

January 4, 2021

Dear Members of City Council:

Subject: DEN Flagship Janitorial Contract

Today the DEN Flagship contract will come before you for approval and we urge you to vote no on this contract. Adelante Community Development along with other community organizations are questioning why there are no significant Latino or women owned local business being considered for this \$188 million dollar contract. One Latino MWBE firm is being considered for a pittance of 3% despite having a presence at DEN for the last seven years.

1. The RFP specifies that 38% of the contract will be awarded to a MWBE firm, which was then awarded to Wayne Enterprises. This 38% has a value of \$68 million dollars. However, only 3% is valued at \$5 million dollars, per the committee discussion.
2. DEN has selected a Black owned Texas firm, and they will be helping to grow at least one MWBE's through mentor protégé program. However, there are many unanswered questions about the Flagship contract, which equates to 51% of the terminal going to a company from Texas with no known presence in Colorado. First, it will not be known for several months who will be selected for the mentorship program, nor the process for doing so. Second, there is no information about how this firm will be inclusive in partnering with more than one local MWBE. Third, who served on the RFP selection committee? Fourth, how were companies vetted as responsible contractors, including the criteria used to determine good standing with other government agencies?
3. During the rewrite of the MWBE ordinance, the minority participants from our community were promised that the City would unbundle large contracts to allow the opportunity for more local MWBE certified firms to be considered for work, including Denver International Airport. Other local MWBE's should benefit from this contract, not just one. The biggest issue in this Flagship contract is that an out of state firm was brought in and no local Latino and women owned businesses in our own community were considered. There are local MWBE business that have the capacity to be at the table who should have been part of the entirety in a more meaningful way than just the 3% in a joint venture.
4. DEN executives implied that there will be other contracts that will be forthcoming for the minority community to bid on. Unfortunately, none of those contracts will come close to the size and value of this contract, which has grossly missed the mark in being inclusive of the broader community.

Your showed commitment by unanimously passing the ordinance brought forward by the Division of Small Business Opportunity (DSBO) within Denver Economic Development &

Opportunity (DEDDO) which codified economic opportunity mechanisms to create a stronger local presence at DEN. Specifically, Council voted to reauthorize Denver's program to bolster contracting opportunities, prevent discrimination, and ensure equity for small minority- and women-owned firms on public contracts. Further, commitments were made to improve outreach and technical assistance; increase certifications for small firms across size, gender, and race-defined categories; establish project-specific goals for the participation of certified firms on each project; and monitor contract activities throughout the life of projects to ensure compliance pursuant to Chapter 2, Article IV, D.R.M.C. and § 28-33 of Chapter 28, Article III, Division 1, D.R.M.C.

COVID-19 has further created economic disadvantages to disproportionately Latino businesses, this contract should be benefiting local businesses. There is absolutely no reason this contract should be awarded to out of state minority contractors. You owe commitment to our local economy and by going with an out of state contractor you demonstrate no commitment to state minority businesses and highly disregard to our economic diversity. We expect you to award this contract to local minority business owners who have the capacity to fulfill this contract. We urge each of you to consider these facts and to vote NO on this contract.

Sincerely,

Maria Gonzalez, CEO

Adelante Community Development

Cc: El Comercio de Colorado