



Legislation Details (With Text)

File #: 18-0038 **Version:** 1

Type: Resolution **Status:** Adopted

File created: 1/8/2018 **In control:** Business, Arts, Workforce, & Aeronautical Services Committee

On agenda: 1/29/2018 **Final action:** 1/29/2018

Title: A resolution approving a proposed Agreement between the City and County of Denver and Deutsche Lufthansa Aktiengesellschaft d/b/a Lufthansa German Airlines concerning a marketing incentive for a new international destination at Denver International Airport.
Approves a marketing incentive agreement with Lufthansa German Airlines for five months and a maximum credit amount of \$950,000 to promote a new international destination service to Munich from Denver International Airport (201630125). The last regularly scheduled Council meeting within the 30-day review period is on 2-20-18. The Committee approved filing this resolution by consent on 1-17-18.

Sponsors:

Indexes: Debra Bartleson

Code sections:

Attachments: 1. RR18 0038 DIA Deutsche Lufthansa Munich Marketing Incentive, 2. 18-0038 Contract_Lufthansa, 3. 18-0038 Filed Resolution_Lufthansa, 4. 18-0038_Filed Resolution_Lufthansa, 5. 18-0038 - signed

Date	Ver.	Action By	Action	Result
1/30/2018	1	Council President	signed	
1/29/2018	1	City Council	adopted	Pass
1/17/2018	1	Business, Arts, Workforce, & Aeronautical Services Committee	approved by consent	

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

Date Submitted:

Requesting Agency:

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 Agreement between the City and

County of Denver and Deutsche Lufthansa Aktiengesellschaft d/b/a Lufthansa German Airlines concerning a marketing incentive for a new international destination at Denver International Airport.

Approves a marketing incentive agreement with Lufthansa German Airlines for five months and a maximum credit amount of \$950,000 to promote a new international destination service to Munich from Denver International Airport (201630125). The last regularly scheduled Council meeting within the 30-day review period is on 2-20-18. The Committee approved filing this resolution by consent on 1-17-18.

Affected Council District(s) or citywide?

Contract Control Number: 201630125

Vendor/Contractor Name (including any "DBA"): Lufthansa German Airlines

Type and Scope of services to be performed:

Lufthansa qualifies for an air service incentive for their new service to Munich which began November 1, 2017. As an unserved international market, service to Munich qualifies for this incentive. Lufthansa'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: Five 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: maximum credit amount of \$950,000

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.)