

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: 8/26/2014

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:** Denver International Airport requests a Concession Agreement and Terminal Building Premises Lease (PLANE-201314190-00) and Car Rental Facilities and Ground Lease (PLANE-201314191-00) with Enterprise Leasing Company of Denver, LLC d/b/a Enterprise Rent A Car, National Car Rental, and Alamo Rent A Car whose principal business is providing car rental services to the general public at Denver International Airport (DEN).

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

4. **Contact Person:**

- **Name:** Amy Raaz
- **Phone:** (303) 342-2201
- **Email:** Amy.Raaz@flydenver.com

5. **Contact Person:**

- **Name:** John Ackerman
- **Phone:** 303 342-2568
- **Email:** john.ackerman@flydenver.com

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

The company will operate a non-exclusive concession for the rental of motor vehicles to the traveling public, including the right to occupy and use the Terminal counter space and to ingress and egress the curbside at the Terminal to transport its customers in accordance with the Airport Rules and Regulations. The company will compensate DIA \$60.00 PSFPY for the Terminal counter space, the greater of a Minimum Annual Guaranteed (MAG) or 10% of the company's annual gross revenues, \$1.071 PSFPY for ground rent, and a facility charge.

a. **Contract Control Number:**

PLANE-201314190-00 (Concession Agreement and Terminal Building Premises Lease) and
PLANE-201314191-00 (Car Rental Facilities and Ground Lease)

b. **Duration:** 1-year with a 1-year extension option

c. **Location:** DIA

d. **Affected Council District:** 11

e. **Benefits:** Providing car rental services to the general public

f. **Costs:** Revenue Agreements

| <i>Current Contract Amount (A)</i> | | <i>Additional Funds (B)</i> | <i>Total Contract Amount (A+B)</i> | |
|------------------------------------|--------------------|-----------------------------|------------------------------------|--------------------|
| Concession Agreement: | \$9,941,881 | N/A | Concession Agreement: | \$9,941,881 |
| Ground Lease: | <u>\$1,944,022</u> | | Ground Lease: | <u>\$1,944,022</u> |
| Total: | \$11,878,832 | | Total: | \$11,878,832 |
| | | | | |

| <i>Current Contract Term</i> | <i>Added Time</i> | <i>New Ending Date</i> |
|------------------------------|-------------------|------------------------|
| 01/01/2014 – 12/31/14 | N/A | N/A |

g. **Date Goals Assigned:** 10/23/2013

h. **Goals:** 2% ACDBE Goal on the Concession Agreement; TBD on the Ground Lease for any construction

7. **Is there any controversy surrounding this ordinance?** None are known.

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____

Key Contract Terms

Vendor/Contractor Name: Enterprise Leasing Company of Denver, LLC d/b/a Enterprise Rent A Car, National Car Rental, and Alamo Rent A Car

Contract control number:

PLANE-201314190-00 (Concession Agreement and Terminal Building Premises Lease) and
PLANE-201314191-00 (Car Rental Facilities and Ground Lease)

City's contract manager: Francisco Alonzo

Was this contractor selected by competitive process? Was it the low bid? No / No

Term/Duration of contract/project: 01/01/2014 – 12/31/2014

Renewal terms: 1-year extension option

Purpose: All existing on-airport car rental companies will be honored with a short term agreement to allow DIA time to analyze, evaluate, and determine the future needs of the Rent A Car Program.

Scope of services to be provided with performance bench marks: The company will operate a non-exclusive concession for the rental of motor vehicles to the traveling public, including the right to occupy and use the Terminal counter space and to ingress and egress the curbside at the Terminal to transport its customers in accordance with the Airport Rules and Regulations.

Cost/value: First year projected compensation to the airport:

| | |
|-----------------------|--------------|
| Concession Agreement: | \$9,941,881 |
| Ground Lease: | \$1,944,022 |
| Total: | \$11,878,832 |

Source of funds: Revenue Agreements. The company will compensate DIA \$60.00 PSFPY for the Terminal counter space, the greater of a Minimum Annual Guaranteed (MAG) or 10% of the company's annual gross revenues, \$1.071 PSFPY for ground rent, and a facility charge.

Benefit: Providing car rental services to the general public.

Termination provision for City and for contractor: The Agreement shall be terminable by the Manager upon six (6) months' written notice to the Company.

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): DSBO will continue to review any plans that are submitted for minority participation and must approve prior to any extension being granted or new agreement being signed.

Who are the subcontractors to this contract? TBD

Location: Denver International Airport

Affected Council District: 11

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____