



Denver International Airport to Host DIA Day 'Creating Connections'

Mark your calendar to attend the upcoming "DIA DAY" business opportunity informational and outreach event scheduled for Oct. 19,

2015, from 8 a.m. to 3 p.m. at the Renaissance Hotel, 3801 Quebec Street, Denver. Airport leadership, project managers in Airport Infrastructure Management, Concessions and Information Technology, plus City of Denver administration staff will be on hand to provide current business information and discuss upcoming business opportunities. Registration information will be available soon.

Denver International Airport Connects Minority-Owned and Small Businesses to Contracts

The opening of the DIA Commerce



Hub paved many paths for small, minority- and women-owned businesses to access business opportunities. Paired with the Denver Office of Economic Development, Division of Small Business Opportunity's (DSBO's) business certification program, our

success was recognized by the Federal Aviation Administration when we won the 2015 Disadvantaged Business Enterprise Advocate and Partner Award.

The award, issued by the FAA's Office of Civil Rights, recognizes DIA's partnership with the DSBO in promoting opportunities for small businesses and certified minority-owned firms in concessions, construction and professional services at the airport. The award was presented to DIA during the FAA's 2015 National External Civil Rights Training Conference for Airports in Washington, D.C.



"Denver is building a global economy, and Denver International Airport is linking us with the world," Denver Mayor Michael B. Hancock said. "We have set a high standard for how we conduct business at the City, and this prestigious recognition by our partners at the FAA shows that we are answering the call for inclusivity among business opportunities at DIA."

The FAA's Airport Concessions Disadvantaged Business Enterprise program for airport concessions has been a particular success at DIA. Since 2006, the airport has helped grow the percentage of gross concessions revenue earned by certified firms from 27 percent (\$52.4 million) in Fiscal Year 2005-2006, to 39 percent (\$129.9 million) in FY2013-2014—exceeding the airport's annual goal of 33 percent and setting an all-time record for concessions revenue earned by disadvantaged businesses at DIA.

"We are extremely thankful to our partners at the FAA for recognizing our ongoing commitment to ensuring that local, small and minority-owned businesses have access to meaningful opportunities at the airport," said Ken Greene, DIA's chief operating officer. "Our close partnership with the Division of Small Business Opportunity has led to an increase in disadvantaged business participation in our construction projects, and our concessions and professional services programs." The airport also has grown the percentage of payments for construction work earned by certified firms from 20 percent (\$8.6 million) in 2009 to 25 percent

(\$72.5 million) in 2014. The percentage of payments for professional services to certified firms has also significantly increased from 3 percent (\$97,000) in 2009, to 30 percent (\$9.7 million) in 2014.

For the last two years, DIA has also exceeded its goals for the percentage of work on airport runway pavement and rehabilitation construction projects performed by companies owned by socially and economically disadvantaged individuals. While the FY 2014 FAA-approved goal for DIA was set at 13.25 percent, the airport achieved a participation rate of 17.38 percent via \$2.4 million in payments to certified companies.

Some of the programs and support for minority businesses include:

- In 2011, DIA opened its Commerce Hub as a one-stop facility for small businesses looking to enter the airport marketplace. The Commerce Hub helps entrepreneurs navigate the unique airport operating environment and provide guidance and support. [Click here](#) to learn more.
- DIA works closely with the Division of Small Business Opportunity to help connect businesses with concession, construction and professional service contracts. For more information about business certification programs, visit www.denvergov.org/dsbo.
- On July 22, 2015, Mayor Hancock announced that the Denver Office of Economic Development is launching a mentor-protégé program to build capacity among minority- and women-owned businesses within the construction and professional services industries. Protégés will receive coaching on public contract applications and contract performance, as well as a wide array of other business-management topics, from strategic planning to financial management and marketing.
- In February 2014, Mayor Hancock signed landmark legislation designed to improve economic opportunities for minority- and women-owned businesses in Denver. Two ordinances and an executive order work to break down barriers commonly faced by Women and Minority Business Enterprises (M/WBEs) seeking to conduct business with the City, which is also working to increase M/WBEs' capacity, capability and sophistication as well as to create measurements to track these businesses' progress.

Learn more about airport-related business opportunities by visiting DIA's "Future Opportunities" Web page or contacting the Commerce Hub at Diacommercehub@flydenver.com or calling (303) 342-2351.

Two Free Bonding Education Programs



Take advantage of two free bonding education programs that will be available in October and November.

