

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: 1/16/2018

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: Request for contract execution with Compañía Panameña de Aviación, S.A (Copa Airlines) for Marketing Air Service Development Incentive (201735913)

3. Requesting Agency: Department of Aviation

4. Contact Person:

- Name: Laura Jackson
- Phone: (303) 342-2282
- Email: [Laura.Jackson@flydenver.com](mailto:Laura.Jackson@flydenver.com)

5. Contact Person:

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

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

Copa qualifies for an air service incentive because they are initiating scheduled international air service at Denver International Airport (DEN). The incentive provides a maximum of \$1,000,000.00 in funds available for marketing of this service. Based on the proposed schedule of Copa Airlines, they will use approximately \$571,400. Copa will develop a marketing plan to promote their new scheduled international air service at DEN, and this marketing plan will be approved by DEN before it is executed.

a. Contract Control Number: 201735913

b. Duration: 2 years from date of execution

c. Location: DEN

d. Affected Council District: 11

e. Benefits: This agreement supports DEN’s air service incentive program, which encourages new airlines to add service to Denver, and for existing carriers to add new nonstop destinations from Denver.

f. Costs:

<i>Current Contract Amount</i>	<i>Additional Funds</i>	<i>Total Contract Amount</i>
(A)	(B)	(A+B)
\$571,400.00		\$571,400.00

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
8/1/17 – 12/10/19		

g. Date Goals Assigned: N/A

h. Goals: N/A

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

To be completed by Mayor’s Legislative Team:

SIRE Tracking Number: RR18 0075

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

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

Vendor/Contractor Name: Compañía Panameña de Aviación, S.A (Copa Airlines)

Contract control number: 201735913

City's contract manager: Laura Jackson

Was this contractor selected by competitive process? No. All airlines are eligible for the air service incentive program.

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

Term/Duration of contract/project: Two years from date of execution

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

Renewal terms: N/A

Purpose: Air Service Development

Cost/value: Maximum value of \$571,400.00

Source of funds: The City's Airport System Capital Improvement and Replacement Fund

Benefit: Supports new international flights during the first two years of service; provides more options for consumers for nonstop travel from Denver; enhances Denver's competitive air service position in the global aviation industry.

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

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

Who are the subcontractors to this contract?

None.

Location: Denver International Airport

Affected Council District: 11

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