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May 2016

## Commerce Hub Director of Business Affairs, Heather Barry, Featured in ARN Magazine June Issue



Heather Barry (left), director of business affairs at Denver International Airport, says the airport recognizes that some new concessions need "gap" financing while space build-outs are underway.

Denver International's new revolving loan fund will assist first-time concessionaires at the airport.

## Bridging the Gap



### **DEN Initiates Revolving Loan Fund for First-Time ACDBE Operators**

By Andrew Tellijohn - *Airport Revenue News*, May 2016

Denver International Airport (DEN) has allocated \$1 million to establish a revolving loan fund for qualified minority- and women-owned businesses that need some assistance staying afloat in the time between winning a bid and opening a unit.

The fund will lend qualified businesses up to \$250,000 or 25 percent of their capital start-up costs for the design and capital investment of concessions locations, with repayment scheduled at a competitive fixed interest rate over the life of the operating contract.

Applicants must be first-time airport tenants and meet other eligibility requirements, including being certified as part of the Airport Concessions Disadvantaged Business Enterprise program. DEN had looked into establishing a similar program a couple years ago but never moved forward, airport officials say.

“The transition into airport operation requires significant capital, and this loan program will allow a greater number of small, minority-owned and women-owned businesses to take that big step,” said Kim Day, DEN chief executive officer, in a statement. “The end result will be a greater diversity of concessionaires and offerings, which will benefit our customers and our community.”

The loan program also is available to participants in DEN's Retail Merchandising Unit program, which is designed to help transition small-business owners from carts or kiosks to full stores. Heather Barry, director of business affairs at DEN, emphasized that this fund cannot be used as part of a company's financing package when bidding for space. It is solely gap financing that can be used to help operators that have just won their first contract continue with their build-outs during the time when they are not receiving any revenue.

"It is something we, as an airport, can help with," she says. "We do recognize that in the typical banking experience, concessions is something that a lot of banks just have a hard time understanding. This is just something that can help those businesses with those gap needs."

The airport is basing the process for its loan program on a similar one conducted for small businesses out of the city's Office of Economic Development. Companies that are interested in seeking the gap funding will have to fill out an application. Airport officials will conduct an analysis above and beyond what was done when the company was initially bidding. After that, a loan committee and an application review panel would evaluate the application before it goes to Day for final approval.

. . . In 2015, DEN received an award from the Federal Aviation Administration's Office of Civil Rights for its efforts to promote small, minority- and women-owned businesses.

Barry called the loan program a new tool in the toolbox of strategies the airport employs to give ACDBE owners the best possible chances for success if they contract to do business at the airport. Additionally, DEN regularly conducts outreach to companies considering an airport concession location. The airport will spend time with those firms individually – before they have spent any money bidding on space at the airport – to help them assess their goals against airport opportunities.

"Every business has its own fingerprint, so it's hard to run a whole group of people through the same process," she says. "Everyone is going to be different. We're not just making widgets. So we really need to sit down and understand the business. We get into all aspects."

## Building for the Future...



You are invited to join our Airport Infrastructure Management Planning and Development teams for a one-day symposium that will provide an overview of DEN's robust \$2 billion capital improvement program. This opportunity will also include one-on-one meetings with the airport team, prime contractors and potential subcontractors. The symposium will be a forum for discussing not only upcoming airport opportunities that will meet the needs of our airline and business partners for the next 10 years and beyond but also the DEN contracting process. The symposium will be held at the Renaissance Denver Stapleton Hotel. Additional information will be sent in the coming days, or contact:

**[DIACommerceHub@flydenver.com](mailto:DIACommerceHub@flydenver.com)**

## 2016 Business Opportunity Fair—A Success!



The City and County of Denver Purchasing Division organized and hosted the 2016 Business Opportunity Fair for the fourth time. This year's event was held at the Police Protective Association Event Center on May 18. The event was a success as over 240 vendors attended. Penny May, interim executive director of general services, welcomed the participants. Opening remarks were followed by three simultaneous sessions: informational presentations, networking activities, and scheduled one-on-one meetings with buyers.

Presenters in the informational session included the Division of Small Business Opportunity (DSBO), Business Development Team, Workforce Development from the Office of Economic Development, and DEN Commerce Hub, Business Management Services (BMS) from Denver International Airport. More than 15 city agencies, state offices, and PTAC hosted networking tables at the event. Lastly, the buyers held 10-minute meetings answering vendor questions one-on-one. Thank you to everybody who contributed to this successful event.



