

February 2016

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COMMERCE HUB **NEWS**

February 2016



Denver International Airport Celebrates Its 21st Anniversary

Since the legendary "push night," when thousands of aviation-related vehicles and airport equipment were relocated from Stapleton to the new Denver International

Airport, the airport continues to wow the aviation industry.

During the past 21 years, DEN, the Federal Aviation Administration's designation for Denver's airport, has grown to become an economic powerhouse for the state and region, generating an annual economic impact of over \$26.3 billion and currently serving more than 54.1 million passengers last year.

DEN's remarkable 21 years in service will be recognized with an employee celebration on Monday, Feb. 29, 2016, which will mark our anniversary.

Many thanks go to our airline operators, business partners and to all that are making DEN "America's favorite connecting hub, where the Rocky Mountains meet the world." We are poised to continue providing an outstanding service to our so-deserving customer—you.

Please visit DEN's homepage at flydenver.com to learn more about the airport and its services.



Concessions Revenue at Denver International Airport Hits New Milestone

DEN generated more than \$335.8 million in gross concessions revenue in 2015, marking the third consecutive year of record-

setting sales.

The airport's concessions program ended 2015 with \$335,763,083 in gross revenue, which is 4 percent higher than the \$322.9 million generated by the program in 2014. DEN currently offers a total of about 140 shops, restaurants and services in more than 177,000 square feet of space.

The revenue translates to an average of \$12.43 per enplaned passenger in 2015 – an increase of 2.9 percent over the \$12.08 per enplanement in 2014 and an all-time high for DEN. The airport served a record 54 million passengers in 2015.

The sales resulted in an estimated \$12.3 million in sales tax to the City and County of Denver and about \$57.5 million in concessions revenue to DEN. The airport relies on revenue from airline and non-airline sources, such as concessions, as no taxpayer money received by the city's General Fund is used for DIA expenditures.

DIA's innovative Retail Merchandising Unit and kiosk program, which gives small businesses an opportunity to do business at the airport without a large capital investment, generated about \$16 million in gross revenue.

“On the heels of Denver International Airport's 20th anniversary year, we are continuing to transform our shopping and dining program to meet the needs of today's travelers by offering better variety, healthier options and a mix of local and internationally recognized brands,” said airport CEO Kim Day. “Passengers are showing they approve by their increased spending, and this revenue is essential to maintaining competitive airline fees – which keeps fares low and provides incentives for new routes.”

A total of 18 new or updated concessions opened at DEN in 2015, including nine new locations on the recently expanded west end of the Concourse C: Tapas Bar, No Boundaries, Coffee Bean/Tea Leaf, Modmarket, CNBC, XpresSpa, Big Bowl/Magic Pan, Say Si Bon, and Happy Cakes & Allegro Coffee. The airport opened five new gates at C Gates in late 2014, and the nine new concessions

represent a bold new vision for the customer experience through an innovative integrated concessions concept that pairs retail and dining options with lounge seating, power hubs, an extended liquor license within the gate areas, and table-based iPad ordering capabilities.

Other new additions to DEN in 2015 included Victoria's Secret, Modmarket and Time Travel. This year, the airport is working to add a brewery-themed restaurant at the Westin Denver International Airport, as well as a common-use passenger lounge.

For information about concessions business opportunities please visit DIA's Business Center webpage <http://business.flydenver.com/> or call the DIA Commerce Hub at (303) 342-2351.

DEN Director of Business Affairs Named Vice Chair of the Colorado Black Chamber of Commerce

Heather Barry, Denver International Airport's director of business affairs and head of the airport's Commerce Hub, was voted vice chair of Colorado Black Chamber of Commerce.



Barry will serve with Malcolm Evans, Denver-based senior vice president for UMB Bank, who was named chairman of the CBCC. The chamber also appointed Angela Norris-Hawkins, a CenturyLink executive, as secretary, and Les Townsend was reappointed treasurer. Townsend is the founder and president of Townsend Management Group.

"This is a personal honor," said Barry, "but also a tremendous opportunity to serve Denver through the chamber and give the airport an even greater presence in the business community."

Prime Connections Program Offered to Small Businesses and Prime Contractors



The U.S. Department of Transportation West Central Small Business Transportation Resource Center will once again offer small businesses and prime contractors free "speed dating" opportunities. Over a four-hour period, primes and small businesses can meet together during 15-minute sessions.

