



DEN JANITORIAL PROGRAM OVERVIEW



- DEN unbundled the current large janitorial contract to deliver high quality janitorial services and increase opportunity for small business guided by DENs commitment of Service to Our Airport Patrons
- DEN has decided to execute four new janitorial contracts assigned to the following areas:
 - Main Terminal, Airport Office Building (AOB), and related areas within the terminal facility
 - Concourse A, B, and C, including the Airfield Outlying Buildings
 - Trash/recycling rooms, trash/recycling compactor rooms, waste triturator rooms, and loading dock areas
 located at the A, B, and C Concourses
 - Food courts located on concourse A, B and C

VISION 100 ALIGNMENT



This request supports Denver International Airport's Vision 100: Maintaining What We Have.

Enhancing the Customer Experience: This is our core business. We will work closely with our stakeholders to meet and exceed the needs and desires of our travelers.

Equity, Diversity, Inclusion and Accessibility: We are better when everyone is at the table and when we respect and listen to all viewpoints

CONTRACT OUTREACH



• These janitorial services opportunities were presented at the DEN's Division of Strategic Outreach and Engagement's Taking Flight Events, on December 12, 2024, January 23, 2025, and February 13, 2025.

 This is a monthly outreach event that showcases DEN upcoming opportunities for businesses interested in working at the airport.

PROCUREMENT OVERVIEW



- Advertised on March 14, 2025
- Optional pre-proposal conference was held on March 28, 2025
- Vendor questions about this solicitation were due on April 8, 2025. All questions were answered and published on BidNet
- An optional site-visit was held on April 4, 2025
- Proposals were due by April 22, 2025





REQUESTED COUNCIL ACTION



Approves a contract with Flagship Aviation Services, Inc. (Flagship), Contract No. PLANE-202578410

- Amount: \$89,896,203.56
- Term: Three years with two one-year options to extend
- Purpose: To provide janitorial services for the Main Terminal, Airport Office Building (AOB),
 and related areas within the terminal facility at Denver International Airport

TERMINAL & AOB CONTRACT OVERVIEW



- Cleaning services in public and non-public restrooms, City offices, TSA Checkpoints, TSA Administration Areas, public and non-public Federal Inspection Service (FIS) areas, stairwells, conveyance equipment, floor care, and carpet care.
- Contract scope and pricing is inclusive of management, staffing, equipment and chemical supply.
- Incorporation of autonomous cleaning equipment.
 - Hard floor care and carpet care
 - The autonomous equipment will allow custodial staff to focus on detailed cleaning services
- Flexibility to scale labor to meet the airports desired level of cleanliness and expand scope of services.
- Flagship will retain current janitorial staff in compliance with Denver Municipal Code Article 11 Worker Retention.
- Wages are subject to the prevailing wage and minimum wage ordinance.
- Flagship was selected out of thirteen proposals received.

DSBO MWBE GOAL OVERVIEW



- Established DSBO MWBE Goal 25%
 - MWBE Commitment from Flagship: 25.18%
 - Metropolitan Services, Inc. and Sparkle, A Cleaning Company
 - Day to day janitorial services and restroom porter services
 - Maxx Impact Group are the proposed MWBE partners
 - DSBO Liaison, Sub-contractor payment reporting, and Community Outreach

Main Terminal/AOB Contract Value Summary



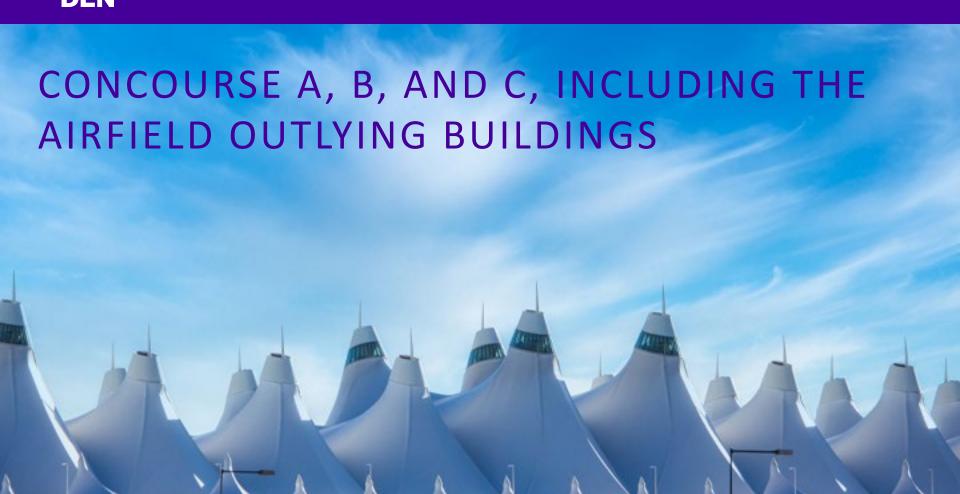
Janitorial Expense	\$81,741,780.24
Contingency/Health Care Reimbursement	\$8,154,423.32
Total Contract Amount	\$89,896,203.56

WHO IS FLAGSHIP AVIATION SERVICES, INC.



