

# EXECUTIVE SUMMARY

## Background:

In 2017 Denver Arts & Venues (DAV), through GS Purchasing Division, released an RFP for Event and Personnel Staffing services for DAV facilities. These services include event security, crowd control, ushering, ticket-scanning, traffic control and various other services. Argus Event Staffing, LLC. was awarded a three-year service contract THTRS-201738467, from 1/1/2018 through 12/31/2020 with an option for two mutually agreed upon, one-year extensions through 12/31/2022 by letter of notification.

## Current Request:

DAV is seeking City Council approval of an amendment with Argus Event Staffing to increase the contract maximum to \$34,000,000; The need for the increased contract amount is driven by:

- The extension of the contract term was based on the letter extensions permitted in the contract.
- Wage rates across all classes of employees have increased with lowest hourly compensation increasing 50% from \$11.00 per hour on 1/1/2018 to \$16.50 on 1/1/2022 and highest hourly compensation increasing 52% from \$19.08 per hour on 1/1/2018 to \$29.00 per hour on 1/1/2022 and this contract is cost+ contract where the contract bill rates are based on a markup percentage on the actual labor costs.
- Both promoters and performers are often requiring that attendees must be fully vaccinated and show proof of vaccination prior to entry which has resulted in the need for additional personnel and costs. COVID19 conditions may continue to drive needs for additional labor. Due to business changes, DAV no longer utilizes on-call employees as ushers which has resulted in additional labor calls with Argus
- For clarification, the majority of the charges from this contract are billed back to the tenants utilizing DAV facilities.
- The agreement covers services provided at Red Rocks Amphitheatre, the Denver Coliseum, the McNichols Civic Center Building, the Ellie Caulkins Opera House, the Buell Theater and Boettcher Concert Hall.
- Additional services provided by Argus at DAV events includes but is not limited to entry point screening, flaggers/parking services, and Covid-19 vaccination verification for patron entry.