Small businesses can get in front of prime contractors for one-on-one meetings, and primes get acquainted with qualified DBE/WBE/MBE/SBEs to diversify their subcontractor talent pool. The "[Speed Dating for Prime Contractors and Small](#)

Businesses” will be held on March 22, 2016, at the Police Protective Association Event Center on 2105 Decatur Street, Denver, from 7:30 a.m. to noon.

It was noted that 100 percent of past participants stated that they would attend again because it’s a great opportunity to meet a large number of primes in one location. So register early to reserve your place.

Attendance is free but preregistration is required. To RVSP, please call (303) 800-3711 or email CurtO@westcentralsbtrc.com.

For more information about the U.S. Department of Transportation West Central Small Business Transportation Resource Center go to <http://www.westcentralsbtrc.com/>.

Denver International Airport Sets Passenger Traffic Record in 2015

DEN has reached a new milestone: having the busiest annual passenger volume in its remarkable 20-year history. More than 54 million passengers used the Denver airport this past year.

December 2015 was also the busiest December in DEN history, with 4.58 million passengers, and was the fourth consecutive month of record-setting passenger traffic. The airport saw a total of five record-setting months in 2015: April, September, October, November and December.

“Denver International Airport had a tremendous year in 2015,” said airport CEO Kim Day. “We celebrated our 20th anniversary, opened the Westin Denver International Airport hotel and an amazing outdoor public plaza, and we saw demand for air travel to and from Denver at historic levels. We are so thankful to our passengers, airlines and business partners for an amazing year – but we aren’t done yet. We will continue to seek out new airlines and destinations, elevate the passenger experience and continue our efforts to put Denver on the world map.”



DEN served 181 destinations around the world during 2015. In 2016, the airport will celebrate several new carriers and new nonstop destinations. Virgin America, a new carrier for DEN, will launch nonstop service to San Francisco beginning March 15. On April 5, United Airlines will begin nonstop flights from Denver to Richmond, Va. In May, Lufthansa will begin nonstop service to Munich, Germany, while Sun Country Airlines will launch nonstop service to Minneapolis-St. Paul. On June 4, Air Canada will begin daily nonstop service from Denver to Montreal, Quebec, and Southwest Airlines will begin service to Buffalo, N.Y., Charleston, S.C., and Norfolk, Va. beginning June 11.

Mail, freight and express cargo operations saw 50.55 million pounds of cargo in December 2015, a decrease of 1.1 percent compared to the same month in 2014. In all of 2015, 545.78 million pounds of cargo were handled at DEN, up 5.1 percent from the cargo handled during 2014.

The complete December 2015 traffic report is available at: [passenger traffic](#).

Exclusive: DIA Gives Bidders Details of Proposed Security Move, Terminal Remodel

By Cathy Proctor – Reprinted from the *Denver Business Journal*

Feb 26, 2016, 1:00pm MST

The four international teams bidding on the chance to renovate the Great Hall at Denver International Airport's Jeppesen Terminal now have their first look at the formal "request for proposal."

The renovation would include moving passenger security screening off the terminal

floor and instead using the space for retail, service facilities, restaurants and other activities to generate revenue for the airport and create a better experience for the passengers and public.

DIA's RFP was issued to the four teams on Wednesday, DIA spokesman Heath Montgomery said. But the airport has decided against releasing the document until after the four teams have submitted their bids in late April, he said.

"At the moment, we don't want external forces influencing the group's responses," Montgomery said.

Five teams of companies started pursuing the project more than a year ago. Four teams were shortlisted by the airport in June 2015. DIA doesn't have a cost estimate for the project.

Airport officials have talked for years about returning the Great Hall, the area under the tents, to its original purpose as a place for passengers and the public. But since the Sept. 11, 2001, terrorist attacks, much of the hall has been occupied by twin Transportation Security Administration checkpoints.

DIA's CEO, Kim Day, told the Denver Business Journal more than a year ago that one of the goals of the project is to "get TSA out of the hall."

There is space on DIA's ticketing level, Level 6, that could be used for security screening, and the new Westin Denver International Airport hotel and train station structure at the south end of the terminal also has space available that's envisioned for security purposes.

Once security is moved from the Great Hall, the resulting space could be used by passengers, with some part of the hall open to the public as well, airport officials have said.

"It's a place that used to be a really amazing public space," Montgomery said.

The design would still separate TSA-screened passengers from the general public, he said.

"The TSA checkpoints are our No. 1 passenger complaint overall. There's a perception of very long lines and having to disrobe in a vulnerable place. One of the options is to move them to Level 6, where the ticket counters are, and we're in discussions with TSA over what the checkpoint of the future looks like," Montgomery said.