- Integrated Facility Management Expertise Founded in 1988 and headquartered in San Jose, CA, Flagship provides janitorial, engineering, culinary, and maintenance services, employing over 4,700 team members nationwide.
- Airport Operations Leadership With more than 3,000 staff dedicated to aviation, Flagship delivers specialized services in one of the most demanding environments: airports that operate 24/7/365 with constant passenger flow and public visibility.
- 28+ Years of Aviation Cleaning Experience Flagship has developed customized procedures and best practices for both airside and landside cleaning, ensuring consistent quality and operational excellence across major, highprofile airports.





REQUESTED COUNCIL ACTION



Approves a contract with SBM Management Services, LP (SBM), Contract No. PLANE-202578409

- Amount: \$203,340,390.04
- Term: Three years with two one-year options to extend
- Purpose: To provide janitorial services for Concourse A, B, and C, including the Airfield
 Outlying Buildings

CONCOURSE CONTRACT OVERVIEW



- Cleaning services include public and non-public restrooms, City offices, TSA Administration Areas (A Concourse),
 public and non-public Federal Inspection Service (FIS) areas (A Concourse), stairwells, passenger loading bridges,
 exterior patios, pet relief rooms, conveyance equipment, floor care, and carpet care.
- · Contract scope and pricing is inclusive of management, staffing, equipment and chemical supply.
- Cleaning locations include airfield outlying buildings.
- Incorporation of autonomous cleaning equipment.
 - Hard floor care and carpet care
 - The autonomous equipment will allow custodial staff to focus on detailed cleaning services
- Flexibility to scale labor to meet the airports desired level of cleanliness and expand scope of services.
- SBM will retain current janitorial staff in compliance with Denver Municipal Code Article 11 Worker Retention.
- Wages are subject to the prevailing wage and minimum wage ordinance.
- SBM was selected out of fourteen proposals received.

DSBO MWBE GOAL OVERVIEW



- Established DSBO MWBE Goal 20%
 - MWBE Commitment from SBM: 20%
 - Alba's Organic is the proposed MWBE partner
 - Day to day janitorial services on C Concourse

Concourse A, B, and C Contract Value Summary



Janitorial Expense	\$193,657,514.32
Contingency/Health Care Reimbursement	\$9,682,875.72
Total Contract Amount	\$203,340,390.04

WHO IS SBM MANAGEMENT SERVICES, LP



- Trusted Industry Leader Founded in 1982, with 40+ years delivering large-scale janitorial and facility services across North America and internationally.
- Comprehensive Service Programs Proven processes, innovative technology, and a highly trained workforce supporting airport, technology, life sciences, logistics, and manufacturing industry.
- Excellence & Sustainability Tailored solutions that consistently exceed client expectations while promoting safe,
 clean, and efficient environments.



TRASH/RECYCLING CHUTE & COMPACTOR ROOMS, WASTE TRITURATOR ROOMS, AND LOADING DOCK AREAS LOCATED AT A, B, AND C CONCOURSES



REQUESTED COUNCIL ACTION



Approves a contract with Kleen Tech Services, LLC (Kleen Tech), Contract No. PLANE-202578364.

- Amount: \$23,910,641.21
- Term: Three years with two one-year options to extend
- Purpose: To provide janitorial services for the trash/recycling compactor rooms, trash/recycling rooms, waste triturator rooms, and the loading dock areas located at the A, B, and C Concourses

COMPACTOR/TRITURATOR OVERVIEW



- Cleaning services for various waste compactor rooms, triturator rooms, concourse ramp vestibules, and adjacent space cleaning services.
- Dedicated cleaning staff on first, second, and third shift & dedicated managerial oversight.
 - The Contractor will be responsible for maintaining cleanliness in all assigned areas
 - Services include, pressure washing, sweeping, litter pick up, hard floor care, and pallet pick up
- Contract scope is inclusive of equipment and chemical supply.
- Staffing is based on the Contractors work plan to always maintain the areas of responsibility clean.
- Flexibility to scale labor to meet the airports desired level of cleanliness and flexibility to expand scope of services.
- Wages are subject to the prevailing wage and minimum wage ordinance.
- Kleen-Tech was selected out of five proposals received.

