

ORDINANCE/RESOLUTION REQUEST

All Fields must be completed

Incomplete request forms will be returned to sender which may cause a delay in processing.

Date of Request: 08/12/2022

Please mark one: Bill Request or Resolution Request

1. Type of Request:

- Contract/Grant Agreement Intergovernmental Agreement (IGA) Rezoning/Text Amendment
- Dedication/Vacation Appropriation/Supplemental DRMC Change
- Other:

2. Title: Approves the 3rd contract amendment to the AERO Snow Removal contract at Denver International Airport (DEN).

3. Requesting Agency: Department of Aviation

4. Contact Person:

Contact person with knowledge of proposed ordinance/resolution	Contact person to present item at Mayor-Council and Council
Name: Kyle Lester	Name: Carolina Flores
Email: Kyle.Lester@flydenver.com	Email: Carolina.Flores@flydenver.com

5. General description or background of proposed request. Attach executive summary if more space needed:

This contract is for on-call snow removal services for Denver International Airport (DEN) ramp areas. Aero Snow Removal Corporation (Aero) shall furnish all necessary labor, tools, equipment, and supplies to perform the required services except for the equipment and facilities that are specified as being the responsibility of DEN, except as necessary from time to time. This amendment adds \$11.5M to the contract capacity. DEN will not deploy Aero for low accumulating snowstorms, so the budgeted amount is expected to stay within the 40 inches allowed under the standard contract amount.

6. City Attorney assigned to this request (if applicable): John Redmond

7. City Council District: 11

8. **For all contracts, fill out and submit accompanying Key Contract Terms worksheet**

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____

Key Contract Terms

Type of Contract: Standard Expenditure Contract

Vendor/Contractor Name: Aero Snow Removal Corp.

Contract control number: 202263094 / Legacy No. 201416659

Location: Denver International Airport

Is this a new contract? Yes No **Is this an Amendment?** Yes No **If yes, how many?** 3rd amendment

Contract Term/Duration: 9/1/2015 through 8/31/2023, 8 years

Contract Amount (indicate existing amount, amended amount and new contract total):

<i>Current Contract Amount</i> (A)	<i>Additional Funds</i> (B)	<i>Total Contract Amount</i> (A+B)
\$65,590,000.00	\$11,500,000.00	\$ 77,090,000.00

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
09/01/2015-08/31/2023	N/A	N/A

Scope of work:

Aero Snow Removal Corporation (Aero) shall furnish all necessary labor, tools, equipment, and supplies to perform the required services except for the equipment and facilities that are specified as being the responsibility of DEN, except as necessary from time to time.

Was this contractor selected by competitive process? Yes **If not, why not?** In 2015, this contract was originally competitively bid through the General Services Purchasing Division as Request for Proposal (RFP) number 0631A and awarded to Aero. This specific procurement (Non-competitive Amendment) qualifies for the continuity of service exception under Memorandum No. 8B and will not be competitively procured. The Division of Maintenance reviewed other options for snow removal services; analyzed if the work could be performed with City Crews, other vendors in the industry, and leasing equipment. Purchase of snow melters is highly specialized and the build time of the equipment is at least 18 months. The only snow melters to lease in the United States are two small melters on the east coast, and City crews self-performing the work would require hiring additional FTE equipment operators. Throughout the airline snow removal services industry, there are only two companies in the United States.

Has this contractor provided these services to the City before? Yes No

Source of funds: O&M

Is this contract subject to: W/MBE DBE SBE XO101 ACDBE N/A

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): N/A

Who are the subcontractors to this contract? N/A

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____