



City of Columbia

701 East Broadway, Columbia, Missouri 65201

Department Source: Economic Development

To: City Council

From: City Manager & Staff

Council Meeting Date: August 18, 2025

Re: Authorize an Air Services Agreement with United Airlines, Inc.

Executive Summary

Authorize the City Manager to execute an Air Services Agreement with United Airlines, Inc., for roundtrip air service daily between Columbia Regional Airport and Denver International Airport.

Discussion

Under the air services agreement with United Airlines, United will schedule round-trip air service between Columbia, Missouri (COU) and Denver, Colorado (DEN) beginning September 25, 2025. United plans to operate 70-seat regional aircraft.

The air service agreement allows for a \$1,250,000 revenue guarantee, \$250,000 marketing, and \$30,000 in fee waivers for the new air service for a term not to exceed one year (September 25, 2025 through September 24, 2026). Under the agreement, United commits to providing scheduled non-stop air service, a minimum of one flight per day between Columbia and Denver at the defined service levels, and the City of Columbia will guarantee a minimum revenue guarantee for one year. This amount includes the \$1,000,000 grant from the Small Community Air Service Development (SCASD) Grant. The additional \$250,000 revenue guarantee is being provided by the Central Missouri Air Service fund.

In addition to the revenue guarantee, the City of Columbia will provide \$30,000 in fee waivers and will contribute \$250,000 in marketing of which \$150,000 has been provided by a Missouri Department of Transportation grant. These investments were required as part of the USDOT

The City has the support of both public and private community partners in securing the revenue guarantee under the air services agreement and will re-establish the Central Missouri Air Service Fund for such purpose for future use.

Fiscal Impact

Short-Term Impact: The revenue guarantee could require payment up to \$1,250,000; however, \$1,000,000 of this amount would be provided by USDOT and the additional \$250,000 has been provided by the public and private partners in the Central Missouri Air Service Fund group. City contributions to this agreement are \$30,000 in fee waivers and \$100,000 in marketing efforts.

Long-Term Impact: N/A

Strategic & Comprehensive Plan Impact



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Strategic Plan Impacts:

Primary Impact: Resilient Economy, Secondary Impact: Reliable and Sustainable Infrastructure, Tertiary Impact: Tertiary

Comprehensive Plan Impacts:

Primary Impact: Land Use & Growth Management, Secondary Impact: Mobility, Connectivity, and Accessibility, Tertiary Impact: Economic Development

Legislative History

Date	Action
03/20/2017	B82-17-Authorizing an air services agreement with United Airlines, Inc.

Suggested Council Action

Authorize the City Manager to execute an Air Services Agreement with United Airlines, Inc., for roundtrip air service each day between Columbia Regional Airport and Denver International Airport.