The first learning opportunity is more than just a bonding program—small business contractors and subcontractors will learn about business plans, marketing, construction accounting, dispute resolution, contract negotiation, and more. This program is being offered by The City of Denver, Denver International Airport and Denver Public Schools.

Classes begin Wednesday Oct. 7 and run through Nov. 11, 2015. The early evening sessions begin at 4:30 p.m. and end at 7 p.m. for six straight Wednesdays (Oct.7, Oct 14, Oct. 21, Oct. 28, Nov.4, and Nov. 11) and will be held at the Denver Public Schools - Construction Services building, 1617 S. Acoma St., Conference Room 216, in Denver.

Space is limited and a completed application is required and must be completed by Sept. 25, 2015.

Some sessions are led by a construction attorney, construction CPA or a prime contractor's estimator. You will meet privately with a surety agent who will help you assemble the materials needed for a complete bond application. After the class is finished, you may qualify for private one-on-one coaching to help keep you on track to reach the goals you make in the class.

To register or for more information, contact Curt Olson at (303) 800-3711 or curto@westcentralsbtrc.com.



Airport Infrastructure Management Bonding Information Program

The second opportunity to attend a free program—covering bonding as well as preparing your firm to compete for airport contracts—will be Tuesday, Oct. 27, 2015, and Thursday Nov. 5. The program will be held at DIA's WorldPort office

building, Conference Room H, 24735 East 75th Ave. Each session will run from 8:30 a.m. to 4:30 p.m.

This class will specifically address the airport operating environment. Developed by the U.S. Department of Transportation for Denver International Airport, the course is designed for DIA's Airport Infrastructure Management division construction contractors and subcontractors that are either currently contracting or wanting to compete for any type of AIM construction-related contracts, e.g. facilities, heavy highway or airfield projects.

The U.S. DOT Bonding Education Program is strongly endorsed by past students because it offers much more than bonding information. You will hear from top executives in construction accounting, contract negotiation, dispute resolution, strategic planning, and project estimating.

You will also meet one-on-one with a bonding agent to determine a plan to increase your bonding capacity. This program is free to qualified businesses. Preregistration is required.

To register or for more information, contact Curt Olson at (303) 800-3711 or curto@westcentralsbtrc.com.

For more information about services provided by the U.S. DOT Small Business Services, go to: www.WestCentralSBTRC.com

Bonding Education Program

Every Wednesday Oct. 7 - Nov. 11, 2015

4:30 p.m. - 7 p.m.

1617 S. Acoma St., Conference Room 216

Denver Public Schools Construction Services Building

AIM Bonding Info. Program

Tuesday Oct. 27 and Nov. 5, 2015

8:30 a.m. - 4:30 p.m.

DIA WorldPort Building, Conf. Room H

24735 E. 75th Ave.

DIA Lighting Upgrades Receive National Recognition



DIA was recognized in June by the Building Owners and Managers Association (BOMA) International as the 2015 “Exemplary Airport Parking Site.”

The award, which was announced at the recent BOMA conference and expo in Los Angeles, recognizes DIA’s recent conversion of more than 5,400 lights in the east and west parking garages to energy-efficient LED lights.

The \$2.1 million project demonstrates the airport’s commitment to investing for sustainability, as it is expected to create energy cost savings of about \$327,000 per year, or \$6.5 million over the system’s expected 20-year lifespan. The new Eaton fixtures will also substantially reduce maintenance requirements because of the longer life of LED lights and have made the parking garages brighter and more evenly lit.

Learn more about airport-related business opportunities by visiting DIA’s Future Opportunities Web page or contacting the Commerce Hub at Diacommercehub@flydenver.com or calling (303) 342-2351.

Commerce Hub Team Hosts Ice Cream Social at the USO

As part of DIA’s Year of Service, the team from the DIA Commerce Hub took time yesterday to host an ice cream social at the USO Denver, located at DIA’s A Gates. The afternoon event featured chocolate, vanilla and birthday cake swirl ice cream. There was also a complete sundae bar with nuts, sprinkles and chocolate sauce.

This gesture was very much appreciated by the service men and women who were surprised to receive a Tuesday afternoon sundae.

“Everyone thought it was a big treat,” said Director of Education Partnerships Mary Buckley. “They liked it a lot. Some people had ice cream as an appetizer, and some had it for dessert.”

Way to go Commerce Hub team!



