



# JANITORIAL AND WINDOW CLEANING SERVICES

MAY 21, 2025

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# JANITORIAL SERVICES FOR MAIN TERMINAL, CONCOURSE A, B & C AMENDMENT 2



Amends a janitorial services contract with Flagship Airport Services, Inc.,

Contract No. PLANE-201953023

- Amount: Adding \$13,037,105.77 for a new total of \$196,023,467.10
- Term: No change to contract term
- Purpose: to add capacity as a direct result of the increased prevailing wages driven by the negotiation of the Collective Bargaining Agreement between SEIU and Flagship Airport Services

# CONTRACT AMENDMENT OVERVIEW



- Second Amendment to Janitorial Services contract PLANE-201953023.
- Flagship Airport Services was selected through a competitive request for proposals in 2020 to provide cleaning services for the Main Terminal, Concourses A, B & C, and Snow Removal.
- The original contract was approved by the City Council on January 19, 2021
- Three-year term with an option of two (2) one-year options to extend.
  - March 1, 2021 – February 28, 2024
  - Contract end date is February 28, 2026
- Division of Small Business Opportunity (DSBO) established a 30% Goal
  - Flagship is currently achieving 41% MWBE participation
- Contract Value
  - Original contract value was \$182,986,361.33
  - Amended contract value is \$196,023,467.10

# 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

- Factors contributing to the capacity increase request
  - Prevailing wage increases
    - Custodial staff earned the following raises over the term of the contract
      - 2022: CI - \$3.10, CII - \$2.50
      - 2023: CI - \$.75, CII - \$.75
      - 2024: CI - \$.75, CII - \$.75
      - 2025: CI - \$1.00, CII - \$1.00
    - The prevailing wage increases materialized higher than anticipated by Flagship at the start of the contract
    - DEN has a contractual obligation to cover the prevailing wage increases
  - Increased cleanable square footage through the completion of concourse expansion projects
    - Concourse A East ground load facility, C Concourse ground load facility.
  - Main Terminal Great Hall completion resulted in additional square footage in the terminal
    - New fixtures and cleaning requirements with the completion of phase 1 and phase 2 in 2025

- DEN is in an active procurement for new janitorial contracts to replace the large janitorial contract that is due to expire February 28, 2026
- DEN will execute four new janitorial contracts to provide an increased level service and opportunities to the small business community.
  - Contract #1 – Will provide cleaning services for the Main Terminal and Airport Office Building
  - Contract #2 – Will provide cleaning services for Concourse A, B, C and Airfield Outlying Buildings
  - Contract #3 – Will provide cleaning services for the Concourse A, B and C Food Courts
  - Contract #4 – Will provide cleaning services for the Concourse A, B and C waste compactor rooms and triturator room. Including ramps vestibules and loading dock areas.



# JANITORIAL SERVICES FOR LANDSIDE OUTLYING FACILITIES



Amends a janitorial services contract with Kleen-Tech Services, Contract No. PLANE-202055520.

- Amount: Adding \$4,080,402.12 for a new total of \$9,266,979.12
- Term: Adding one year with a new end date of March 31, 2027
- Purpose: To support the continuity of janitorial services at the various landside-facility locations, increased services to support Ground Transportation Holding Lot, Center of Equity and Excellence in Aviation and off-site Airport Office Building at Denver International Airport

# CONTRACT AMENDMENT OVERVIEW



- Second Amendment to Janitorial Services contract PLANE-202055520.
- Kleen-Tech Services was selected through a competitive request for proposals in 2022 to provide cleaning services for various DEN owned and operated landside outlying facilities.
- The original contract was approved by the City Council on February 22, 2022.
- Two-year term with an option of two (2) one-year options to extend.
  - April 1, 2022 – March 31, 2024
  - Contract end date is March 31, 2026
- DSBO established a 30% MWBE goal
  - Kleen-Tech is currently meeting the 30% MWBE goal
- Contract Value
  - Original contract value was \$5,186,577.00
  - Amended contract value is \$9,266,979.12