## Colorado's Minority and Women Chambers' Coalition Shows Strength in Numbers and Diversity

In 1989, leaders of the Asian Chamber of Commerce, the Colorado Black Chamber of Commerce, the Colorado Women's Chamber of Commerce, the Denver Hispanic Chamber of Commerce, and the Rocky Mountain Indian Chamber of Commerce formed an alliance on behalf of the common business needs of their members, creating the Minority and Women Chambers' Coalition (the "Coalition"). Focusing on members, many of whom are business owners, the Coalition is guided by the principle question: What can we do as a whole for people of color and women in business?

This year the Coalition, in partnership with the Denver Broncos, hosted a successful Business Expo that exhibited chamber businesses and corporations, and provided networking opportunities with community leaders. In the past, the Coalition hosted an annual networking event; however, this year the Coalition wanted to showcase the diverse businesses among its members and provide an opportunity for corporations, prime contractors, and purchasing departments to meet one another face to face and build strong relationships. "This will be an annual business expo where the chambers can showcase their strength and commitment to diversity in our Colorado businesses," said Jim Smith and Wade Frisbie, 2016 Business Expo co-chairs.

The Coalition will add the Annual Coalition Business Expo to its list of accomplishments, which include:

- Influencing the formation of the State of Colorado Minority Business Office
- Working to pass the law establishing the State Purchasing Notification System
- Setting standards for awarding the T-REX highway and transit contract
- Working with the State of Colorado Purchasing Department to address goals for minorities and women and ensure businesses are fairly and equitably notified about competitive contract opportunities
- Honoring businesses with the Diversity Leader Award,
- Advising, among others, corporations, Denver Public Schools, Regional Transportation District (RTD), the Denver Broncos, and the Scientific and Cultural Facilities District.

For additional information please contact Michelle Campbell, Coalition moderator at: [Michelle@campbell-litigation.com](mailto:Michelle@campbell-litigation.com)

## **DEN Recognizes 15 Years of Partnership with JetBlue**

On May 17, Denver International Airport and Denver Mayor Michael B. Hancock recognized JetBlue Airways' 15th anniversary of service in Denver.

JetBlue began operating at DEN in 2001 with flights to New York and added service to Boston in 2004. Since beginning operations at DEN, JetBlue has transported more than 3.4 million passengers to and from Denver, and has flown more than 28,000 nonstop flights—including more nonstop flights between Denver and New York's John F. Kennedy International Airport than any other carrier.

To celebrate the milestone, Denver Mayor Michael B. Hancock signed a proclamation naming May 17, 2016, as "JetBlue Airways 15th Anniversary Day."



*JetBlue Airways started nonstop flights in Denver in 2001. The airline celebrated its 15th anniversary of Denver operations this year, and Denver Mayor Michael B. Hancock proclaimed May 17, 2016, as "JetBlue Airways 15th Anniversary Day."*

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*Denver International Airport CEO Kim Day (right) and Theresa Sella (left), jetBlue Airways station manager, hold a proclamation signed by Denver Mayor Michael B. Hancock naming May 17, 2016, as JetBlue Airways 15th Anniversary Day." Day presented the proclamation to Sella at an employee celebration for jetBlue in Jeppesen Terminal.*

## **New Art Exhibit ‘Acúmulo’ Whimsically Interprets Microbiology**

Denver International presents the new temporary art exhibit, “Acúmulo,” an installation that depicts a loosely interpreted microbiological habitat. Artist

Rosane Volchan O’Conor’s biomorphic creation, a world of paramecium, spores and neurons, is composed of materials that include neon light, ceramic, wood, metal and found objects such as: luffa sponges from her hometown of Rio de Janeiro, Brazil; porcelain-dipped Spanish moss from her years in Houston; and industrial materials from Denver International Airport’s recycling collection. The exhibition, an experiential installation created specifically for the airport gallery, is on display now through the end of July on the west side of Level 5 of Jeppesen Terminal, near the north security screening area.



## **Future Opportunities — Projected Competitive Contracts**

Denver International Airport is committed to a strong partnership with our business community and to ensuring local businesses have viable opportunities in building DEN's future.

