

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: 3/7/2018

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: Standard Airport Concessions Agreement with JAF Concession, LLC d/b/a Sunglass Hut (Premium/Elite Level Layout) Center Core C and Sunglass Hut (Standard/Current Layout) Center Core A (201840467)

3. Requesting Agency: Department of Aviation

4. Contact Person:

- **Name:** Rachel Marion
- **Phone:** (303) 342-2772
- **Email:** Rachel.Marion@flydenver.com

5. Contact Person:

- **Name:** Pam Dechant
- **Phone:** (303) 342-2557
- **Email:** Pamela.Dechant@flydenver.com

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

This is a new Concession Agreement required by actions taken by the City to implement the contemplated Amended Development Plan under the proposed Tenth Amendment to the Skyport Development Company, LLC., Agreement, referenced as City contract number #AC 69004-11. This Agreement is designed to transition the concession concepts proposed or affected by the Amended Development Plan into a direct Concession Agreement with the City in a new concession location. Because this Agreement’s execution is a part of the Tenth Amendment to #AC 69004-11, it is not listed on the 90-day Forecast. Further details are provided in Paragraph D., below.

- a. **Contract Control Number:** 201840467
- b. **Duration:** 10 years (Center Core Concourse C); 8 years (Center Core Concourse A)
- c. **Location:** DEN
- d. **Affected Council District:** 11
- e. **Benefits:** The benefits of this agreement are: to offer retail services at a fair price to all passengers and airport users, provide innovative facility designs that complement the design of the terminal, provide business opportunities for Airport Concession Disadvantaged Business Enterprises (ACDBE's), and optimize Airport revenues and concession sales.
- f. **Costs:** \$470,000 minimum annual percentage fee in estimated annual revenue to DEN

<i>Current Contract Amount</i>	<i>Additional Funds</i>	<i>Total Contract Amount</i>
(A)	(B)	(A+B)
\$470,000	N/A	\$470,000

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
8 years (Center Core A) / 10 year (Center Core C)	N/A	8 years (Center Core A) / 10 years (Center Core C)

- g. **Date Goals Assigned:** February 23, 2018
- h. **Goals:** ACDBE goal of 33% and a 25% MWBE goal

7. Is there any controversy surrounding this ordinance?

To be completed by Mayor’s Legislative Team:

SIRE Tracking Number: _____

Date: _____

Key Contract Terms

Type of Contract:

- Professional Services > \$500K Lease Design or Construction for airport improvements > \$5M
- Grant IGA Sale of Real Property Sale of Personal Property Revenue

Vendor/Contractor Name: JAF Concession, LLC d/b/a Sunglass Hut (Premium/Elite Level Layout) Center Core C and Sunglass Hut (Standard/Current Layout) Center Core A

Contract control number: 201840467

City's contract manager: Sean Mayo

Was this contractor selected by competitive process? No, Non-Competitive Agreement pursuant to Skyport Development Company, LLC #AC 69004 – 11.

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

Term/Duration of contract/project: 10 years (Center Core Concourse C); 8 years (Center Core Concourse A)

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

Renewal terms: N/A

Purpose: The operator will construct, fit and finish, operate, maintain and manage (2) two concession spaces, for use by all passengers and airports users.

Cost/value: \$470,000 in anticipated annual revenue to DEN.

Source of funds: Revenue Contract

Benefit: The benefits of this agreement is to offer retail services at a fair price to all passengers and airport users, provide innovative facility designs that complement the design of the terminal, provide business opportunities for Airport Concession Disadvantaged Business Enterprises (ACDBE's), and optimize Airport revenues and concession sales.

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

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): This contract requires construction to be performed on City Property. The DEN Tenant Project Manager will present the construction contract to DSBO Goals Committee when the scope of work for the build-out/remodel of the space has been established.

Who are the subcontractors to this contract? JAF Concessions, LLC., is an ACDBE certified firm and will achieve a 100% ACDBE participation.

Location: Denver International Airport (DEN)

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____

Affected Council District: 11

To be completed by Mayor's Legislative Team:

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Date: _____