The Commerce Hub Team (left to right): Mary Buckley, Charles Maldonado, Ruth Rodriguez, Carlos Ramos, LaQuisha Murray, Heather Barry

Business Liability Insurance: It's Not One Size Fits All - Tips for Choosing the Right Coverage

By Mariam Bramble, U.S. Small Business Administration Blogger

Published: June 24, 2015



Starting a small business is not a one-size-fits-all process.

However, one best practice that all small businesses should consider is liability insurance. It's no surprise that most of the information out there about liability insurance comes directly from insurance providers, so it is important to do extensive research to ensure that you are relying on objective information to make business decisions. The SBA offers a wealth of information on [liability insurance for small businesses](#) that can help. Here are a few points to consider as you work to ensure that your business has complete protection:

So, What Is Liability Insurance?

Liability insurance protects you from a variety of legal claims including bodily and personal injury as well as property damage that can occur during day-to-day business operations. If you do not have employees, you may not be required by law to have insurance, but you should still be prepared. A single incident can unravel all of the hard work that you have done to build your business.

What you may not know is that there are different types of business liability insurance for every imaginable risk that your business might encounter. They include:

- General liability insurance
- Product liability insurance
- Professional liability insurance
- Commercial property insurance
- Home-based business insurance

Learn more about the different [types of business insurance](#) that you can purchase to help minimize risk.

Identifying Additional Risk

Your business may require additional insurance options to cover things like commercial vehicles, property and medical payments. Speak to an experienced licensed insurance agent to go over the fine details of your business insurance needs **on an annual basis**. The type of business that you own will largely dictate which type of insurance (and how much) you will need. For example, a florist might not need as much coverage as a Jet Ski-rental company. The perceived risk for the florist is much lower, so they may not need as much coverage.

Does your business utilize expensive machinery, cars, and/or employees? What is involved in your day-to-day operations? No one knows your business as well as you do, so take the time to consider any and all perceived risks and be sure to flag them in the discussion with your insurance agent.

Employment Insurance

Small business employers are required by law to have certain types of coverage. Each state has its own specific requirements, so it is important to research the laws in your state. The three key insurance requirements typically include:

- Workers' Compensation Insurance
- Unemployment Insurance Tax
- Disability Insurance (in some states)

Check out this [article](#) on insurance requirements for employers to learn more.

Resources

Last but not least, make sure that you shop around. We often stress the importance of [maintaining and utilizing your network](#), and this is yet another great opportunity to reach out for referrals and to connect with other small business owners regarding their experiences with a licensed insurance agent/provider.

Here are several additional resources that can help you choose the appropriate insurance for your small business and investigate complaints:

- [InsureU for Small Business](#)
- [National Association of Insurance Commissioners \(NAIC\)](#)
- [Tips for Buying Business Insurance](#)

Commerce Hub Offers Two Educational Sessions



Learn how Textura's cloud-based solution benefits the contracting community by automating and streamlining the invoice, payment and lien waiver collection processes for the construction industry.

Also, hear how businesses, including construction firms, can receive state tax credits for being located in any of Colorado's Enterprise Zones. The session is scheduled for Friday Sept. 11, 2015, from 10 a.m. to 11:30 a.m. in DIA's City Conference Room, Jeppesen Terminal Building, Level 6 West, in the atrium. Please visit the DEN [Commerce Hub](#) webpage for upcoming registration information.



DIA Hotel and Transit Center Facts



Denver International Airport will bring more delight to the business and leisure traveler experience with an on-site Westin Denver International Airport Hotel scheduled to open on Nov. 19, 2015, at 3 pm. The close to half a million square feet of modern and convenient accommodation and conference/meeting space will set a standard that other airports in the United States are sure to follow.

Take a look at the flydenver.com website [Hotel and Transit Center](#) link and click on [Fact Sheet](#) to discover design and architectural highlights, hotel interior, room, and corridor public art selection, the public plaza, transit center and architectural design informative facts about this transformational amenity.

Airport Business Opportunities—At your Finger Tips

Denver International Airport posts business and contract opportunities on its website, [Flydenver.com](#). Remain informed about airport current business opportunities and upcoming business activities by visiting the [Business Center](#) webpage. Complete the [Concessions](#) and [Project](#) application forms to be electronically notified of contract announcements.

Contact and Office Location

DIA Commerce Hub

Jeppesen Terminal, Level 6, West
Open Monday - Friday, 8 a.m. to 4 p.m.
(303) 342-2351

Email: DIACommerceHub@flydenver.com

