

# ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor's Legislative Team

at [MileHighOrdinance@DenverGov.org](mailto:MileHighOrdinance@DenverGov.org) by **9 a.m. Friday**. Contact the Mayor's Legislative team with questions

Date of Request: June 13, 2024

Please mark one:  Bill Request or  Resolution Request

## 1. Type of Request:

- Contract/Grant Agreement  Intergovernmental Agreement (IGA)  Rezoning/Text Amendment  
 Dedication/Vacation  Appropriation/Supplemental  DRMC Change  
 Other:

2. **Title:** Approves a contract for an Operational and Marketing Incentive with AEROENLACES NACIONALES SOCIEDAD ANONIMA DE CAPITAL VARIABLE dba Viva Aerobus for \$1,000,000 and for two years for nonstop international service to Monterrey, Mexico at Denver International Airport (PLANE-202371454).

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

## 4. Contact Person:

Contact person with knowledge of proposed ordinance/resolution (e.g., subject matter expert)	Contact person for council members or mayor-council
Name: Laura Jackson, VP Air Service Development	Name: Kevin Forgett, Manager of Legislative Affairs
Email: <a href="mailto:laura.jackson@flydenver.com">laura.jackson@flydenver.com</a>	Email: <a href="mailto:Kevin.Forgett@flydenver.com">Kevin.Forgett@flydenver.com</a>

## 5. General description or background of proposed request. Attach executive summary if more space needed:

This request is for an Operational and Marketing Incentive between Viva Aerobus and Denver International Airport (DEN) for new nonstop international service to Monterrey, Mexico (MTY). Viva Aerobus is a new entrant carrier providing service to a new nonstop international destination with 2x weekly flights (104 departures in the first year of service and 104 departures expected in the second year of service), which qualifies for an airline incentive not to exceed \$1,000,000.00. The Airline Incentive Program is offered to all air carriers providing qualifying scheduled passenger service. Viva Aerobus qualifies for this incentive because they are a new carrier offering new nonstop scheduled international service at Denver International Airport (DEN).

6. **City Attorney assigned to this request (if applicable):** Ema Medic

7. **City Council District:** District 11

8. **\*\*For all contracts, fill out and submit accompanying Key Contract Terms worksheet\*\***

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: \_\_\_\_\_

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

## Key Contract Terms

**Type of Contract:** (e.g. Professional Services > \$500K; IGA/Grant Agreement, Sale or Lease of Real Property): Airline Incentive

**Vendor/Contractor Name (including any dba's):** AEROENLACES NACIONALES SOCIEDAD ANONIMA DE CAPITAL VARIABLE doing business as Viva Aerobus

**Contract control number (legacy and new):** PLANE-202371454

**Location:** Denver International Airport

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

**Contract Term/Duration (for amended contracts, include existing term dates and amended dates):** 2 years ending on 1/24/26.

**Contract Amount (indicate existing amount, amended amount and new contract total):**

<i>Current Contract Amount</i>	<i>Additional Funds</i>	<i>Total Contract Amount</i>
(A)	(B)	(A+B)
\$1,000,000.00	N/A	\$1,000,000.00

  

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
2 Years	N/A	2 Years; 1/24/26

**Scope of work:**

This request is for an Operational and Marketing Incentive between Viva Aerobus and Denver International Airport (DEN) for new nonstop international service to Monterrey, Mexico (MTY). Viva Aerobus is a new entrant carrier providing service to a new nonstop international destination with 2x weekly flights (104 departures in the first year of service and 104 departures expected in the second year of service), which qualifies for an airline incentive not to exceed \$1,000,000.00. The Airline Incentive Program is offered to all air carriers providing qualifying scheduled passenger service. Viva Aerobus qualifies for this incentive because they are a new carrier offering new nonstop scheduled international service at Denver International Airport (DEN).

**Was this contractor selected by competitive process?** No **If not, why not?**

Sole Source: This procurement qualifies for the Sole Source exception under Memorandum No. 8B and will not be competitively procured. A competitive selection process is not used for the Air Service Incentive Program. The program is offered to all airlines providing new nonstop scheduled passenger service at DEN. Viva Aerobus qualifies for this incentive.

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

**Source of funds:** Capital Improvement Plan (CIP)

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

**WBE/MBE/DBE commitments (construction, design, Airport concession contracts):** N/A

**Who are the subcontractors to this contract?** N/A

*To be completed by Mayor's Legislative Team:*

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