

ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor's Legislative Team

at MileHighOrdinance@DenverGov.org by 9 **a.m. Friday**. Contact the Mayor's Legislative team with questions

Date of Request: May 1, 2025

Please mark one: ☐ Bill Request or ☒ Resolution Request

Please mark one: The request directly impacts developments, projects, contracts, resolutions, or bills that involve property and impact within .5 miles of the South Platte River from Denver's northern to southern boundary? (Check map [HERE](#))

☐ Yes ☒ No

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 United Airlines, Inc. for \$1,000,000.00 and for two years, with an end date of 5-22-2027, for new international air service to Winnipeg, Manitoba, Canada (YWG) to expand global connections at Denver International Airport, in Council District 11 (PLANE-202473314).

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 George Karayiannakis, SVP, Commercial and Airline Affairs
Name: Laura Jackson, Vice President, Air Service Development	Name: Kevin Forgett, State and Local Legislative Advisor
Email: Laura.Jackson@flydenver.com	Email: Kevin.Forgett@flydenver.com

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

(who, what, why)

This request is for a Marketing and Operational Incentive with United Airlines for new nonstop international service to Winnipeg (YWG) Airport, Manitoba, Canada. United Airlines is an incumbent carrier at Denver International Airport (DEN) providing daily service (7 flights per week) to a new nonstop international destination for 365 days annualized, which qualifies for an airline incentive not to exceed \$1,000,000.00. DEN's Air Carrier Incentive Program is offered to all air carriers providing qualifying scheduled passenger service. United Airlines qualifies for this incentive because they are an incumbent carrier offering new nonstop scheduled international service between DEN and YWG.

New international passenger service contributes to Vision 100 by expanding our global connections and growing our revenue in our core passenger air service business.

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):

Expenditure > \$500K;

Vendor/Contractor Name (including any dba's): United Airlines, Inc.

Contract control number (legacy and new): PLANE-202473314

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):

Start Date: 5/23/2025

End Date: 5/22/2027

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>
<i>(A)</i>	<i>(B)</i>	<i>(A+B)</i>
\$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 - 5/22/2027

Scope of work:

This request is for a Marketing and Operational Incentive with United Airlines for new nonstop international service to Winnipeg (YWG) Airport, Manitoba, Canada. United Airlines is an incumbent carrier at Denver International Airport (DEN) providing daily service (7 flights per week) to a new nonstop international destination for 365 days annualized, which qualifies for an airline incentive not to exceed \$1,000,000.00.

- The current published schedule for the Service is 365 departures in the first year of Service (May 23, 2024 – May 22, 2025).
- The frequency for the second year of Service (May 23, 2025 – May 22, 2026) is currently expected to equal the number of departures in the first year.

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 Carrier Incentive Program. The program is offered to all airlines who provide new qualifying scheduled passenger service at DEN. United qualifies for this incentive

Has this contractor provided these services to the City before? ☒ X 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):

The Division of Small Business Opportunity (DSBO) has reviewed DEN's ACIP for a business utilization determination. Per D.R.M.C. Article V, Section 28-118, sole source agreements are excluded from the DSBO ordinance and therefore no DSBO program will apply.

Who are the subcontractors to this contract? N/A

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