Jeppesen Terminal Great Hall

"The question is how do we create a better passenger experience in the Great Hall that maximizes revenue opportunities and makes it more enjoyable for passengers? We're asking the teams to come to us with their creative thoughts and visions."

The four teams that have been shortlisted and received DIA's request for proposals are:

1. **The DEN Transformation Team**, led by the Manchester Airport Group and Plenary Group USA, the U.S. arm of an international infrastructure developer that holds the contract to build and operate U.S. 36 between Denver and Boulder. The team also includes Denver's PCL Construction Services; Jacobs Engineering Group, based in California with offices in Denver; and London's Pascall + Watson, an international architectural firm.
2. **The Ferrovial team**, led by Ferrovial Airports, which operates four airports in the United Kingdom including Heathrow. The Ferrovial team also includes international construction firm Ferrovial Agroman, Centennial's Saunders Construction, Luis Vidal Architects of Spain, Houston's Harrison Kornberg Architects and Denver's Anderson Mason Dale architects
3. **The Westfield team**, led by Westfield Corp. (ASX: WDC), an Australian company that operates shopping centers. The Westfield team also includes the Gensler architectural firm, with offices in Denver; Mortenson Construction, which also has an office in Denver; and HNTB, based in Kansas City with an office in Denver.
4. **The Great Hall Experience Partners**, led by the Vantage Airport Group,

which operates eight airports around the world. Great Hall Experience Partners team also includes the Vancouver International Airport as a strategic partner with the design team led by Stantec, which has an office in Denver, and includes HOK, which also has a Denver office, and London's The Design Solution.

The bids are due back to DIA in late April, Montgomery said. They will be evaluated based on whether the bid "meets the needs from a financial technical standpoint and whether it's in the best interest of the airport and the city."

"Scope, cost and financial model — those are the things that we'll take a close look at, but if at any point it doesn't make sense we can make a decision to not go forward," he said.

Assuming all goes well, the winning team will move ahead with a contract for a pre-development agreement that must be approved by the Denver City Council and Mayor Michael Hancock.

If the contract is approved, the team will work on a concept design, up to 30 percent of the final project, which will be reviewed by the airport and its financial advisers with an eye toward cost estimates and financial plans, Montgomery said.

"If everything goes down the path well, construction could potentially start in spring 2017 and be done by end of 2019," he said.

According to DIA, the RFP issued this week will become a public document after airport officials have received proposals from the shortlisted teams and before a selection is made or contract signed.

The preferred bidder's proposal will be public if and when it is sent to council for consideration, expected this summer, Montgomery said.

Cathy Proctor covers energy, the environment and transportation for the Denver Business Journal and edits the weekly "Energy Inc." newsletter.

Overnight Train Maintenance Continues at Denver International Airport

Additional dates have been added for overnight work to upgrade the hardware and software that operates the people-mover trains that transport passengers between the terminal and concourses at Denver International Airport.

Due to this scheduled maintenance, the



trains will not be transporting passengers between the hours of 1 and 4 a.m. on Feb. 17 to 19, Feb. 23 to 26 and March 8 to 10. Additional dates are possible this summer as the work is completed.

During the maintenance work, passengers must use the A Bridge-security checkpoint, located on Level 6, north, in Jeppesen Terminal from 9 p.m. to 4:30 a.m. during the evenings of the work because the north and south security checkpoints will be closed. The time it takes to go through the TSA security checkpoint will not be impacted because there is normally only one TSA checkpoint open between 9 p.m. and 4:30 a.m.

The majority of the flights during this timeframe depart from the A Gates so most passengers will not be impacted. However, those passengers departing on a flight from the B or C Gates between 1 and 4 a.m. will be directed through the A Bridge-security checkpoint, and will then be directed by airport personnel to bus stops for transport to the B and C concourses. Customer service staff will be available to help guide passengers to the appropriate checkpoint and to the buses. Passengers should allow extra time to arrive at their gates.

A few flights may arrive at the B and C gates during this timeframe; those passengers should expect to be bused to Concourse A for access via the pedestrian bridge to Jeppesen Terminal. Airport personnel and several signs will assist with wayfinding. When possible, airlines may deplane passengers A Gates for easier access to the pedestrian bridge leading to Jeppesen Terminal.

Airport Operations will decide whether or not to proceed with the train shutdown each evening, in case there are any significant changes in airline schedules due to weather, etc.

