

**ORDINANCE/RESOLUTION REQUEST**

Please email requests to the Mayor’s Legislative Team

at [MileHighOrdinance@DenverGov.org](mailto:MileHighOrdinance@DenverGov.org) by **11 a.m. Monday**. Contact the Mayor’s Legislative team with questions

Date of Request: 2/8/2024

Please mark one:  Bill Request or  Resolution Request

**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 Ernst & Young Infrastructure Advisors, LLC for \$2,000,000 and for 3 Years with two 1-year options to extend, to provide Financial Advisory Services for Real Estate Development at Denver International Airport (PLANE-202367174).

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

**4. Contact Person:**

|  |   |
|--|---|
| Contact person with knowledge of proposed ordinance/resolution | Contact person to present item at Mayor-Council and Council |
| Name: Ken Cope, SVP, Real Estate Development                   | Name: Kevin Forgett, Manager of Legislative Affairs         |
| Email: Ken.Cope@flydenver.com                                  | Email: Kevin.Forgett@flydenver.com                          |

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

This request is for the approval of Ernst & Young Infrastructure Advisors, LLC as the contractor to perform financial advisory services including professional consulting services for the financial and economic management of Denver International Airport (DEN) Real Estate and for the planning and development of real estate on DEN land.

DEN sits on 53 square miles of land; of that, 16,000 acres is dedicated to non-aeronautical land, which is the primary focus of DEN Real Estate. DEN is the second largest airport in the world by land mass.

**6. City Attorney assigned to this request (if applicable):** Jacob Garner

**7. City Council District:** District 11

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

*To be completed by Mayor’s Legislative Team:*

Resolution/Bill Number: \_\_\_\_\_

Date Entered: \_\_\_\_\_

## Key Contract Terms

**Type of Contract:** Professional Services > \$500K

**Vendor/Contractor Name:** Ernst & Young Infrastructure Advisors, LLC

**Contract control number:** PLANE-202367174

**Location:** Denver International Airport

**Is this a new contract?**  Yes  No **Is this an Amendment?**  Yes  No **If yes, how many?** \_\_\_\_\_

**Contract Term/Duration**

3 Years plus two 1-year options to extend

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

| <i>Current Contract Amount</i><br>(A) | <i>Additional Funds</i><br>(B) | <i>Total Contract Amount</i><br>(A+B) |
|---------------------------------------|--------------------------------|---------------------------------------|
| \$2,000,000                           | N/A                            | \$2,000,000                           |

  

| <i>Current Contract Term</i>              | <i>Added Time</i> | <i>New Ending Date</i>                    |
|---|-------------------|---|
| 3 Years plus two 1-year options to extend | N/A               | 3 Years plus two 1-year options to extend |

**Scope of work:**

Ernst & Young shall provide professional consulting services for the financial and economic management of DEN Real Estate and for the planning and development of real estate on DEN land.

Specifically, services to be performed shall include, but not be limited to the following:

- A. Identify alternatives, perform analysis, and present recommendations as to DEN Real Estate short and long-term divisional capital structure and financing alternatives.
- B. Create templates and perform analysis of DEN Real Estate’s ongoing operating revenues.
- C. Facilitate public financing offerings (bonds, etc.) to support the growth of DEN Real Estate.
- D. Review and advise DEN Real Estate, as requested, with respect to any other matters affecting commercial development, horizontal infrastructure and development readiness. These matters may include:
  - 1. Performing qualitative and quantitative analyses on a variety of strategic and financial issues, as well as business issues, including but not limited to, analysis relating to the operating & capital planning budget and sensitivity and scenario analysis.
  - 2. Evaluate potential transactions (leases, joint venture opportunities, etc.)
  - 3. Market forecasting and analysis

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

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

Source of funds: Operations & Maintenance

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

**MWBE/DBE/SBE or N/A commitments:** The Division of Small Business Opportunity (DSBO) has conducted an analysis examining the scope of work for this project, cost estimate and the existing availability of certified firms in the following NAICS code: 541611 to perform the specified services as stated in the business utilization request form. DSBO has established that the following MWBE program goal will apply: MWBE Participation Goal of 10%

Who are the subcontractors to this contract? N/A

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