



## 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.)**