



Legislation Text

File #: 18-1192, Version: 1

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

**Date Submitted:** 10-16-18

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

**Subject Matter Expert:**

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 United Airlines concerning a marketing incentive to promote service to London from Denver International Airport.**

Approves a contact with United Airlines Inc., for a marketing air service development incentive in the amount of \$1,200,000 and for seven months for its air service to London, United Kingdom, from Denver International Airport (201840368-00). The last regularly scheduled Council meeting within the 30-day review period is on 11-26-18. The Committee approved filing this item at its meeting on 10-24-18.

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

**Contract Control Number:** 201840368-00

**Vendor/Contractor Name (including any "DBA"):** Denver International Airport

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

United Airlines Inc., (United) qualifies for an air service development incentive for their new

service to London/Heathrow which began March 24, 2018. As an international market, service to London/Heathrow qualifies for this incentive. United's marketing plan and activities must be approved by DEN and must promote travel to/from/through 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:** Seven 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:** \$1,200,000

**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.)**