

# ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor's Legislative Team

at [MileHighOrdinance@DenverGov.org](mailto:MileHighOrdinance@DenverGov.org) by 9 a.m. Friday. Contact the Mayor's Legislative team with questions

Date of Request: February 6, 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 concession agreement with DOC. 1 Solutions, LLC d/b/a Mile High Game Day for the greater of either a guaranteed rent/Minimum Annual guarantee (MAG) of \$224,000.00 or percentage rent of gross sales of 15.5% Retail and for nine years to design, build, manage and lease on Concourse B, Concourse level, West Sub Core 1 at Denver International Airport in Council District 11 (PLANE-202371358).

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: Pamela Dechant, SVP Concessions	Name: Kevin Forgett, State and Local Legislative Advisor
Email: <a href="mailto:Pamela.Dechant@flydenver.com">Pamela.Dechant@flydenver.com</a>	Email: <a href="mailto:Kevin.Forgett@flydenver.com">Kevin.Forgett@flydenver.com</a>

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

Denver International Airport (DEN) conducted a competitive Request for Proposal (RFP) selection process for an operator to design, build, and manage a Specialty Retail location on Concourse B, Concourse level, West Sub Core 1 featuring a Specialty Retail Concept. The term for this opportunity is nine (9) years, to allow the concessionaire to amortize their capital investment to build out this 646.9 square foot location. No funding or capital investment is required by DEN, as the space will be turned over as is. DEN conducted outreach events on July 13, August 10, and September 14, 2023, totaling 508 number of attendees for all events. After submittal and evaluation of responsive proposals, the Independent Evaluation panel recommended that DOC. 1 Solutions, LLC d/b/a Mile High Game Day be selected for direct negotiations. This project supports Vision 100's goal of "Growing Our Infrastructure" by adding new concession opportunities to meet future passenger demands which will enhance the customer experience and increase non-aeronautical revenue.

6. **City Attorney assigned to this request (if applicable):** Daniel Jayne

7. **City Council 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: (e.g. Professional Services > \$500K; IGA/Grant Agreement, Sale or Lease of Real Property):** Concession Agreement

**Vendor/Contractor Name (including any dba's):** DOC. 1 Solutions, LLC d/b/a Mile High Game Day

**Contract control number (legacy and new):** PLANE-202371358

**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):**  
9 years

**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)
Initial MAG: \$224,000.00. If concession opens for business on or before the required opening date, DEN will waive Year 1 MAG.  Beginning Year 2: 85% of Year 1 Total Compensation paid to DEN 15.5% Retail	N/A	Initial MAG: \$224,000.00. If concession opens for business on or before the required opening date, DEN will waive Year 1 MAG.  Beginning Year 2: 85% of Year 1 Total Compensation paid to DEN 15.5% Retail
<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
9 years	N/A	9 years

**Scope of work:**

DOC. 1 Solutions, LLC will design, build and manage Mile High Game Day on Concourse B, Concourse level West Sub Core 1. DOC.1 Solutions, LLC has committed to investing a minimum of \$646,900.00 to design and build this space. To amortize DOC. 1 Solutions, LLC., capital investment, they will receive a contract term of nine (9) years. Denver International Airport (DEN) will receive the greater of either a guaranteed rent/Minimum Annual guarantee (MAG) of \$224,00.00 or percentage rent of gross sales; 15.5% Retail. The terms outlined above are what were submitted by DOC. 1 Solutions, LLC as part of their proposal to the Request for Proposal (RFP) and were awarded on that information.

**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:** Revenue

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

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

100% Small Business Enterprise Concession (SBEC) / 25% M/WBE

**Who are the subcontractors to this contract?** DOC. 1 Solutions, LLC is a certified SBEC and will be 100% self-performing. M/WBE firm(s) will be selected by the concessionaire's selected General Contractor, after the execution of the concession agreement and the construction contract. The M/WBE firm(s) are reviewed and approved by DSBO prior to DEN's issuance of Notice to Proceed with construction for the concession location. A Notice to Proceed is provided by DEN to the concessionaire after all applicable documents, such as Bonds, Insurance, Permits, and DSBO approval, have been provided by the concessionaire, and their selected general contractor to begin construction of the concession location.

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