



Legislation Text

File #: 22-1186, Version: 1

**Contract Request Template (Contracts; IGAs; Leases)**

**Date Submitted: 9-26-2022**

**Requesting Agency: Denver International Airport  
Division:**

**Subject Matter Expert Name:** George Karayiannakis  
**Email Address:** George.Karayiannakis@flydenver.com  
**Phone Number:**

**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 Contract between the City and County of Denver and GRA Incorporated, concerning analysis, research and expertise on domestic air service expansion and retention at Denver International Airport.**

Approves a contract with GRA Incorporated for \$600,000 and 3 years to provide analysis, research and expertise on domestic air service expansion and retention at Denver International Airport in Council District 11 (202264037-00). The last regularly scheduled Council meeting within the 30-day review period is on 10-31-2022. The Committee approved filing this item at its meeting on 9-28-2022.

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

**Contract Control Number: 202264037-00**

**Vendor/Contractor Name (including any "DBA"):** GRA Incorporated

**Type and Scope of services to be performed:**

Scope of work:

This request is related to a competitive Request for Proposal (RFP) process that resulted in the selection of two consultants to provide professional services in support of the retention and expansion of domestic and international air travel through Denver International Airport (DEN). Scope of work includes, but is not limited to, the following tasks: passenger traffic route proposals and forecasts, economic impact analyses, strategic planning as it relates to air service, contingency planning as it relates to air service, catchment area studies, routine air service benchmarking, and research and analysis. The selected consultant(s) will:

- a. Prepare economic impact analyses of existing or new service;
- b. Prepare new international air service feasibility studies and route forecasts;
- c. Monitor the profitability of hub networks and specific air service routes;
- d. Review, critique and edit independent analyses, forecasts, proposals and presentations prepared by DEN;
- e. Support the development catchment areas studies or other relevant studies as directed by DEN;
- f. Educate and assist in the coalescing of businesses and vested community members in the metropolitan Denver region and the State of Colorado on the importance of improved air service and its positive economic impact on the region and state;
- g. Monitor bilateral and multilateral aviation agreements and analyze their impact on air service at DEN;
- h. Assist in the development of strategic plans and contingency plans related to changes in air service; and
- i. Assist DEN in arranging appointments with senior airline staff for specific air carrier service proposals.

**Location (if applicable): DEN**

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

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

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

New

**Was this contractor selected by competitive process or sole source?**

Comp.

**For New contracts**

**Term of initial contract:**

**3 years**

**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:**

**\$600,000**

**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.)**