



## Legislation Details (With Text)

**File #:** 17-0741 **Version:** 1

**Type:** Resolution **Status:** Adopted

**File created:** 6/27/2017 **In control:** Business, Arts, Workforce, & Aeronautical Services Committee

**On agenda:** 7/17/2017 **Final action:** 7/17/2017

**Title:** A resolution approving a proposed Agreement for Professional Services between the City and County of Denver and Metrix Advisors, LLC concerning the Premium Value Concessions Program at Denver International Airport.  
Approves a five-year contract with Metrix Advisors, LLC in the amount of \$2,757,000 to ensure compliance with the rules of the Premium Value Concession Program as required by airport rules and regulations and ensure consistent sales and customer service from concessionaires at Denver International Airport (201630022). The last regularly scheduled Council meeting within the 30-day review period is on 8-7-17. The Committee approved filing this resolution by consent on 7-5-17.

### Sponsors:

**Indexes:** Debra Bartleson

### Code sections:

**Attachments:** 1. RR17 0741 DIA Metrix Advisors Contract Request, 2. 17-0741 Contract\_Metrix Advisors LLC, 3. 17-0741 Filed Resolution\_Metrix Advisors, LLC, 4. 17-0741 - signed.pdf

| Date      | Ver. | Action By  | Action              | Result |
|-----------|------|--|---------------------|--------|
| 7/17/2017 | 1    | City Council   | adopted             | Pass   |
| 7/17/2017 | 1    | Council President  | signed              |        |
| 7/5/2017  | 1    | Business, Arts, Workforce, & Aeronautical Services Committee | approved by consent |        |

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

**Date Submitted:** 06-27-17

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

- **Name:** Aaron Barraza
- **Phone:** (303) 342-2261
- **Email:** [Aaron.Barraza@flydenver.com](mailto:Aaron.Barraza@flydenver.com) <<mailto:Aaron.Barraza@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 Agreement for Professional**

## **Services between the City and County of Denver and Metrix Advisors, LLC concerning the Premium Value Concessions Program at Denver International Airport.**

Approves a five-year contract with Metrix Advisors, LLC in the amount of \$2,757,000 to ensure compliance with the rules of the Premium Value Concession Program as required by airport rules and regulations and ensure consistent sales and customer service from concessionaires at Denver International Airport (201630022). The last regularly scheduled Council meeting within the 30-day review period is on 8-7-17. The Committee approved filing this resolution by consent on 7-5-17.

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

**Contract Control Number:**201630022

**Vendor/Contractor Name (including any "DBA"):** Metrix Advisors, LLC.,

**Type and Scope of services to be performed:** The DEN Premium Value Concession Program is governed by Rules 45 and 46 of the DEN Airport Rules and Regulations. The Rules require the use of a third party administrator to manage compliance with the Rules and this contract and the services provided by Metrix Advisors pursuant to this contract fulfill those requirements. The goals of the Premium Value Concession Program are to identify DEN concession that, within their assigned merchandise categories, achieve and maintain the highest level of sales, given their leased square feet and concourse locations. Additionally, the Premium Value Concession Program seeks to recognize concession sales growth, recognize customer service, and maintain concession agreement compliance. Concessions distinguishing themselves in these areas will earn the Program benefit.

**Location (if applicable):**

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

**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?**

### **For New contracts**

**Term of initial contract:** Five 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:** \$2,757,000.00

**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.)**