

ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor's Legislative Team

at MileHighOrdinance@DenverGov.org by 9 a.m. Friday. Contact the Mayor's Legislative team with questions

Date of Request: January 9, 2025

Please mark one: ☐ Bill Request or ☒ Resolution Request

Please mark one: The request directly impacts developments, projects, contracts, resolutions, or bills that involve property and impact within .5 miles of the South Platte River from Denver's northern to southern boundary? (Check map [HERE](#))

☐ Yes ☒ No

1. Type of Request:

☒ Contract/Grant Agreement ☐ Intergovernmental Agreement (IGA) ☐ Rezoning/Text Amendment

☐ Dedication/Vacation ☐ Appropriation/Supplemental ☐ DRMC Change

☐ Other:

2. **Title:** Approves a contract with Anchor Enterprises, LLC for \$3,000,000.00 and for three years with two one-year options to extend, for on-call financial management consulting services to support Denver International Airport (DEN), in Council District 11 (PLANE-202473764).

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

4. Contact Person:

Contact person with knowledge of proposed ordinance/resolution (e.g., subject matter expert)	Contact person for council members or mayor-council
Name: Chayot Ing-Aram, SVP Financial Planning	Name: Kevin Forgett, State and Local Legislative Advisor
Email: chayot.ing-aram@flydenver.com	Email: Kevin.Forgett@flydenver.com

5. General description or background of proposed request. Attach executive summary if more space needed:

Anchor Enterprises LLC, (Anchor), established in 2010, is a capital program advisory and program management firm. Anchor operates nationally from its headquarters in Orlando, FL using a distributed staff model, which provides an efficient operational model for delivering services to its clients. Since its founding, Anchor has expanded its services, offering a full suite of financial and capital program advisory services nationally. Anchor's staff and executive management team have extensive experience providing program management services in aviation and is comprised of professionals in capital program delivery, governance, finance and project finance (including PFC and grant management), project controls and construction audit, design management, organizational assessments, project/program management, and related professional services.

Anchor is committed to developing and implementing advanced tools and analytics to enhance operational efficiency and performance monitoring. It specializes in deploying digital solutions tailored to its clients' needs, including tools for financial performance monitoring, predictive forecasting, and the development of key performance indicators. Leveraging the power of artificial intelligence, Anchor integrates digital workers into its processes to drive efficiency and optimize project outcomes.

Additionally, as DEN looks to maintain the strong financial position that it currently has, it will require the assistance of experienced professionals to ensure that it can continue to make business decisions which will continue to optimize its performance. This contract will provide that capacity and help ensure that DEN maintains strong credit ratings and can borrow at competitive rates.

In order for DEN to achieve the plans for growth outlined in Vision 100, it will be critically important to maintain its strong financial position and maintain competitive borrowing costs.

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____

6. City Attorney assigned to this request (if applicable): Kevin Cain

7. City Council District: District 11

8. ****For all contracts, fill out and submit accompanying Key Contract Terms worksheet****

Key Contract Terms

Type of Contract: (e.g. Professional Services > \$500K; IGA/Grant Agreement, Sale or Lease of Real Property): Professional Services > \$500k

Vendor/Contractor Name (including any dba's): Anchor Enterprises, LLC

Contract control number (legacy and new): PLANE-202473764

Location: Denver International Airport

Is this a new contract? ☒ Yes ☐ No **Is this an Amendment?** ☐ Yes ☒ No **If yes, how many?** _____

Contract Term/Duration (for amended contracts, include existing term dates and amended dates):

Contract Start Date: 1/1/2025

Contract End Date: 1/1/2030

Total Term: 3 years, plus two optional one-year extensions

Contract Amount (indicate existing amount, amended amount and new contract total):

<i>Current Contract Amount</i> (A)	<i>Additional Funds</i> (B)	<i>Total Contract Amount</i> (A+B)
\$3,000,000	N/A	\$3,000,000

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
3 years, plus two optional one-year extensions	N/A	3 years, plus two optional one-year extensions ;1/1/2030

Scope of work:

Financial Consulting Services:

The Consultant will provide professional financial and economic management services for the Denver Airport System, assisting the CEO as needed. Key responsibilities include developing and reviewing airline rates, fees, and charges, improving financial models, and training airport staff in their use. The Consultant will prepare financial feasibility reports for capital projects funded through additional revenue bonds, ensuring compliance with bond ordinances and airline use and lease agreements. They will also support renegotiations of airline use and lease agreements, advise on capital program compliance, and offer strategic oversight for major projects like the Great Hall Program and the Consolidated Rental Car Facility.

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Passenger Facility Charge (PFC) Application Consulting Services:

The Consultant will provide comprehensive Passenger Facility Charge (PFC) application consulting services for the airport. This includes identifying projects eligible for PFC funding, developing strategies for effective use of PFC revenues in line with the airport's long-term financial and operational goals, and advising on optimizing PFC collection levels and durations. The Consultant will assist in preparing and submitting accurate PFC applications in accordance with FAA regulations, manage all related events and correspondence, and keep the airport informed of any regulatory changes affecting PFC applications or collections. They will also offer expert advice on best practices, conduct training sessions to build in-house expertise in PFC management, and be available for consultation on PFC matters as needed.

Construction Audit Consulting Services:

The Consultant will provide comprehensive construction audit and advisory services for the airport's capital improvement projects. Their responsibilities include assessing the effectiveness of project management policies and procedures, evaluating internal controls, identifying cost recovery opportunities, and ensuring compliance with regulations and airport policies. The Consultant will review all project phases—from definition and design to construction and close-out—to identify process improvements and prevent cost overruns. They will evaluate contracts from an auditor's perspective, recommend improvements, verify accurate project close-outs, and assist in resolving claims by analyzing design errors, evaluating risks, and assessing schedule and cost impacts.

Was this contractor selected by competitive process? Yes **If not, why not?**

Has this contractor provided these services to the City before? ☐ Yes ☒ No

Source of funds: Operations & Maintenance (O&M)

Is this contract subject to: ☒ W/MBE ☐ DBE ☐ SBE ☐ XO101 ☐ ACDBE ☐ N/A

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): 14%

Who are the subcontractors to this contract?

Abadjis Systems, Ltd. (ASL)

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