

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: 1/20/2015

Please mark one: [X] Bill Request or [ ] Resolution Request

1. Has your agency submitted this request in the last 12 months?

[ ] Yes [X] No

If yes, please explain:

2. Title: Denver International Airport requests a Standard Specialty Retail Concession Space Agreement with The Marshall Retail Group, LLC and MRG Denver, LLC d/b/a Flight Stop (A Gates West Subcore), PLANE-201416498-00.

3. Requesting Agency: Department of Aviation

4. Contact Person: (With actual knowledge of proposed ordinance/resolution.)

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

5. Contact Person: (With actual knowledge of proposed ordinance/resolution who will present the item at Mayor Council and who will be available for first and second reading, if necessary.)

- Name: Neil Maxfield
Phone: 303-342-2574
Email: Neil.Maxfield@flydenver.com

6. General description of proposed ordinance including contract scope of work if applicable: The Marshall Retail Group, LLC and MRG Denver, LLC and its certified ACDBE partners, St. Croix Airport Retail, Inc. and LEI Airport Concessions, LLC will develop, operate, and manage a convenience store/newsstand, Flight Stop, at A Gates West Subcore, offering a "Union Station Market" featuring locally made brands along with other sundries, books, magazines, newspapers, and small electronics and electronic accessories ( and under a separate agreement, the specialty retail concepts TUMI, CRISLU, and MISURA at B Gates Center Core). The minimum monthly guarantee will be \$65,200.00 or a percentage of compensation, whichever is greater. This agreement will require a capital investment of \$878,169.00 and a mid-term refurbishment of \$175,633.00. The term is seven (7) years in order for the concessionaire to amortize the investment. The monthly guarantee will be \$62,500.00 or a percentage of compensation, whichever is greater.

- a. Contract Control Number: PLANE-201416498-00
b. Duration: DOE to last day of the month 7 years from the Required Opening Date
c. Location: DIA – A GatesWest Subcore
d. Affected Council District: 11
e. Benefits: Will provide a new, uniquely branded convenience store/newsstand for the traveling public and employees at Denver International Airport.
f. Costs: Revenue Agreement

Table with 3 columns: Current Contract Amount (A), Additional Funds (B), Total Contract Amount (A+B). Values: \$62,500.00 Monthly, N/A, \$62,500.00 Monthly

Table with 3 columns: Current Contract Term, Added Time, New Ending Date. Values: DOE, N/A, 7 years from Required Opening Date

- g. Date Goals Assigned: 10/18/13
h. Goals: 25% ACDBE participation (LEI Airport Concessions LLC at 8%, and St. Croix Airport Retail Inc. at 17%)

7. Is there any controversy surrounding this ordinance? (Groups or individuals who may have concerns about it?) Please explain. None are known.

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: Date:

## Key Contract Terms

Vendor/Contractor Name: The Marshall Retail Group, LLC and MRG Denver, LLC d/b/a Flight Stop

Contract control number: PLANE-201416498-00

City's contract manager: Neil Maxfield

Was this contractor selected by competitive process? Yes. Was it the low bid? Revenue agreement

Term/Duration of contract/project: From the date of execution to the last day of the month 7 years from the Required Opening Date

Renewal terms: N/A

Purpose: The Marshall Retail Group, LLC and MRG Denver, LLC and its certified ACDBE partners, St. Croix Airport Retail, Inc. and LEI Airport Concessions, LLC will develop, operate, and manage a convenience store/newsstand, Flight Stop, at A Gates West Subcore, offering a "Union Station Market" featuring locally made brands along with other sundries, books, magazines, newspapers, and small electronics and electronic accessories (and under a separate agreement, the branded specialty retail concepts TUMI, CRISLU, and MISURA, on B Gates Center Core).

Scope of services to be provided with performance bench marks:

Cost/value: The minimum monthly guarantee will be \$65,200.00 or a percentage of compensation, whichever is greater. This agreement will require a capital investment of \$878,169.00 and a mid-term refurbishment of \$175,633.00. The term is seven (7) years in order for the concessionaire to amortize the investment. The monthly guarantee will be \$62,500.00 or a percentage of compensation, whichever is greater.

Source of funds: Revenue

Benefit: Will provide a new, uniquely branded convenience store/newsstand for the traveling public and employees at Denver International Airport.

Termination provision for City and for contractor: Yes

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): 30%  
Who are the subcontractors to this contract? TBD

Concession contracts: ACDBE partners: LEI Airport Concessions LLC (8%) and St. Croix Airport Retail Inc. (17%)

Location: A Gates West Subcore

Affected Council District: 11

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SIRE Tracking Number: \_\_\_\_\_

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