

ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor’s Legislative Team
at MileHighOrdinance@DenverGov.org by **3:00pm on Monday**.

**All fields must be completed.*
Incomplete request forms will be returned to sender which may cause a delay in processing.*

Date of Request: 9/19/2017

Please mark one: Bill Request or Resolution Request

1. Has your agency submitted this request in the last 12 months?

Yes No

If yes, please explain:

2. **Title:** Amendment to original Welcome Sign Contract with Panasonic Enterprise Solutions Company (PESCO) (201631761-01)

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

4. **Contact Person:**

- **Name:** John Karner
- **Phone:** (303) 342-2486
- **Email:** john.karner@flydenver.com

5. **Contact Person:**

- **Name:** Aaron Barraza
- **Phone:** (303) 342-2261
- **Email:** aaron.barraza@flydenver.com

6. **General description of proposed ordinance including contract scope of work if applicable:**

This is a first amendment to the original agreement with Panasonic Enterprise Solutions Company (PESCO) for the implementation of an improved and technologically advanced “Welcome Sign” for the Denver International Airport. The original agreement was structured as revenue shared where PESCO and DEN had both made an up front capital investment in the new welcome sign and agreed that a portion of their investments and costs were to be offset with advertising revenues shared proportionally to each entities’ upfront investment. In light of regulatory challenges, an amendment is required to change the contract to a standard design/build contract for PESCO to construct and install the sign and an ongoing managed service contract for future O&M of the “Welcome Sign.” In this new structure, advertising revenue will not be shared with PESCO but instead received fully by DEN for recovery of the airport’s upfront capital investment.

- a. **Contract Control Number:** 201631761-01
- b. **Duration:** 12 years (Reducing original contract term by 4 years)
- c. **Location:** DEN
- d. **Affected Council District:** 11
- e. **Benefits:** Adjusts contract structure to allow for continuation in construction and installation of advanced and innovative Welcome Sign at DEN.
- f. **Costs:** Adding \$7,469,673 for a new not to exceed amount of \$14,516,951

<i>Current Contract Amount</i> (A)	<i>Additional Funds</i> (B)	<i>Total Contract Amount</i> (A+B)
\$7,047,278.00	\$7,469,673	\$14,516,951

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
12/23/2016 – 11/23/2032	(4 years)	11/23/2028

g. **Date Goals Assigned:** N/A

To be completed by Mayor’s Legislative Team:

SIRE Tracking Number: _____

Date: _____

h. Goals: N/A

7. Is there any controversy surrounding this ordinance? (*Groups or individuals who may have concerns about it?*) **Please explain.**

Key Contract Terms

Vendor/Contractor Name: PESCO

Contract control number: 201631761-01

City's contract manager: John Karner

Was this contractor selected by competitive process? PESCO was originally identified and subsequently contracted with the City as an Innovative Technology Partner of DEN as a result of a competitive procurement selection process.

Term/Duration of contract/project: 12 years

Renewal terms: None

Purpose: Construction, installation, and ongoing managed service for O&M of the "Welcome Sign"

Scope of services to be provided with performance bench marks: Yes

Cost/value: \$14,516,951.00

Source of funds: Airport Revenue Fund (O&M)

Benefit: Adjust original contract structure to allow for continuation in construction and installation of advanced and innovative Welcome Sign at DEN.

Termination provision for City and for contractor: Yes

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): N/A

Who are the subcontractors to this contract? N/A

Location: DEN

Affected Council District: District 11

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