



Legislation Text

File #: 21-1463, Version: 1

**Contract Request Template (Contracts; IGAs; Leases)**

**Date Submitted:** 11-22-21

**Requesting Agency:** Denver International Airport  
**Division:**

**Subject Matter Expert Name:**

Name:	Carolina Flores
Email:	Carolina.Flores@flydenver.com

**Item Title & Description:**

*(Do not delete the following instructions)*

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

**A resolution approving a proposed revenue agreement between the City and County of Denver and WH Smith DEN, LLC concerning a concession located on Concourse B at Denver International Airport.**

Approves a concession agreement with WH Smith DEN, LLC, doing business as River North News, for rental revenue based on a minimum annual guarantee of \$773,500 or percentage compensation of gross revenues at a location on Concourse B at Denver International Airport (202055582). The last regularly scheduled Council meeting within the 30-day review period is on 1-3-22. The Committee approved filing this item at its meeting on 12-1-21.

**Affected Council District(s) or citywide?** Council District 11

**Contract Control Number:** 202055582

**Vendor/Contractor Name (including any "DBA"):** WH Smith DEN, LLC

**Type and Scope of services to be performed:**

Denver International Airport (DEN) requested proposals from qualified operators to manage a package of three (3) Travel Convenience locations in the A West and B West Expansions. After submittal and evaluation of responsive proposals, the independent evaluation panel

recommended that WH Smith DEN, LLC be selected for direct negotiations. This award was split up into three contracts, due to locations. This contract is for River North News by WH Smith the location will be 754 sq. ft., on the B West 3 Subcore.

**Location (if applicable):**

**WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts):**

30% ACDBE and 25% M/WBE

**Are WBE/MBE/DBE goals met (if applicable)?**

**Is the contract new/a renewal/extension or amendment?**

**Was this contractor selected by competitive process or sole source?**

Competitive process

**For New contracts**

**Term of initial contract:** Date of Execution plus 7 years

**Options for Renewal:**

**How many renewals (i.e. up to 2 renewals)?**

**Term of any renewals (i.e. 1 year each):**

**Cost of initial contract term:** \$773,500.00 Minimum Annual Guarantee (MAG) or percentage fee of 26%, whichever is higher.

**Cost of any renewals:**

**Total contract value council is approving if all renewals exercised:**

**For Amendments/Renewals Extensions:**

**Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?**

***If length changing***

**What was the length of the term of the original contract?**

**What is the length of the extension/renewal?**

**What is the revised total term of the contract?**

***If cost changing***

**What was the original value of the entire contract prior to this proposed change?**

**What is the value of the proposed change?**

**What is the new/revised total value including change?**

***If terms changing***

**Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)**