

A blue-tinted map of North America with a grid overlay. A black dot is placed over the location of Denver, Colorado, with the word "DENVER" written in black capital letters to its right.

● DENVER

Financial Consulting Services, WJ Advisors,
LLC, Contract # 201206746

Patrick Heck, Deputy Manager

February 2013



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR

CONTRACT DESCRIPTION

● DENVER

- Contractor will be providing financial consulting services for the financial and economic management of the Airport and for the planning and development of airport facilities
- The benefits to DIA include:
 - Advises the airport on a variety of strategic , financial, and business issues
 - Prepares financial feasibility report regarding financing the airport's capital plan as required by the Bond Ordinance

2

SELECTION PROCESS

● DENVER

- The selection process was done through an RFP
- Five proposals were received and scored
- The previous incumbent was LeighFisher Management Consultants
- Seven member evaluation committee: DIA Finance (2), City Financial Management, City Financial Advisor, Airline representative, Community representative, External Legal representative
- WJ Advisors, LLC is the selected firm

3

SELECTION PROCESS (continued)

- The selection criteria included:
 - Understanding the Project/Scope of Work
 - Work Plan and Approach
 - Key Personnel Qualifications/Organizational Chart
 - Demonstrated Experience
 - Ability to Respond
 - Additional Information
- This a local firm
- The company has one employee and has two subconsultant firms including a national firm and a WBE/DBE firm

GOALS

● DENVER

- There are not any goals as this contract is a professional services contract not related to construction
- The consultant is utilizing a WBE/DBE as a sub-consultant
- The sub firms include Airmac, LLC (WBE/DBE) and Oliver Wyman

CONTRACT TERMS AND AMOUNT

- The term is three years
- Time & Materials
- The contract amount not to exceed is \$2,000,000

A blue-tinted map of North America with a grid overlay. A black dot is placed over the location of Denver, Colorado, with the word "DENVER" written in black capital letters to its right.

● DENVER

Financial Consulting Services, WJ Advisors,
LLC, Contract # 201206746

Patrick Heck, Deputy Manager

February 2013



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR