

Commerce Hub Newsletter - September 2015

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COMMERCE HUB **NEWS**

September 2015

Our New Look

Twenty years ago, Denver International Airport opened to passengers, bringing a departure from the ordinary airport. From its spacious design and distinctive architecture to its virtually unlimited growth potential, this airport has influenced a global shift in airport design and expectations.



As Denver International Airport celebrates its 20th anniversary, it is primed to compete in the global marketplace like never before – with a renewed focus on the overall passenger experience driven by our passengers' wants and needs.

To attract the attention of more passengers – from across the country and new passengers from around the world – we introduced a fresh look that will help our passengers more easily identify with our iconic airport. For the first time in more than two decades, Denver International Airport introduced a new logo. It is a logo that evokes the airport's most recognizable feature, the tented roof of Jeppesen

Terminal, which was not included in the original logo (introduced in 1990 before the airport's tents were even designed).

You may notice that in addition to adding an image of the terminal roof, the logo uses DEN instead of DIA. While our community refers to us as DIA, across the world our airline partners and others know us as DEN, our official airport code, as do many of our passengers booking flights. At home, you can still call us DIA or you can choose to call us DEN, whichever you prefer. Either way, our goal is to better connect with our passengers and work to put Denver International Airport, and Denver, Colo., on the world map.

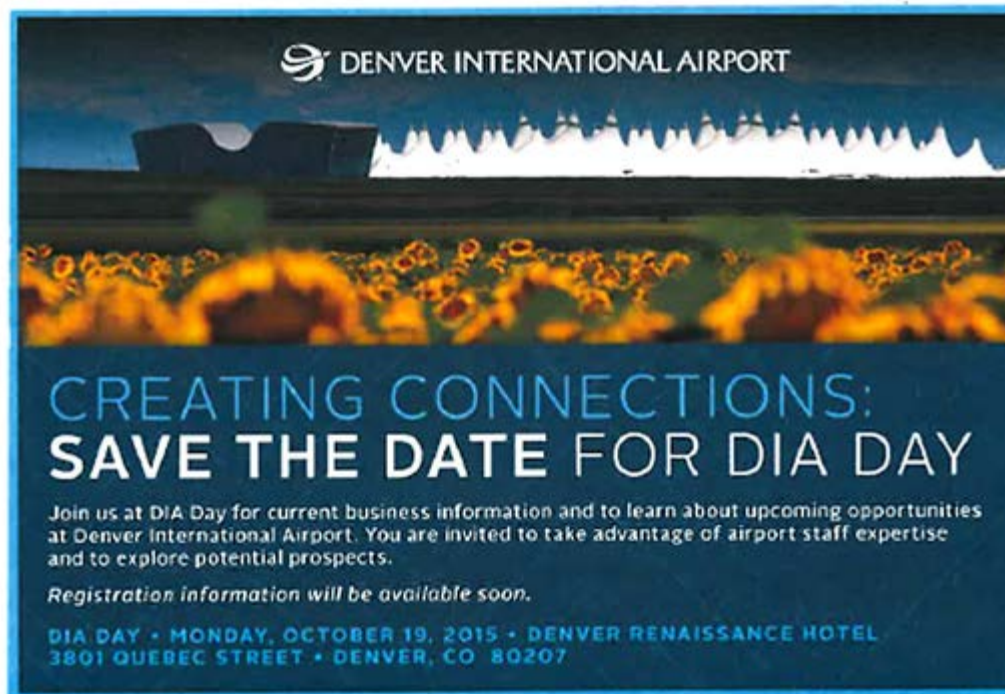


Save the Date!

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 Monday 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 will discuss upcoming opportunities, along with a Concessions Program overview, Great Hall Project update and information about DIA procurement contracts for (1) security, (2) window washing and (3) janitorial services.

Click on this [link](#) to register.



Free Bonding Education Program



Denver International Airport and the U. S. Department of Transportation West Central Small Business Transportation Resource Center have teamed to present a free bonding

education program for the small business contractors and subcontractors. This learning opportunity is more than just a bonding program—you also will learn how to prepare your firm to compete for airport contracts.

The two-day class will be held on Tuesday Oct. 27, 2015 and Thursday Nov. 5, 2015, at DIA's WorldPort office building, Conference Room H. WorldPort is located at 24735 East 75th Ave. Each session will run from 8:30 a.m. to 4:30 p.m.

Space is limited and a completed application is required and must be completed by Oct. 13, 2015.

