other services including facials, manicures, and pedicures, and a small selection of spa-related retail items. Estimated incremental sales revenues of \$1 million resulting in annual rental revenue of the greater of a Minimum Annual Guarantee (MAG) of \$95,200 or percentage compensation of gross revenues: 10% for less than \$1 million; 12% for \$1 million - \$2 million; and 14% for over \$2 million.

 - f. Costs**

Revenue

6. Is there any controversy surrounding this ordinance, groups or individuals who may have concerns about it? Please explain.

No

Bill Request Number: BR12-0027

Date: 12/27/2011