

BILL/ RESOLUTION REQUEST

- 1. Title:** Approves a concession agreement, 201102305-00, with Tugals, LLC dba TULEH RUCHE for a five-year term at \$100,300.00 minimum annually to provide Specialty Retail Women's Fashions and Accessories on Concourse B.

- 2. Requesting Agency:** DIA

- 3. Contact Person *with actual knowledge of proposed ordinance***
Name:Susan H. Moore
Phone:(303) 342-2510
Email:susanh.moore@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**

Tugals, LLC d/b/a/ TULEH RUCHE was selected for the Specialty Retail Women's Fashions and Accessories concept, to be located in Concourse B Center Core, through a Request for Proposal process issued March 7, 2011.

 - b. Duration**

Date of Execution to 11/30/2017 (approx. 5 years)

 - c. Location**

DIA

 - d. Affected Council District**

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 - e. Benefits**

This revenue contract will offer new choices to the traveling public on Concourse B in the form of high quality .women's fashions and accessories, including international, national, and local designs. In addition, outfits may be accessorized with jewelry, sunglasses, bags, belts, scarve, and other trendy accessories. Estimated annual gross sales of \$1,000,000 during the first year and increasing incrementally to \$1,242,527 over the five-year term will result in annual rental revenue to the Airport of the greater of a Minimum Annual Guarantee (MAG) of \$100,300.00 or percentage compensation of gross revenues of 10% for less than \$1 million; 12% for \$1million - \$2 million; 14% for over \$2 million. Some of the

brands to be offered by TULEH RUCHE include Michael Kors, Juicy Couture, Pandora, Vera Bradley, Anne Klein, and DKNY.

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: BR12-0028

Date: 12/27/2011