This class will specifically address the airport operating environment. Developed by the U.S. Department of Transportation and 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 and 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 provided by the West Central Transportation Resource Center go to www.WestCentralSBTRC.com.

Grants Available for Minority- and Women-Owned Colorado Businesses Interested in Exporting



COLORADO
Office of Economic Development
& International Trade

The Minority
Business
Office
announced a

new round of export grants available to minority- and women-owned small and medium-sized businesses in Colorado with the completion of the World Trade Center's Leading Edge for International Opportunities course. Upon successful completion of the course, **grants of up to \$10,000** are available to companies that are new to exporting or are expanding into new export markets.

The Colorado Small Business Development Center is offering scholarships to cover the cost of the course in an effort to provide an educational pathway and equip small and medium-sized Colorado businesses to develop a strategic plan for export markets. The Office of International Trade is helping select grant awardees as well as providing subsequent consulting to the grant recipients. Grants may be used for international business development and marketing projects, including client development, airfare and lodging to a foreign market, foreign trade show exhibition, and conference costs, trade missions, foreign business-to-business matchmaking services, and targeted advertising in overseas trade publications.

Businesses interested in applying for a grant are required to attend the Leading Edge for International Opportunities class. This 10-session course provides practical training for small businesses on all aspects of international trade. The course is a partnership between the Colorado SBDC, the Rocky Mountain World Trade Center Institute, the Office of International Trade at OEDIT, and the Colorado Minority Business Office.

The class sessions are available in person or via recorded webinar and will instruct attendees on the nuts and bolts of international trade and business transactions.

Business participants that complete the class will receive certification to the NASBITE Certified Global Business Professional (CGBP) as part of the grant and World Trade Center of Denver annual membership and WTC Annual Meeting on Sept. 22, 2015. The value to attendees for the classes, WTC membership, and NASBITE certification will be covered by the Colorado SBDC.

The deadline for submitting grant applications is Oct. 1, 2015. Late acceptance will be approved based on individual exceptions. To find out if your business is eligible and to apply, please visit: <http://www.advancecolorado.com/business-colorado/minority-businesses>.

DIA Opens 10 New Electric-Vehicle Charging Stations



Ten new electric vehicle charging stations opened this month in Denver International Airport's west parking garage. The stations are free to customers who pay to park in the garage, and are compatible with most electric and plug-in hybrid vehicles. The new stations are the airport's first public AC Level 2 chargers, which use 240-volt infrastructure and provide up to 20 miles of range per hour of

charge time, according to U.S. Department of Energy estimates. The stations are located on Level 1 of the garage in rows E and F.

The project was partially funded using a grant awarded to DIA from the Charge Ahead Colorado Electric Vehicle and Charging Station Grant fund, a program of the Regional Air Quality Council and the Colorado Energy Office. The grant will pay for \$32,600 of the estimated \$85,000 project.

The airport now has 20 publicly available vehicle charging stations—all in the parking garages. DIA installed its first 10 stations in both the east and west parking garages in late 2013. Those AC Level 1 stations use 120-volt infrastructure, which provides up to five miles of range per hour of charging time.

“The airport is constantly evaluating passenger needs, and we identified electric vehicle charging stations as an amenity that not only fills a growing need for travelers but also supports DIA’s commitment to sustainability,” said airport CEO Kim Day. “The first charging stations have proven to be extremely popular, and we hope passengers will enjoy charging up even faster now.”

Tune to DIA on [Twitter](#), [Facebook](#), [YouTube](#), [Pinterest](#), and [Instagram](#) to exchange, share, and post your comments and photos.

Commerce Hub's Business Education and Support Training Offers Educational Session

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 Oct. 23, 2015, from 10 a.m. to 11:30 a.m. in the City Conference Room, Terminal West Atrium, Level 6.

Please visit the DIA [Commerce Hub](#) Web page for upcoming registration information.

DIA Business Opportunities Web Page Offers Snapshot of Current Opportunities

To see current [business opportunities](#), follow the link (found DIA's Business Center Web page). Airport concessions, construction, and professional service opportunities are awarded to companies through request for proposal (RFP) or competitive bid (IFB) processes. The airport also requests information for the purpose of procuring a qualified party or parties for upcoming contracts through a request for qualifications (RFQ) process. These requests list detailed information, including project documents, plan-holders lists, and notices.



You can see what the airport is procuring by clicking on [this link](#) now.

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](#) Web page. Complete the [Concessions](#) and [Project](#) application forms to be electronically notified of contract announcements.

Contact and Office Location

DIA Commerce Hub

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