



## Legislation Text

File #: 18-0075, Version: 1

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

**Date Submitted:** 01-16-18

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

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**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 Compañía Panameña de Aviación, S.A. d/b/a Copa Airlines concerning a marketing incentive at Denver International Airport.**

Approves a two-year marketing incentive agreement with Compañía Panameña de Aviación, S.A., doing business as Copa Airlines, for an incentive amount of \$571,400 to promote a new international destination service by Copa Airlines from Panama City to Denver International Airport (201735913). The last regularly scheduled Council meeting within the 30-day review period is on 2-26-18. The Committee approved filing this resolution by consent on 1-24-18.

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

**Contract Control Number:** 201735913

**Vendor/Contractor Name (including any "DBA"):** Compañía Panameña de Aviación S.A., doing business as Copa Airlines

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

Copa qualifies for an air service 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. Based on the proposed schedule of Copa Airlines, they will use approximately \$571,400. Copa will develop a marketing plan to promote their new scheduled international air service at DEN, and this marketing plan will be approved by DEN before it is executed.

This agreement supports DEN's air service incentive program, which encourages new airlines to add service to Denver, and for existing carriers to add new nonstop destinations from Denver.

**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:** Two 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:** \$571,400

**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.)**