



# PARKING OPERATIONS MANAGEMENT CONTRACT

October 4, 2023

PHIL WASHINGTON, CHIEF EXECUTIVE OFFICER  
DENVER INTERNATIONAL AIRPORT

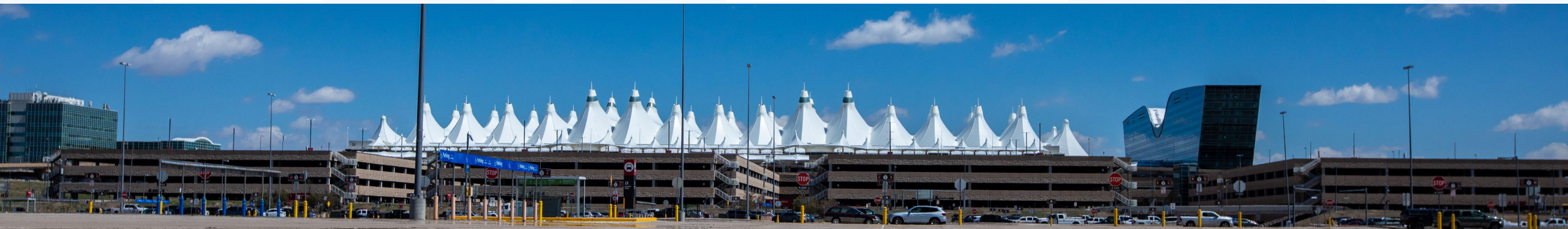
MARK W. NAGEL, SENIOR VICE PRESIDENT  
PARKING AND COMMERCIAL TRANSPORTATION DIVISION

# REQUESTED COUNCIL ACTION



Approval of contract with LAZ Parking, contract number 202366991

- Amount: \$83,803,994 million
- Term: 5-years plus, two 1-year options
- Purpose: Current contract with SP+ expires January 31, 2024



- LAZ Parking will oversee the following at all nine DEN parking lots, covering 51,000 spaces
- Revenue collection, traffic management, parking management, license plate inventory of all vehicles parked at DEN, and vehicle services (lock out, jump starts, tire inflation, etc.) for the traveling public and employees
- This contract is a cost-plus structure, where DEN will do a direct reimbursement of costs incurred by the contractor, plus an annual Management Fee

# CONTRACT COMMUNITY OUTREACH



- Through DEN's Commerce Hub, DEN Parking completed two outreach events on Oct. 13 and Dec. 8 in 2022
  - In the outreach events, DEN Parking had 10 different companies participate with eight being new to DEN
- The six companies that responded to the Request for Proposal (RFP) were part of the outreach: SP+, ABM, LAZ Parking, REEF Parking, ACE Parking, and Japa

- Airport Concessions Disadvantaged Business Enterprise (ACDBE) Goals
  - Per Federal regulations, parking contracts must include ACDBE goals
  - In a memo dated April 19, 2023, the Disadvantaged Small Business Office (DSBO) assigned a 15% ACDBE goal
  - LAZ Parking has partnered with Nationwide Parking Services, as their sub-contractor, and committed to a 16.5% ACDBE goal
  - Nationwide Parking is a certified Minority Women Business (MWBE), Small Business Enterprise (SBE), Emerging Business Enterprise (SBE) and ACDBE firm

- The Parking Operations Management Contract Request for Proposal (RFP) was placed on the DEN forecast list on Feb. 24, 2023, and advertised on April 25, 2023
  - DEN received six proposals: SP+, ABM, LAZ Parking, REEF Parking, ACE Parking, and Japa
  - Three of the six proposers were found to be responsive: ABM, SP+, and LAZ Parking
  - Three were found to be non-responsive: REEF Parking, ACE Parking, and Japa
- Upon conclusion of application and interview process, LAZ Parking was identified as the successful proposer

# LAZ PARKING EMPLOYEE FOCUSED

- The current parking contractor's employees are represented by SEIU Local 105
- LAZ Parking signed a Memorandum of Understanding (MOU) with SEIU Local 105 on May 3, 2023
- The MOU requires LAZ to hire incumbent employees, that pass the pre-employment checks, and recognizes SEIU and its existing Collective Bargaining Agreement (CBA)
- The current SEIU CBA expires on October 15, 2024
- LAZ Parking and SEIU have begun negotiating a new CBA to incorporate wages, time-off, and health care benefits under this contract



# LAZ EMPLOYEE FOCUSED (Continued)



- LAZ Parking must provide first right of refusal to all job postings to the existing contractor employees
  - If all employees stay on, 90% of the employees will receive a pay raise on day one of the new contract, Feb. 1, 2024
  - Current employees making \$17 per hour will receive a raise to \$22 per hour
- New employees will earn Paid Time Off (PTO) from day one of the contract
  - Each new employee, to include part-time employees, will earn four hours of PTO per 65 hours of work, with a maximum of 128 hours annually
  - Each employee will be able to carry over 40 hours of PTO per year
- Employees will have equal-to-or-better-than health benefits provided by Anthem Blue Cross Blue Shield or a \$600 per month stipend if they do not choose to receive benefits through LAZ Parking



# LAZ PARKING OVERVIEW



- LAZ Parking is the largest privately held parking and transportation service company in the United States managing over 3,500 operations nationwide with over 1.4 million parking spaces in 451 cities and 40 states on behalf of their clients
- Headquartered in Hartford, Connecticut, LAZ Parking has a team based in Denver, Colorado, operating in 120 locations, with 277 team members including 35 managers and 242 front line employees
- LAZ Parking serves airports across the U.S. and Canada including:
  - Los Angeles International Airport
  - Sacramento International Airport
  - Toronto Pearson International Airport
  - Montreal Pierre Elliot Trudeau International Airport
  - Aspen/Pitkin County Airport
  - Nashville International Airport
  - Pittsburgh International Airport

- Founded in Denver in 1992, Nationwide Parking Services (Nationwide) is the only minority-woman-owned parking company in Colorado and has emerged as a leading force in the parking industry, focused on expansion, strategic partnerships, and technological advancements, and committed to shaping the future of the parking industry
- In addition to the 20 surface lots they manage in Downtown Denver, Littleton, and Colorado Springs, Nationwide also partners with national operators and have worked at numerous airports, including:
  - Los Angeles International Airport
  - Oakland International Airport
  - John Glenn Columbus International Airport
  - Pittsburgh International Airport
  - Dallas Love Field

# CONCLUSION



- DEN seeks approval for this contract with LAZ Parking for \$83,803,994 million
- This critical contract will deliver an employee centric, professional, efficient parking operation at DEN with a focus on customer service to passengers and employees



QUESTIONS?

