

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: 3-13-12

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: *HG Denver JV. New Agreement.*

3. Requesting Agency: Department of Aviation

4. Contact Person: *(With actual knowledge of proposed ordinance/resolution.)*

- Name: Bryan Touchstone
- Phone: 303-342-2501
- Email: Bryan.touchstone@flydenver.com

5. Contact Person: *(With actual knowledge of proposed ordinance/resolution who will present the item at Mayor Council and who will be available for first and second reading, if necessary.)*

- Name: Brian Elms
- Phone: 303-342-2278
- Email: brian.elms@flydenver.com

6. General description of proposed ordinance including contract scope of work if applicable: *This is a new concession agreement with HG Denver JV, which will operate at the airport under the trade names of Hudson News and Tattered Cover Book Store.*

***Please complete the following fields: (Incomplete fields may result in a delay in processing. If a field is not applicable, please enter N/A for that field.)*

- a. Contract Control Number: PLANE 20124353-00
- b. Duration: 9/1/2012 through 1/31/2024
- c. Location: DIA
- d. Affected Council District: 11
- e. Benefits: To bring iconic Tattered Cover Book Stores and retain high quality Hudson News at DIA with all new construction of a pleasing design.
- f. Costs: \$587,174

<i>Current Contract Amount</i> (A)	<i>Additional Funds</i> (B)	<i>Total Contract Amount</i> (A+B)
\$587,174		\$587,174

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
9/1/2012 to 1/31/2024		

g. Date Goals Assigned: 11/23/2011

To be completed by Mayor’s Legislative Team:

SIRE Tracking Number: _____

Date: _____

h. Goals: 20%

7. **Is there any controversy surrounding this ordinance? Please explain.** *At the time this contract was negotiated, DIA was able to issue RFP for spaces as well as to direct negotiate in limited circumstances, such as for an iconic brand offering to enhance the customer service and appeal of the concessions program or in cases where there is an outstanding economic opportunity. Because of Hudson's exclusive arrangement with Tattered Cover, the airport determined that it would direct negotiate because direct negotiation would 1) ensure a desirable Tattered Cover Book Store entry into the airport, 2) ensure rents above current policy. Further, it was believed that linking Tattered Cover with newsstand operations would ensure overall viability from Newsstand margins and sales levels. This agreement covers 9 locations in the terminal and concourses and is the second time DIA has reached agreement on multiple locations under a single contract, the first being the B mezzanine with Skyport covering 9 locations.*

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