



Legislation Details (With Text)

File #: 17-1411 **Version:** 1

Type: Resolution **Status:** Adopted

File created: 12/4/2017 **In control:** Business, Arts, Workforce, & Aeronautical Services Committee

On agenda: 1/2/2018 **Final action:** 1/2/2018

Title: A resolution approving a proposed Marketing Incentive Agreement between the City and County of Denver and Air Canada concerning promotion of a new international destination at Denver International Airport.
Approves a one-year marketing incentive agreement with Air Canada and a maximum credit amount of \$1 million to promote a new international destination service by Air Canada to Vancouver from Denver International Airport (201733565). The last regularly scheduled Council meeting within the 30-day review period is on 1-22-18. The Committee approved filing this resolution by consent on 12-20-17.

Sponsors:

Indexes: Debra Bartleson

Code sections:

Attachments: 1. RR17 1411 DIA Air Canada Vancouver Marketing, 2. 17-1411 Contract_Air Canada, 3. 17-1411 Filed Resolution_Air Canada, 4. 17-1411_Filed Resolution_Air Canada, 5. 17-1411 - signed

Date	Ver.	Action By	Action	Result
1/3/2018	1	Council President	signed	
1/2/2018	1	City Council	adopted	Pass
12/20/2017	1	Business, Arts, Workforce, & Aeronautical Services Committee	approved by consent	

[Contract Request Template \(Contracts; IGAs; Leases\)](#)

Date Submitted: 12-12-17

Requesting Agency: Denver International Airport
Division:

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

Item Title & Description:

*(Do not delete the following instructions)
These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

A resolution approving a proposed Marketing Incentive Agreement

between the City and County of Denver and Air Canada concerning promotion of a new international destination at Denver International Airport.

Approves a one-year marketing incentive agreement with Air Canada and a maximum credit amount of \$1 million to promote a new international destination service by Air Canada to Vancouver from Denver International Airport (201733565). The last regularly scheduled Council meeting within the 30-day review period is on 1-22-18. The Committee approved filing this resolution by consent on 12-20-17.

Affected Council District(s) or citywide? Council District 11

Contract Control Number: 201733565

Vendor/Contractor Name (including any "DBA"): Air Canada

Type and Scope of services to be performed: Air Canada qualifies for an air service marketing incentive for their new service to Vancouver which began May18, 2017. As an unserved international market, service to Vancouver qualifies for this incentive. Air Canada's marketing plan and activities must be approved by Denver International Airport and must promote travel to/from Denver International Airport.

Location (if applicable):

WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts):

Are WBE/MBE/DBE goals met (if applicable)?

Is the contract new/a renewal/extension or amendment?

Was this contractor selected by competitive process or sole source?

For New contracts

Term of initial contract: One year

Options for Renewal:

How many renewals (i.e. up to 2 renewals)?

Term of any renewals (i.e. 1 year each):

Cost of initial contract term: Maximum \$1,000,000

Cost of any renewals:

Total contract value council is approving if all renewals exercised:

For Amendments/Renewals Extensions:

Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?

If length changing

What was the length of the term of the original contract?

What is the length of the extension/renewal?

What is the revised total term of the contract?

If cost changing

What was the original value of the entire contract prior to this proposed change?

What is the value of the proposed change?

What is the new/revised total value including change?

If terms changing

Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)