Below is a preview of upcoming business opportunities at DEN in advance of their advertisement. The City and County of Denver will assign M/WBE/DBE goals and other requirements to each contract when advertised. Visit the [Office of Economic Development's "Do Business with Denver"](#) website to learn how to initiate a partnership with the airport and the City and County of Denver on future projects. This information will be updated regularly. DEN reserves the right to cancel or alter project information at any time.

**Project: 2016 MEP On-Call Design**

**Description:** On-call mechanical, electrical, and plumbing (MEP) design services for miscellaneous mechanical, plumbing, and electrical engineering issues and projects that arise. The projects could include airfield lighting, general lighting and power upgrades, controls upgrades, and HVAC/plumbing upgrades. All projects will be completed by individual task order.

**Anticipated Advertisement Date:** August 2016

**Estimated Project Value:** \$2,000,000

**Date posted:** May 13, 2016

**Project: Common Use Lounge**

**Description:** Denver International Airport is seeking a Common Use Lounge operator to provide the design, construction, maintenance and operation of a full-service passenger lounge to meet or exceed the traveling public's expectations while traveling through DEN. The Airport has identified 8,348.7 total square feet of space on A Concourse as the location of the Common Use Airport Lounge, consisting of two different spatial areas; approximately 7,251.5 sq. ft. will be dedicated to the Common Use Lounge and approximately 1,097.2 sq. ft. will be used as a private Airport-controlled lounge with service provided by the operator. It is the intent of the Airport to enter a separate expenditure agreement with the operator related to the service of the Airport-controlled lounge area. There will be a 30-percent ACDBE goal and a 25-percent MWBE goal assigned to this procurement.

**Anticipated Advertisement Date:** June 29, 2016

**Estimated Project Value:** TBD

**Date posted:** May 15, 2016

**Project: Concourse A West Expansion - Project Management Team**

**Description:** Provide professional, technical and support personnel to perform project management services for the expansion of Concourse A-West, which may include but not limited to assisting with planning, design project management, construction project management, and any other support services as required or

designated. This project is the construction of an expansion to the existing Concourse A in the west direction. The Concourse A West Expansion will include the design of 10 new contact airline gates and construction of 14 new hold-rooms. This expansion will have a basement and two additional subcores with commercial concession space and office space available. Also included as part of this work is all of the apron paving work required to park and service aircraft at the gates.

**Anticipated Advertisement Date:** September 2016

**Estimated Project Value:** \$20,000,000

**Date posted:** May 18, 2016

#### **Project: Construction Services - Quality Assurance Inspection**

**Description:** Denver International Airport is soliciting proposals for construction services. This contract will provide quality assurance inspection and special inspection personnel for use on airport projects. The successful proposer will need to demonstrate the ability to provide both full time and seasonal personnel that will work on projects through definition, design, construction and close-out. This includes but is not limited to providing qualified personnel for special inspections, lead inspectors and inspector personnel. In addition to providing day-to-day quality assurance inspections as part of several construction management teams and further described below, the consultant is to be "an approved agency" and be able to provide "qualified persons" to perform special Inspections as referenced in Chapter 17, Section 1704 of the International Building Code (IBC), and as amended by the latest City and County of Denver Building Permit Policy. As "an approved agency" or Special Inspection Agency, the consultant will also provide material testing services not provided by the DIA material testing laboratory.

**Anticipated Advertisement Date:** September 2016

**Estimated Project Value:** \$ 65,000,000

**Date posted:** May 19, 2016

#### **Project: Construction Services- Quality Assurance Materials Testing 2017**

**Description:** Denver International Airport is soliciting proposals for Construction Services. This contract will provide quality assurance materials testing personnel for use on airport projects. The successful proposer will need to demonstrate the ability to provide both full time and seasonal personnel that will work on projects through definition, design, construction and close out. This includes but is not limited to providing qualified personnel for laboratory managers, laboratory supervisors, laboratory testers and field testing personnel. It will be the successful proposer's responsibility to obtain and maintain the following laboratory accreditations for the DEN Quality Assurance Laboratory; American Association of Laboratory Accreditations (AALA), AASHTO Materials Reference Laboratory (AMRL), and ASTM Cement and Concrete Reference Laboratory (CCRL).

**Anticipated Advertisement Date:** September 2016

**Estimated Project Value:** \$25,000,000

**Date posted:** May 18, 2016

**Project: Curbside Management Transportation Services Agreement**

**Description:** Provide curbside management, cab starter services, taxi dispatch, equal access to airport staging and loading areas, and monitor traffic flow in terminal curb loading areas.

