

ORDINANCE/RESOLUTION REQUEST

All Fields must be completed

Incomplete request forms will be returned to sender which may cause a delay in processing.

Please mark one: Bill Request or Resolution Request Date of Request: 5/14/2018

1. Type of Request:

- Contract/Grant Agreement Intergovernmental Agreement (IGA) Rezoning/Text Amendment
- Dedication/Vacation Appropriation/Supplemental DRMC Change
- Other:

2. Title: Approves Agreement between Vantage Airport Group and DEN to establish a strategic partnership focused on developing, testing, and deploying innovative operational solutions to improve the customer experience at each entities airport.

3. Requesting Agency: DEN

4. Contact Person:

Contact person with knowledge of proposed ordinance/resolution	Contact person to present item at Mayor-Council and Council
Name: John Karner	Name: Patrick Heck
Email: john.karner@flydenver.com	Email: Patrick.heck@flydenver.com

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

Many of the world’s leading airports are focusing on innovating airport customer experience. To stay competitive, these airports, large and small, are developing innovation incubators to remain at the forefront of airport innovation. In that light, DEN and Vantage Airport Group intend to enter into a strategic partnership focused on innovative operational solutions to improve the customer experience. The parties will create a welcoming and engaging environment for testing innovative ideas/concepts, both old and new, in a low risk setting. Ideas that the Partnership looks at can include pure inventions, totally new and untested, as well as applying and improving best practices from other leading airports around the world as well as our own. Successful projects will then be scaled across both entities’ airports. The Experience partnership provides an opportunity of mutual benefit from both entities; DEN will be able to learn from Vantage’s breadth of experience as a private airport operator while Vantage is able to utilize DEN airport as a “test environment” for piloting innovative type projects.

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

Lisa Rorden – lisa.rorden@flydenver.com

7. City Council District:

#11 - Stacie Gilmore

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/Good/Partnership/Join Venture

Vendor/Contractor Name: Vantage Airport Group

Contract control number: _201842348_____

Location: Denver, CO

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

Contract Term/Duration: Five Year Term

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)
\$10,000,000		\$10,000,000

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
5 years		5 years

Scope of work:

The focus of the agreement is to pilot innovative airport products, technologies, and solutions at DEN. Potential projects will be presented and approved through an Executive Steering Committee made up of the CEO and Chief Commercial Officer at DEN and the CEO and VP of Acquisitions and Asset Management at Vantage. All project cost and benefits derived from the projects will be shared equally between the two parties. The agreement is for five years and up to \$10m expenditure from DEN.

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: Airport Revenues

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

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

Who are the subcontractors to this contract?

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____