

# 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: 7/13/2020

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:** Approval for the 2<sup>nd</sup> contract amendment to AERO Snow Removal at Denver International Airport (DEN). (Contract # 202055237-02; original contract No. 201416659-00)

3. **Requesting Agency:** 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: Angela Casias
Email: kyle.lester@flydenver.com	Email: Angela.Casias@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. This amendment extends the agreement for the three (3) option years allowed for in the agreement, reduces the service and annual cost, and changes the billing structure of inches of snowfall per year. 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\*\***

## Key Contract Terms

**Type of Contract:** Standard Expenditure Contract

**Vendor/Contractor Name:** Aero Snow Removal Corp.

*To be completed by Mayor's Legislative Team:*

Resolution/Bill Number: RR20 0703

Date Entered: \_\_\_\_\_

Contract control number: 202055237-02

Location: Denver International Airport

Is this a new contract?  Yes  No Is this an Amendment?  Yes  No If yes, how many? 2

Contract Term/Duration: existing term: 9/1/2015-8/31/2020 (5 years); amended dates: extend to 8/31/2023 for full term of 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)
<b>\$65,590,000.00</b>		<b>\$65,590,000.00</b>
<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
<b>9/1/2015-8/31/2020</b>	3 years	8/31/2023

**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. This amendment extends the agreement for the three (3) option years allowed for in the agreement, reduces the service and annual cost, and changes the billing structure of inches of snowfall per year. 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.

**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 high specialized and build time of the equipment is at least 18 months, the only snow melters to lease in the United States are two small melter on the east coast, and City crews self-performing the work would require hiring addition FTE equipment operators. Throughout the airline snow removal services industry there are only two companies in the United States. Discussions have started with other vendors in the industry, however other companies are not currently equipped to handle the scope of work. Over the year Staff will revise the current scope of work to open up competition in preparation to issue a new RFP in the next 18 months.

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

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

**Who are the subcontractors to this contract? N/A**

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