



Legislation Text

File #: 18-0740, Version: 1

**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.)**