

ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor’s Legislative Team
at MileHighOrdinance@DenverGov.org by **3:00pm on Monday**.

**All fields must be completed.*
Incomplete request forms will be returned to sender which may cause a delay in processing.*

Date of Request: 4/3/2012

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:** (Include a concise, one sentence description – please include name of company or contractor and contract control number - that clearly indicates the type of request: grant acceptance, contract execution, amendment, municipal code change, supplemental request, etc.)

Request for Ordinance to approve a new revenue Concession Agreement for TBS AIR II, LLC d/b/a The Body Shop; (#2012045999-00) to operate a Beauty and Personal Care product store on Concourse C Center Core at Denver International Airport.

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

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

- **Name:** Susan H. Moore
- **Phone:** 303-342-2510
- **Email:** susanh.moore@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:** Brian Elms
- **Phone:** 303-619-7353
- **Email:** brian.elms@flydenver.com

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

TBS AIR II, LLC is the successful proposer for a Beauty and Personal Care concept issued via a Request for Proposals, dated August 15, 2011. Proposals were submitted December 15, 2011. Only one proposal was submitted for this location

***Please complete the following fields: (Incomplete fields may result in a delay in processing. If a field is not applicable, please enter N/A for that field.)*

- a. **Contract Control Number:** 2012045999-00
- b. **Duration:** 5 year term: DOE – 12/31/2017
- c. **Location:** DIA – Concourse C Center Core
- d. **Affected Council District:** 11

e. **Benefits:** The Body Shop will continue to offer its well-known beauty products for sale to the traveling public on Concourse C and to employees at DIA. The Body Shop offers all natural beauty products for sale including skin and hair care products, make-up, fragrances, soaps, lotions, and related gift items. The Body Shop is a fair trade company known world wide for its unique Community Trade program that creates sustainable trading relationships with disadvantaged communities around the world.

f. **Costs:** Estimated gross sales of \$1,102,500 in year one increasing to \$1,240,873 in year five resulting in an initial MAG of \$168,685 annually. Percentage compensation is 10% for first million; 12% \$1M to \$2M, and 14% over \$2M. The proposed Minimum Investment is \$417,445 (\$350 psf x 1,102.7 s.f.).

<i>Current Contract Amount</i>	<i>Additional Funds</i>	<i>Total Contract Amount</i>
<i>(A)</i>	<i>(B)</i>	<i>(A+B)</i>

To be completed by Mayor’s Legislative Team:

SIRE Tracking Number: _____

Date: _____

\$168,685 Annually	N/A	\$168,685 Annually
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<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
DOE	N/A	12/31/2017

g. Date Goals Assigned: 12/28/2011

h. Goals: 15%

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

No.

To be completed by Mayor's Legislative Team:

SIRE Tracking Number: _____

Date: _____