

Revive Janitorial, LLC (MBE/WBE/DBE/ACDBE)

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and restore lives and communities."*



DaYonne Reed, the visionary Owner and CEO of Revive Janitorial, LLC, has positioned her company to become a trailblazing success story in the region. Accolades include being a two-time recipient of Small Business Monthly's "Top 50 Fastest-Growing Businesses in the Region Award" in 2020 and 2022. Her achievements also extend to being honored as a "Woman Business Leader" by the same publication in 2022 and 2023.

Reed's business growth strategies revolve around collaborating with the Business Diversity Development (BDD) Program to gain insights on bidding for and securing contracts at St. Louis Lambert International Airport (STL). The company was founded in 2017 and began operating at the airport in 2019, providing janitorial services to select restaurants within the terminal buildings.

Through unwavering persistence, Reed and her team diligently honed their craft in preparation for the opportunities that lay ahead. After two years of steadfast janitorial service, the pivotal moment arrived when the airport's Terminal Cleaning Services Contract came up for bid, offering Reed the chance to highlight her company's capabilities on a larger scale. In February 2023, Revive Janitorial, LLC, seized the opportunity and joined forces with prime contractor Regency Enterprises Services as the subcontractor for STL's Terminal Cleaning Services Contract for janitorial services airport-wide. The contract commenced on March 1, 2023, and expires on February 28, 2026.

"We started out taking baby steps to establish our footprint at the airport," recalls Reed. "We leveraged our certification as a minority and woman-owned firm to secure the initial subcontractor role by cleaning a few restaurants. However, it took those two years of providing janitorial services to meet the airport authority's requirements before we could advance to the coveted Terminal Cleaning Services Contract. This experience was pivotal in opening doors to larger opportunities and helping us move up the ranks," Reed stated.

Reed is closely monitoring the timeline to build STL's \$3 Billion Consolidated Terminal Project. While construction is a few years away, Reed is proactively positioning her company to seize opportunities, such as bidding on construction site cleanup projects. "For these large projects, we must have solid relationships with the major construction companies, contracts with local unions to hire their workers, and substantial financial bonding capacity. We have these relationships now, and I believe we are well-prepared for the challenges ahead," Reed said.

Revive Janitorial, LLC, provides janitorial services to commercial facilities only. Besides the airport, the company's client list includes the Metropolitan St. Louis Sewer District, T-Mobile Call Center, YMCA, and Chick-fil-A. The company also provided construction site cleanup on development projects for the NGA and the City SC Soccer Stadium.

With a sky's-the-limit mindset, Reed and her team are poised to soar to new heights of success. One of their key objectives is achieving 8(a) federal certification, a pivotal milestone that will unlock doors to servicing federal government buildings. The firm is currently certified as an ACDBE, DBE and M/WBE.

Reed's advice to aspiring entrepreneurs is motivating. She emphasizes resilience in the face of setbacks, urging individuals to see "no" as a temporary setback rather than a permanent obstacle. Additionally, she stresses the importance of organized paperwork and confidence in one's own business when interacting with potential clients, as well as the need to work closely with BDD on contract compliance and new opportunities.

In addition to managing their day-to-day business operations, Revive Janitorial, LLC, employees proudly participate among the 50,000 volunteers in MoDOT's Adopt a Highway Program for litter cleanup and beautification projects. The company's name is displayed on an Adopt a Highway sign on a one-mile stretch of Interstate 70.

Beyond that, the company has its own environmental stewardship program called Revive Outreach. "This is an effort for us to give back to the community and offer a second chance for employment to people who may have a compromised work history. This is the essence of Revive: to revitalize and restore lives and communities," Reed emphasizes.

The company is headquartered in St. Charles. As a result of Reed's commitment to environmental preservation, the company prioritizes using eco-friendly cleaning products that are not only gentle on the environment but also contribute to reducing pollution and protecting animals, crops, and the oceans. With this lead-by-example approach, Reed's success is sure to continue for years to come.