**Anticipated Advertisement Date:** June 2016

**Estimated Project Value:** \$3,600,000

**Date posted:** March 30, 2016

**Project: Financial Advisor Services RFP**

**Description:** The consultant will provide professional airport system financial and consulting services for the financial and economic management of the airport and the planning and development of airport facilities.

**Anticipated Advertisement Date:** July 25, 2016

**Estimated Project Value:** \$2,000,000

**Date Posted:** April 25, 2016

**Project: Munich Flight Marketing**

**Description:** Denver International Airport is seeking a professional, full-service marketing and communication firm to provide services to promote Lufthansa's nonstop flight between Denver and Munich, Germany. Preference is for a 'bundled' agency service model for the strategy, creative and placement. Requirement for firm to have offices in both the United States and Germany; firm must also demonstrate deep experience in Europe and other international markets; must be able to generate creative in English, German and other languages.

**Anticipated Advertisement Date:** April, 2016

**Estimated Project Value:** \$1,000,000

**Date Posted:** December 8, 2015

**Project: On-Call Electrical Construction Services**

**Description:** On-call electrical construction services consisting of various electrical construction, including, but not limited to, power devices, equipment and circuiting, lighting equipment, low and medium voltage, and fire alarms.

**Anticipated Advertisement Date:** May 2016

**Estimated Project Value:** \$4,000,000

**Date Posted:** March 2016

**Project: On-Call Industrial Design Services**

**Description:** On-call industrial design services for miscellaneous engineering issues. The Airport maintains on-call professional design services contracts to provide, mechanical engineering, electrical engineering and cost estimating services on an as-needed basis.

**Anticipated Advertisement Date:** July 18, 2016

**Estimated Project Value:** \$2,000,000

**Date Posted:** April 18, 2016

**Project: Parking Management Services**

**Description:** The Contractor shall be RESPONSIBLE for all phases of parking management services at Denver International Airport. The services provided by the contractor under this contract include, but are not limited to, collecting all gross revenues, revenue reporting, credit card processing services, traffic control in the parking facilities, license plate inventory, and courtesy emergency vehicle service to parking patrons. The contractor shall furnish all necessary labor, tools, equipment and supplies to perform the required services at the public parking facilities, except for the equipment and facilities to be provided by the City under the provisions of this contract.

**Anticipated Advertisement Date:** June 2016

**Estimated Project Value:** TBD

**Date Posted:** March 7, 2016

**Project: Shuttle Bus Management Services**

**Description:** To provide shuttle bus management services for the transportation of the public and employees from the DEN parking facilities to the terminal and concourses, including but not limited to the management, operation, maintenance and provision of buses, and other related services.

**Anticipated Advertisement Date:** June 2016

**Estimated Project Value:** TBD

**Date Posted:** March 7, 2016

**Project: Staff Augmentation RFP**

**Description:** Denver International Airport wishes to contract with a firm for professional services/staff augmentation in support of various marketing, communications and creative projects handled by the DEN Global Communications and Marketing Department.

**Anticipated Advertisement Date:** May 18, 2016

**Estimated Project Value:** \$480,000

**Date Posted:** April 18, 2016

### **Project: Towing Services DEN**

**Description:** Provide immediate on-site towing services for DEN. Contractor is responsible for 24-hour on-site, standby, and contingency towing services. Contract to be procured by General Services.

**Anticipated Advertisement Date:** June 2016

**Estimated Project Value:** TBD

**Date Posted:** March 7, 2016

## **Upcoming Events - Commerce Hub**

### **DEN Commerce Hub Contractor Conversations**

June 2, 2015

9 a.m. – 10:30 a.m.

Location: WorldPort Conference Room TBD

24735 E. 75th Ave., Denver

## **Upcoming Events - Other**

### **U.S. Department of Transportation**

#### **Register Today for this Bonding Education Program**

**Space is limited and a completed application form is required.**

#### **Choose from one of two sessions**

**Wednesdays Only – 4:30 p.m. 7:00 p.m.**

Session 1: October 5 – November 16, 2016

Session 2: January 18 – March 1, 2017

**Location: Denver Public Schools, 2700 W. 7th Ave., Denver**

Free (to qualified businesses)

Register up to two weeks prior to the class at: [curto@westcentralbtrc.com](mailto:curto@westcentralbtrc.com)

## **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](mailto:DIACommerceHub@flydenver.com)



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