



Legislation Details (With Text)

File #: 18-0740 **Version:** 1
Type: Resolution **Status:** Adopted
File created: 7/3/2018 **In control:** Business, Arts, Workforce, & Aeronautical Services Committee
On agenda: 7/23/2018 **Final action:** 7/23/2018

Title: A resolution approving a proposed Agreement between the City and County of Denver and WestJet Airlines concerning a marketing air service development incentive at Denver International Airport. Approves a contract with WestJet Airlines for a marketing Air Service Development Incentive in the amount of \$1 million and through 3-7-19 for its air service to Calgary, Canada from Denver International Airport (201738749-00). The last regularly scheduled Council meeting within the 30-day review period is on 8-13-18. The Committee approved filing this item at its meeting on 7-11-18.

Sponsors:

Indexes: Zach Rothmier

Code sections:

Attachments: 1. RR18 0740 DIA WestJet Marketing, 2. 18-0740 Contract_Westjet Airlines.pdf, 3. 18-0740 Filed Resolution_WestJet.pdf, 4. 18-0740 Filed Resolution_WestJet.pdf, 5. 18-0740 - signed

Date	Ver.	Action By	Action	Result
7/24/2018	1	Council President	signed	
7/23/2018	1	City Council	adopted	Pass
7/11/2018	1	Business, Arts, Workforce, & Aeronautical Services Committee	approved by consent	Pass

Contract Request Template (Contracts; IGAs; Leases)

Date Submitted: 7-3-18

Requesting Agency: Denver International Airport
Division:

Subject Matter Expert Name:

Name: Angela Casias
Email: Angela.Casias@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 Agreement between the City and

County of Denver and WestJet Airlines concerning a marketing air service development incentive at Denver International Airport.

Approves a contract with WestJet Airlines for a marketing Air Service Development Incentive in the amount of \$1 million and through 3-7-19 for its air service to Calgary, Canada from Denver International Airport (201738749-00). The last regularly scheduled Council meeting within the 30-day review period is on 8-13-18. The Committee approved filing this item at its meeting on 7-11-18.

Affected Council District(s) or citywide?

Contract Control Number: 201738749-00

Vendor/Contractor Name (including any "DBA"): WestJet Airlines LTD.

Type and Scope of services to be performed:

WestJet qualifies for an air service development incentive because they are initiating scheduled international air service at Denver International Airport (DEN). The incentive provides a maximum of \$1,000,000.00 in funds available for marketing of this service. WestJet will maintain the Denver - Calgary route for the duration of the contract period and will be refunded for approved marketing activities related to the promotion of the Denver - Calgary service. Marketing activities include, but are not limited to advertising, events, media outreach, public relations and other related initiatives.

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: Fourteen months

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: \$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.)