

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: June 7, 2021

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: (Start with *approves*, *amends*, *dedicates*, etc., include name of company or contractor and indicate the type of request: grant acceptance, contract execution, contract amendment, municipal code change, supplemental request, etc.)

Approves a new contract for Air France Operational and Marketing Incentives.

3. Requesting Agency: Department of Aviation

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: Rachel Marion |
| Email: Laura.Jackson@flydenver.com | Email: Rachel.Marion@flydenver.com |

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

This request is for an Operational and Marketing Incentive Agreement with Air France for new nonstop international service to Paris-Charles de Gaulle (CDG) International Airport in Paris, France. This is a new nonstop destination which qualifies for an Operational and Marketing Incentive not to exceed \$2,000,000. Denver International Airport's Airline Incentive Program is offered to all air carriers providing qualifying scheduled passenger service. Air France qualifies for this incentive because they are offering new nonstop scheduled international service at Denver International Airport.

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****

Key Contract Terms

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: RR21 0683

Date Entered: _____

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

Vendor/Contractor Name: Société Air France (d/b/a Air France)

Contract control number: 202158535

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): July 2, 2021 – July 1, 2023 (two years)

Contract Amount (indicate existing amount, amended amount and new contract total): \$2,000,000.00

| <i>Current Contract Amount (A)</i> | <i>Additional Funds (B)</i> | <i>Total Contract Amount (A+B)</i> |
|--|---------------------------------|--|
| \$2,000,000.00 | N/A | \$2,000,000.00 |

| <i>Current Contract Term</i> | <i>Added Time</i> | <i>New Ending Date</i> |
|------------------------------|-------------------|------------------------|
| July 2, 2021 – July 1, 2023 | N/A | July 1, 2023 |

Scope of work: There are two uses of funds under this contract: Air France will receive operational credits to operate nonstop Denver-Paris flights, and Air France will use funds to market travel to/from/through Denver International Airport.

Was this contractor selected by competitive process? No. **If not, why not?** 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 Denver International Airport. Air France qualifies for this incentive.

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

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

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:

Resolution/Bill Number: RR21 0683

Date Entered: _____