



## Legislation Details (With Text)

**File #:** 22-1000      **Version:** 1

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

**File created:** 8/15/2022      **In control:** Business, Arts, Workforce, Climate & Aviation Services Committee

**On agenda:** 9/12/2022      **Final action:** 9/12/2022

**Title:** A resolution approving a proposed Third Amendment between the City and County of Denver and Aero Snow Removal (CO) LLC, concerning increased use of snow removal services at Denver International Airport.  
Amends a contract with Aero Snow Removal Corp. by adding \$11,500,000 for a new contract total of \$77,090,000 for increased use of snow removal services at Denver International Airport ramp areas in Council District 11. No change to contract duration (201416659/ 202263094). The last regularly scheduled Council meeting within the 30-day review period is on 9-26-2022. The Committee approved filing this item at its meeting on 8-24-2022.

**Sponsors:**

**Indexes:** Lucas Palmisano

**Code sections:**

**Attachments:** 1. RR22-1000 DEN City Council Summary\_On-Call Snow Removal Services, 2. RR22-1000 DEN Ordinance Request\_AERO Snow 3rd Amendment, 3. 22-1000 Contract Aero Snow Removal, 4. 22-1000 Filed Resolution\_Aero Snow Removal (202263094), 5. 22-1000 Filed Resolution\_Aero Snow Removal, 6. 22-1000 - signed

Date	Ver.	Action By	Action	Result
9/12/2022	1	Council President	signed	
9/12/2022	1	City Council	adopted	Pass
8/24/2022	1	Business, Arts, Workforce, Climate & Aviation Services Committee	approved by consent	Pass

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

**Date Submitted: 8-22-2022**

**Requesting Agency: Denver International Airport**  
**Division:**

**Subject Matter Expert Name:** Kyle Lester

**Email Address:** Kyle.Lester@flydenver.com

**Phone Number:**

**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 Third Amendment between the City and County of Denver and Aero Snow Removal (CO) LLC, concerning increased use of snow removal services at Denver International Airport.**

Amends a contract with Aero Snow Removal Corp. by adding \$11,500,000 for a new contract total of \$77,090,000 for increased use of snow removal services at Denver International Airport ramp areas in Council District 11. No change to contract duration (201416659/ 202263094). The last regularly scheduled Council meeting within the 30-day review period is on 9-26-2022. The Committee approved filing this item at its meeting on 8-24-2022.

**Affected Council District(s) or citywide? 11**

**Contract Control Number:** (201416659/ 202263094).

**Vendor/Contractor Name (including any "DBA"):** Aero Snow Removal Corp.

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

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.

**Location (if applicable):** DEN ramps.

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

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

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

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

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.

**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)?**

**Cost**

***If length changing***

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

\$65,590,000

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

\$11,500,000

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

\$ 77,090,000

***If cost changing***

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

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

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

***If terms changing***

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