These are the anticipated final scheduled dates for the maintenance work. If additional dates are required, more information will be provided.

Small Business Tax Tips

*By Calvin W. Goings, U. S. Small Business Administration
Regional Administrator*

Get Ready - It's Tax Season!



After settling down after the busy holiday season, another season will soon be here - tax season! As a small business owner, it is important to understand how taxes will affect your business, how to file properly, avoid audits, and claim the right tax deductions.

Here are five tips to ease the burden of tax preparation and help in preparation for the April 15, 2016, deadline:

1. **Keep Good Records and Understand Available Deductions** — Proper record-keeping year-round is the first step to ensure taxes are filed accurately. Save essential paperwork that could be needed to back up deduction claims, should there be an audit. Keep it in mind that tax credits and deductions change each year.
2. **Utilize the Small Business Jobs Act Tax Provisions** — The Small Business Jobs Act of 2010, signed into law by President Obama, has over 17 tax provisions to decrease tax burdens for small businesses—several of these provisions can be taken advantage of during this year's tax season. Utilizing these provisions could provide great savings for your business.
3. **Remember the tax credits within the Affordable Care Act** — These tax credits will allow small businesses to cover up to 35 percent of the health care premiums a small business pays to cover its workers. In 2014, the tax credit will increase to 50 percent.
4. **Keep Business and Personal Expenses Separate** — The IRS scrutinizes personal expenses that may have been claimed as a business expense, such as the use of a business vehicle, for personal use. Maintain separate bank and credit card accounts for your business and personal use. Be diligent about keeping good records.
5. **Avoid Common Audit Traps** — It is very important to be aware of potential red flags which could include:
 - **Classifying Employees as Independent Contractors** – Independent contractors and employees are not the same and it is important to understand the difference. In the eyes of the IRS, misclassification can be seen as an attempt to avoid payroll taxes; non-compliance can bring penalties and back taxes.

- Home Office Deduction – This deduction is very specific and not all home-based businesses qualify. Know how to determine if you are eligible to claim this deduction and what specific expenses may be deducted.
- Large Sum Miscellaneous Deductions – If you claim a large amount of itemized deductions or miscellaneous expenses, relative to your income, the IRS could get suspicious. Be specific and label every deduction.

For additional information on these tax tips and current year tax deductions visit the SBA Small Business Tax Guide (<http://www.sba.gov/category/navigation-structure/starting-managing-busin...>) or contact the IRS at www.irs.gov.

The order of the tax tips was changed from the original article for formatting purposes. The content remains the same.

You Are Invited to the 2016 Advance Colorado Procurement Expo



Register today for the upcoming Minority Business Office and the State Purchasing Office 2015 Advance Colorado Procurement Expo. The event will be held on March 24, 2016, from 9 a.m. to 3 p.m. at Renaissance Denver Stapleton Hotel, located at 3801 Quebec Street, Denver, CO 80207.

The Minority Business Office and the State Purchasing Office welcome your participation at this sellout event. Businesses can connect with state and local government buyers, as well as other business service providers. There will be a full day of networking and workshops.

For sponsorship, exhibition, and advertising information please contact LeRoy Romero, Minority Business Office, Colorado Office of Economic Development and International Trade at (303) 892-3764; L.Romero@state.co.us.

For public procurement exhibitors and general information please contact David Musgrave, Supplier Diversity Liaison, State Purchasing Office at (303) 866-3640; David.Musgrave@state.co.us

Upcoming Opportunities

Project

Security Services for DEN

Description

The City and County of Denver is the "airport operator" of Denver International Airport (DEN) and is regulated by the Transportation Security Administration (TSA) under the relevant portions of the Code of Federal Regulations (CFR) 49, Parts 1500 through 1562. This RFP is to select a security services vendor procured through General Services - Purchasing.

Anticipated Advertisement Date

March 3, 2016

Estimated Projected Value

\$100 million

For more information click here

(<http://business.flydenver.com/bizops/forecasts.asp>)

Commerce Hub Upcoming Events - March 2016

Contractor Conversations

March 3, 2016

8:30 a.m. – 10 a.m.

Location: Parsons Conference Room

Denver International Airport, 5th Floor, Terminal East

[Click here](#) to register.

DEN Commerce Hub

Jeppesen Terminal, Level 6, West

Open Monday - Friday, 8 a.m. to 4 p.m.

(303) 342-2351

Email: DIACommerceHub@flydenver.com