DSBO MWBE GOAL OVERVIEW



- Established DSBO MWBE Goal 13%
 - MWBE Commitment from Kleen-Tech Service LLC: 15%
 - Clearly Clean Janitorial Services, LLC. is the proposed MWBE partner
 - Clearly Clean will provide custodians to perform janitorial services.

COMPACTOR/TRITURATOR VALUE SUMMARY DEN



Management Fees	\$5,060,316.00
Labor Capacity	\$16,676,630.56
Contingency/Health Care Reimbursement	\$2,173,694.65
Total Contract Amount	\$23,910,641.21

WHO IS KLEEN-TECH SERVICES CORPORATION DEN

- 50+ Years of Experience National provider of janitorial, maintenance & building support services, headquartered in Denver, CO.
- Trusted Across Industries Partnering with airports, government agencies, commercial buildings & private enterprises to ensure clean, safe & efficient environments.
- Excellence & Innovation Tailored, sustainable programs delivered by a highly trained workforce with proven processes.

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REQUESTED COUNCIL ACTION



Approves a contract with Whayne & Sons Enterprises, Inc. (Whayne Enterprises), Contract No. PLANE-202578363.

- Amount: \$14,977,280.44
- Term: Three years with two one-year options to extend
- Purpose: To provide janitorial services for the food courts located on concourse A, B and C at
 Denver International Airport

Concourse Food Court Contract Overview



- Cleaning and sanitation services for the A, B and C food courts.
- Dedicated custodial staff on first, second, and third shift& dedicated managerial oversight.
 - A minimum of 2 custodians per shift, with an opportunity to increase as deemed necessary to ensure clean food courts and passenger traffic.
- Hard floor cleaning services.
 - Incorporation of autonomous cleaning equipment
 - The autonomous equipment will allow custodial staff to focus on detailed cleaning services
- Contract scope is inclusive of equipment and chemical supply.
- Staffing is based on the Contractors work plan to always maintain the areas of responsibility.
- Flexibility to scale labor to meet the airports desired level of cleanliness and meet operational demand during peak travel periods. Flexibility to expand scope of services.
- Wages are subject to the prevailing wage and minimum wage ordinance.
- Whayne was selected out of thirteen proposals received.

DSBO MWBE GOAL OVERVIEW



- Established DSBO MWBE Goal 13%
 - MWBE Commitment from Whayne: 13%
 - Total Access Solutions LLC is the proposed MWBE partner.
 - Total Access Solutions LLC will be responsible for day-to-day janitorial services and specialized cleaning.

FOOD COURT CONTRACT VALUE SUMMARY DEN



Management Fees	\$3,498,349.32
Labor Capacity	\$10,769,727.29
Contingency/Health Care Reimbursement	\$713,203.83
Total Contract Amount	\$14,977,280.44

WHO IS WHAYNE & SON ENTERPRISES



- Proven Service Partner 40+ years of experience delivering reliable janitorial, facilities support, and staffing solutions to government, commercial, and private-sector clients.
- Certified MWBE Minority- and Woman-Owned firm combining expertise with a commitment to equity, inclusion, and supplier diversity.
- Tailored Solutions Experienced team designing customized programs that ensure safe, clean, and efficient environments across diverse facilities.

CONCLUSION



- DEN seeks approval for four actions today.
 - 1. Approves a contract with Flagship Aviation Services, Inc. (Flagship) for \$89,896,203.56 to provide janitorial services for Main Terminal, Airport Office Building (AOB), and related areas within the terminal facility at DEN.
 - 2. Approves a contract with SBM Management Services, LP (SBM) for \$203,340,390.04 to provide janitorial services for Concourse A, B, and C, including the Airfield Outlying Buildings at DEN.
 - 3. Approves a contract with Kleen Tech Services, LLC (Kleen Tech) for \$23,910,641.21 to provide janitorial services for the compactor rooms, trash rooms, and triturator areas at DEN.
 - 4. Approves a contract with Whayne and Sons Enterprises, Inc. (Whayne Enterprises) for \$14,977,280.44 to provide janitorial services for the food courts located on concourse A, B and C at DEN.
- All contract terms are three years with two one-year options to extend.



