



## Legislation Text

File #: 21-0683, Version: 1

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

**Date Submitted:** 6-7-21

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

**Subject Matter Expert Name:**

Name:	Rachel Marion
Email:	Rachel.Marion@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 Société Air France, dba Air France, concerning operational and marketing incentives to promote a new international destination service to Paris, France from Denver International Airport.**

Approves a contract with Société Air France, doing business as Air France, for an operational and marketing incentive for \$2,000,000 and through 7-01-23 for credits against operational expenses to promote a new international destination service to Paris, France, from Denver International Airport (202158535). The last regularly scheduled Council meeting within the 30-day review period is on 7-26-21. The Committee approved filing this item at its meeting on 6-23-21.

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

**Contract Control Number:** 202158535

**Vendor/Contractor Name (including any "DBA"):** Société Air France (d/b/a Air France)

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

This request is for an Operational and Marketing Incentive Agreement with Air France for new nonstop international service to Paris-Charles de Gaulle (CDG) International Airport in Paris, France. This is a new nonstop destination which qualifies for an Operational and Marketing Incentive not to exceed \$2,000,000. Denver International Airport's Airline Incentive Program is offered to all air carriers providing qualifying scheduled passenger service. Air France qualifies for this incentive because they are offering new nonstop scheduled international service at 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:** July 2, 2021 - July 1, 2023

**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:** \$2,000,000.00

**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.)**