

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: 6/21/2016

Please mark one: [ ] Bill Request or [x] Resolution Request

1. Has your agency submitted this request in the last 12 months?

[ ] Yes [x] No

If yes, please explain:

2. Title: Sun Country Air Service Development Incentive, contract no. 201525923 contract execution

3. Requesting Agency: Department of Aviation

4. Contact Person: (With actual knowledge of proposed ordinance/resolution.)

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

5. Contact Person: (With actual knowledge of proposed ordinance/resolution who will present the item at Mayor Council and who will be available for first and second reading, if necessary.)

- Name: Aaron Barraza
Phone: 303-342-2261
Email: Aaron.Barraza@flydener.com

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

Sun Country qualifies for an air service incentive for their new service to Minneapolis/St. Paul which began May 4, 2016. As a new entrant carrier Sun Country qualifies for \$500,000 in marketing incentives. Their marketing plan and activities must be approved by Denver International Airport and must promote travel to/from Denver International Airport.

\*\*Please complete the following fields: (Incomplete fields may result in a delay in processing. If a field is not applicable, please enter N/A for that field.)

- a. Contract Control Number: 201525923
b. Duration: 1 year, 4 months (12/31/15 – 05/04/17)
c. Location: DIA
d. Affected Council District: 11
e. Benefits: This agreement support's 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: Estimated costs will not exceed \$500,000.00

Table with 3 columns: Current Contract Amount (A), Additional Funds (B), Total Contract Amount (A+B). Values: 500,000.00, 500,000.00.

Table with 3 columns: Current Contract Term, Added Time, New Ending Date. Value: 12/31/2015 – 05/03/2017.

- 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. There are no known controversies. This is an air service incentive that is offered to all airlines.

To be completed by Mayor's Legislative Team:

SIRE Tracking Number:

Date:

Key Contract Terms

Vendor/Contractor Name: Sun Country Airlines

Contract control number: CE 201525923

City's contract manager: Laura Jackson

Was this contractor selected by competitive process? Was it the low bid?  
All airlines are eligible for the air service incentive program.

Term/Duration of contract/project:  
12/31/15 – 05/04/17

Renewal terms:  
N/A

Purpose:  
Air Service Development.

Scope of services to be provided with performance benchmarks:  
Maintain the Denver-Minneapolis/St. Paul route for the duration of the contract period. Sun Country will be refunded for approved marketing activities related to promotion of their Denver-Minneapolis/St. Paul service. Marketing activities include, but are not limited to, advertising, events, media outreach, public relations and other related initiatives.

Cost/value:  
\$500,000.00

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

Benefit:  
Supports new entrant carriers at Denver International Airport; provides more consumer choice for air travel; enhances Denver's competitive air service position in the global aviation industry.

Termination provision for City and for contractor:  
Either party may cancel and terminate this Agreement without cause by giving not less than thirty (30) days prior written notice to the other party, and may cancel and terminate this Agreement with cause by giving not less than ten (10) days prior written notice to the other party.

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

SIRE Tracking Number: \_\_\_\_\_

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