

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: 7/18/2017

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: DEN Concourse A Gate Expansion Concessions Package (201733381)

3. Requesting Agency: Department of Aviation

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

- Name: Aaron Barraza
- Phone: (303) 342-2261
- Email: [Aaron.Barraza@flydenver.com](mailto:Aaron.Barraza@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](mailto:Neil.Maxfield@flydenver.com)

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

This is a 7 year concession agreement with Paradies Lagardere @ DEN 2017, LLC DBA: Brothers BBQ/Snarfs/CNBC/Breckenridge Brewery. The Multi Unit concessions package includes the following spaces; (3) Three National or Regional Branded Quick Service Restaurants with Bar Non Exhaust, totaling 3,903 square feet. (1) One National or Regional Branded Travel Convenience Retail Space, totaling 989 square feet and (1) One National or Regional Branded Bar with Small Plate Food, subject to development option of the City, totaling 989 square feet. The (5) five concession spaces total approximately 5,881 square feet.

a. Contract Control Number: 201733381

b. Duration: 7 years

c. Location: DEN

d. Affected Council District: 11

e. Benefits: The benefits of the Concourse A Gate Expansion Concessions Package is to provide first class dining and retail services at a fair price to all passengers and airport users, provide innovative facility designs that complement the design of the terminal, provide business opportunities for Airport Concession Disadvantaged Business Enterprises (ACDBE's), and optimize Airport revenues and concession sales.

f. Costs: \$1,125,000 minimum annual percentage fee in estimated annual revenue to DEN

<i>Current Contract Amount</i>	<i>Additional Funds</i>	<i>Total Contract Amount</i>
(A)	(B)	(A+B)
N/A	N/A	\$1,125,000

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
N/A	N/A	7 years

g. Date Goals Assigned: 1/17/17

h. Goals: ACDBE goal of 33% and a 25% MWBE goal

To be completed by Mayor's Legislative Team:

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

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

7. **Is there any controversy surrounding this ordinance?** (Groups or individuals who may have concerns about it?) **Please explain.**

### Key Contract Terms

Type of Contract:

Professional Services > \$500K     Lease     Design or Construction for airport improvements > \$5M  
 Grant     IGA     Sale of Real Property     Sale of Personal Property     Revenue

Vendor/Contractor Name: Paradies Lagardere @ DEN 2017, LLC DBA: Brothers BBQ / Snarfs / CNBC / Breckenridge Brewery

Contract control number: 201733381

City's contract manager: Sean Mayo

Was this contractor selected by competitive process? Yes, Competitive Request for Proposal (RFP)

Has this contractor provided these services to the City before?  Yes     No

Term/Duration of contract/project: 7 years

Is this a new contract?  Yes     No    Is this an Amendment?  Yes     No    If yes, how many? \_\_\_\_\_

Renewal terms: N/A

Purpose: The operator will construct, fit and finish, operate, maintain and manage up to (5) five concession spaces totaling approximately 5,881 square feet, for use by all passengers and airports users.

Cost/value: \$1,125,000 in anticipated annual revenue to DEN.

Source of funds: Revenue Contract

Benefit: The benefits of the Concourse A Gate Expansion Concessions Package is to provide first class dining and retail services at a fair price to all passengers and airport users, provide innovative facility designs that complement the design of the terminal, provide business opportunities for Airport Concession Disadvantaged Business Enterprises (ACDBE's), and optimize Airport revenues and concession sales.

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

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

Who are the subcontractors to this contract? Sky Blue Airport Enterprises, LLC (33%)

Location: Denver International Airport (DEN)

Affected Council District: 11

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