

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: 9/30/2014

Please mark one: [X] Bill Request or [] Resolution Request

1. Has your agency submitted this request in the last 12 months? [] Yes [X] No

If yes, please explain:

2. Title: Denver International Airport requests a new Concession Agreement with Clear Channel Outdoor, Inc. d/b/a Clear Channel Airports to provide Gate hold Television Programming and Advertising Services in the airline gate hold rooms on Concourses A, B, and C.

3. Requesting Agency: Department of Aviation

4. Contact Person: (With actual knowledge of proposed ordinance/resolution.)

- Name: Amy Raaz
Phone: (303) 342-2201
Email: Amy.Raaz@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: John Ackerman
Phone: (303) 342-2568
Email: john.ackerman@flydenver.com

6. General description of proposed ordinance including contract scope of work if applicable: This contract is with Clear Channel Outdoor, Inc. dba Clear Channel Airports to provide Gate hold Television Programming Services that appeal to all segments of the traveling public.

- a. Contract Control Number: PLANE-201312566-00
b. Duration: DOE to last day of month 5 years from Required Opening Date
c. Location: DIA - Concourses A, B and C in the airline gate hold rooms
d. Affected Council District: 11
e. Benefits: It will improve the traveling public's experience and will generate non-airline revenue
f. Costs: Revenue Agreement

Table with 3 columns: Current Contract Amount (A), Additional Funds (B), Total Contract Amount (A+B). Values: \$150,000.00 Annually, N/A, \$150,000.00 Annually

Table with 3 columns: Current Contract Term, Added Time, New Ending Date. Values: 5 years from Required Opening Date, 0, 5 years from Required Opening Date

- g. Date Goals Assigned: 01/02/2013; again on 8/14/2014
h. Goals: ACDBE goal: 0%

7. Is there any controversy surrounding this ordinance? Please explain.
None are known.

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____

Key Contract Terms

Vendor/Contractor Name: Clear Channel Outdoor, Inc. dba Clear Channel Airports

Contract control number: PLANE-20131256-00

City's contract manager: Pamela DeChant

Was this contractor selected by competitive process? Yes. An RFP was issued on January 27, 2013 and proposals were received on June 23, 2013. An independent review panel interviewed the proposers on July 19, 2013, and made a recommendation to the Manager of Aviation for the selection of Clear Channel Outdoor, Inc. dba Clear Channel Airports, to provide the gate hold room television programming and advertising services.

Was it the low bid? N/A

Term/Duration of contract/project: 5 years from Required Opening Date

Renewal terms: N/A

Purpose: Gatehold Television Programming and Advertising Services

Scope of services to be provided with performance bench marks: The company will provide Television Programming Services that appeal to all segments of the traveling public. The Television Programming Services shall consist of, but will not be limited to, current news, sports, weather, local and national entertainment programs. The company shall have the ability to broadcast airport customized messaging when requested or needed, and have the ability to sell advertising services to local, national and international advertisers to generate revenue opportunities.

Cost/value: The company will compensate DIA the greater of a Minimum Annual Guarantee (MAG) of \$150,000.00, or the below escalating percentage of the company's annual gross revenues:

\$0 - \$1,000,000 = 15%

\$1,000,001 - \$2,000,000 = 20%

\$2,000,001 and over = 25%

Required Minimum Investment: \$920,000.00

Source of funds: Revenue Agreement

Benefit: It will improve the traveling public's experience and will generate non-airline revenue.

Termination provision for City and for contractor: Yes – in Section 4.02, paragraphs B & C of Concession Agreement.

The Commercial section contacted the Division of Small Business and Opportunity (DSBO) and they have determined that this contract's Scope of Services will have 0% ACDBE participation.

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): Concession Agreements have been assigned a 30% goal for design and construction.

Who are the subcontractors to this contract? TBD

Location: Concourses A, B and C at Denver International Airport in the airline gate hold rooms.

Affected Council District: 11

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