

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: **October 11, 2018**

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 with United Airlines Inc., for a Marketing Air Service Development Incentive for United’s new flight to London/Heathrow. (201840368)

3. Requesting Agency: Denver International Airport (DEN)

4. Contact Person:

Contact person with knowledge of proposed ordinance/resolution	Contact person to present item at Mayor-Council and Council
Name: Laura Jackson	Name: Angela Casias
Email: Laura.Jackson@flydenver.com	Email: Angela.Casias@flydenver.com

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

United Airlines Inc., (United) qualifies for an air service development incentive for their new service to London/Heathrow which began March 24, 2018. As an international market, service to London/Heathrow qualifies for this incentive. United’s marketing plan and activities must be approved by DEN and must promote travel to/from/through Denver International Airport.

6. City Attorney assigned to this request (if applicable): Lisa Rorden

7. City Council 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: RR8 1192

Date Entered: _____

Key Contract Terms

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

Professional Services

Vendor/Contractor Name: United Airlines, Inc.

Contract control number: 201840368-00

Location: Denver International Airport (DEN)

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):

Contract Term: 03/24/18 – 10/27/18

Duration: 7 months, 3 days

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

<i>Current Contract Amount</i> (A)	<i>Additional Funds</i> (B)	<i>Total Contract Amount</i> (A+B)
N/A	N/A	\$1,200,000.00

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
N/A	N/A	03/24/18 – 10/27/18 7 months, 3 days

Scope of work:

United qualifies for an air service development incentive because they are initiating scheduled international air service at Denver International Airport. The incentive provides a maximum of \$1,200,000.00 in funds available for marketing of this service. United will maintain the Denver – London/Heathrow route per the terms of the contract and will be refunded for approved marketing activities related to the promotion of the Denver – London/Heathrow service. Marketing activities include, but are not limited to advertising, events, media outreach, public relations and other related initiatives.

Was this contractor selected by competitive process? No

If not, why not? Non-Competitive Sole Source. A competitive selection is not used for the air service incentive program; however, the program is offered to all airlines offering scheduled passenger service.

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

Source of funds: 73851-6061010-Z50B-PRJ10001348-DEN01 (DEN Capital Program)

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

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Date Entered: _____