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- Factors contributing to the capacity increase request
  - Prevailing wage increases
    - Custodial staff raises over the remaining term of the contract
      - 2025: CI - \$1.00, CII - \$1.00
      - 2026: CI - \$2.00, CII - \$2.00
  - Increased cleanable square footage through the addition of the Center of Excellence in Aviation (CEEA), Off-site Airport Office Building, and additional staff at the Ground Transportation Holding Lot Restrooms.
    - Final scope is to be determined as CEEA is under construction and the off-site airport office building will be remodeled spring/summer 2025.
    - Service levels will be established upon DEN occupying these facilities.
- Addition of a fifth year to the contract for a new end date of March 31, 2027
  - Align with current janitorial contract term lengths
  - Continuity of services through the opening of CEEA

- A request for proposal (RFP) will be released in 2026 to replace the existing contract. CEEA will be operational, and levels of service for additional space will be known.
- DEN will issue an RFP for a single award contract for all landside outlying buildings.



# CONCOURSE A, B, AND C WINDOW CLEANING CONTRACT



Approves a contract with JanCo FS 3, LLC DBA Velociti Services (Velociti),

Contract No. PLANE-202476876

- Amount: \$8,566,913.43.
- Term: Three years with two one-year options to extend
- Purpose: To provide window cleaning services for Concourse A, Concourse B, Concourse C, and various airfield outlying buildings at Denver International Airport.

# WINDOW CLEANING CONTRACT OVERVIEW



- This request approves a contract with JanCo FS 3, LLC DBA Velociti Services for window cleaning services for DEN's airfield buildings.
  - Services will include the cleaning of windows, glass surfaces, and ledges.
- Service locations include Concourse A, Concourse B, Concourse C, Air Rescue Fire Fighting (ARFF) Station 1, 2, 3, 4, ARRF Training Facility, WA Deice Building, and the Environmental Glycol Facility.
- Velociti will retain the current (12) window cleaners in compliance with Denver Municipal Code Article 11 Worker Retention.
- Wages are subject to the prevailing wage and minimum wage ordinances

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- Advertised on December 5, 2024
- Optional pre-bid conference was held on December 17, 2024
- Vendor questions about this solicitation were due on December 27, 2024. All questions were answered and published on BidNet.
- An optional site-visit was held on December 17, 2024
- Bids were due by January 16, 2025
- DEN received eight bids.
- A selection review tollgate was conducted on February 3, 2025
- Business Community Outreach Events:
  - The window cleaning opportunity was presented at the DEN Taking Flights Outreach Events on September 12, 2024, and October 10, 2024.

# DSBO MWBE GOAL OVERVIEW



- Established DSBO MWBE Goal 25%
  - MWBE Commitment from Velociti: 25%
    - American Facility Services Group (AFSG) is the proposed MWBE partner
    - AFSG will provide three full time window cleaners for the delivery of window/glass surface cleaning.

# CONTRACT CAPACITY BREAKDOWN

Window Cleaning Services (current glass footprint)	\$7,866,913.43
Health Care Reimbursement	\$700,000.00
Contract Maximum Amount	\$8,599,913.43

# WHO IS VELOCITI SERVICES (VELOCITI)



- Velociti Services is division of the Argenbright Group, an American-owned and privately held family of companies that provides people-intensive and customer-focused business solutions to a variety of industries including, facility services, aviation, and security.
- Velociti Services has more than 40-plus years of expertise in performing facility services in all commercial settings.
- Velociti is changing the paradigm of the industry by becoming the disruptive force in delivering unmatched customer service within a work culture that treats front-line teams with respect and dignity.

- DEN seeks approval for three actions today.
- 1. Amends a contract with Flagship Airport Services, Inc. by adding \$13,037,105.77 for a new total of \$196,023,467.10 to support continuity of cleaning services at Denver International Airport in Council District 11. No change to the contract Duration.
- 2. Amends a contract with Kleen-Tech Services, LLC. by adding \$4,080,402.12 for a new total of \$9,266,979.12 and adding one year for a new contract end date of March 31, 2027 for the provision of janitorial services at various landside facilities at Denver International Airport.
- 3. Approves a contract with JanCo FS 3, LLC DBA Velociti Services (Velociti) for \$8,566,913.43 and for three years with two one-year options to extend to provide window cleaning services for Concourse A, Concourse B, Concourse C, and various airfield outlying buildings at Denver International Airport.



QUESTIONS?