



## Legislation Details (With Text)

**File #:** 20-1139      **Version:** 1

**Type:** Resolution      **Status:** Adopted

**File created:** 10/12/2020      **In control:** Business, Arts, Workforce, Climate & Aviation Services Committee

**On agenda:** 11/2/2020      **Final action:** 11/2/2020

**Title:** A resolution approving a proposed Amendatory Agreement between the City and County of Denver and Oralabs, Inc. for federal coronavirus relief funds to administer Denver’s personal protective equipment (PPE) program to support the ongoing recovery and survival of the city’s smallest and most vulnerable businesses and nonprofits.  
Amends a contract with OraLabs, Inc. by adding \$750,000 for a new total of \$2,240,000 of federal coronavirus relief funds to administer Denver's personal protective equipment (PPE) program to support the ongoing recovery and survival of the city's smallest and most vulnerable businesses and nonprofits by helping ensure the safety of their employees, volunteers, and customers, citywide. No change to contract duration (OEDEV 202056372). The last regularly scheduled Council meeting within the 30-day review period is on 11-23-20. The Committee approved filing this item at its meeting on 10-21-20.

**Sponsors:**

**Indexes:** John Mahoney

**Code sections:**

**Attachments:** 1. RR20 1139 DEDO PPE, 2. PPE Kit Program One-Pager, 3. 20-1139 Filed Resolution\_OraLabsInc.\_202056372-01\_BLM\_Final\_10232020, 4. 20-1139 Filed Amendatory Agreement\_OraLabs,Inc.\_202056372-01\_BLM\_10272020, 5. 20-1139 Filed Resolution\_OraLabsInc, 6. 20-1139 - signed

Date	Ver.	Action By	Action	Result
11/2/2020	1	Council President	signed	
11/2/2020	1	City Council	adopted	Pass
10/21/2020	1	Business, Arts, Workforce, Climate & Aviation Services Committee	approved by consent	

### Contract Request Template (Contracts; IGAs; Leases)

**Date Submitted:** 10-12-20

**Requesting Agency:** Denver Economic Development and Opportunity  
**Division:**

**Subject Matter Expert Name:**

Name: Susan Liehe 720-480-3481 (m)
Email: susan.liehe@denvergov.org

**Item Title & Description:**

*(Do not delete the following instructions)*  
*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title*

should be in **bold** font).

Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.

**A resolution approving a proposed Amendatory Agreement between the City and County of Denver and Oralabs, Inc. for federal coronavirus relief funds to administer Denver's personal protective equipment (PPE) program to support the ongoing recovery and survival of the city's smallest and most vulnerable businesses and nonprofits.**

Amends a contract with OraLabs, Inc. by adding \$750,000 for a new total of \$2,240,000 of federal coronavirus relief funds to administer Denver's personal protective equipment (PPE) program to support the ongoing recovery and survival of the city's smallest and most vulnerable businesses and nonprofits by helping ensure the safety of their employees, volunteers, and customers, citywide. No change to contract duration (OEDEV 202056372). The last regularly scheduled Council meeting within the 30-day review period is on 11-23-20. The Committee approved filing this item at its meeting on 10-21-20.

**Affected Council District(s) or citywide?** Citywide

**Contract Control Number:** OEDEV 202056372

**Vendor/Contractor Name (including any "DBA"):** OraLabs, Inc.

**Type and Scope of services to be performed:**

The devastating economic effects of the COVID-19 pandemic, with the subsequent stay-at-home orders and restrictions, has hit our smallest businesses and nonprofits especially hard. Job losses and revenue loss continue to plague our local small business and nonprofit sectors even though organizations of all sizes are re-opening and trying to normalize operations with a reduced customer base. Larger firms with reserve funds and access to credit are faring somewhat better, although the future of many small businesses and nonprofits in Denver remains very much in doubt.

Unanticipated expenses to support operations--such as providing employees, volunteers, and/or customers with the necessary face coverings, hand sanitizer, and other supplies--continue to mount as customer traffic and revenues remain challenged. This program cannot save these small organizations outright, but hopes to support their still-tenuous operations, and assist them as they struggle to regain competitiveness or deliver services at a time when every dollar counts.

Special consideration is being given to ensure that the limited supplies in this program is going to the organizations most in need. With strong grassroots partners, we have promoted this program in English, Spanish, and Vietnamese so that registrants will be encouraged from underserved, lower-income neighborhoods with a concentration of small businesses and nonprofits. The registration process remains intentionally simple, simply confirming that the entity is located in Denver, was in operation prior to March 1, 2020, and affirms in this second phase to have fewer than 50 employees.

DEDO manages the online registration process which is hosted on denvergov.org and provides OraLabs with a list of registrants. OraLabs procures PPE items and has the kits shipped directly to individual businesses and nonprofits. A carefully designed, standardized kit for each registrant has saved substantial costs on variable inventory planning and fulfillment. For this second phase, and with City Council participation, we are piloting the addition of community-based partners to receive bulk deliveries and help distribute kits to the intended audience.

The first phase included more than 4,000 kits, boxed and shipped. With a strong response of more than 1,000 to a short survey that went to program recipients, we are adjusting the contents of the kits slightly to better reflect demand. For example, we are hearing that the face shields are not generally useful, and that gloves would be desirable (we are exploring sourcing of non-latex gloves that do not have the eight-week shipping requirement).

**Location (if applicable):**

**WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts):**

**Are WBE/MBE/DBE goals met (if applicable)?**

**Is the contract new/a renewal/extension or amendment?**

**Was this contractor selected by competitive process or sole source?**

**For New contracts**

**Term of initial contract:**

**Options for Renewal:**

**How many renewals (i.e. up to 2 renewals)?**

**Term of any renewals (i.e. 1 year each):**

**Cost of initial contract term:**

**Cost of any renewals:**

**Total contract value council is approving if all renewals exercised:**

**For Amendments/Renewals Extensions:**

**Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?**

***If length changing***

**What was the length of the term of the original contract?**

**What is the length of the extension/renewal?**

**What is the revised total term of the contract?**

***If cost changing***

**What was the original value of the entire contract prior to this proposed change?**

\$1,490,000

**What is the value of the proposed change?**

\$750,000

**What is the new/revised total value including change?**

\$2,240,000

***If terms changing***

**Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)**