

# Commerce Hub September 2016

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September 2016



— DENVER INTERNATIONAL AIRPORT —  
**JANITORIAL CONNECTIONS**  
Wednesday, Oct. 5, 2016 • Renaissance Denver Stapleton Hotel • Denver, Colorado

Denver International Airport, the sixth-most-traveled airport in the United States, cordially invites you to join us on Wednesday, October 5, 2016, at 1 p.m. for an overview session of Denver International's upcoming multimillion-dollar janitorial services contract. The event will be hosted by the Airport Infrastructure Management division.

This overview will cover important contract elements. Members of the maintenance team will be available to answer questions about airport janitorial operations and other requested services. In addition, members of Denver's Division of Small Business Opportunity and the DEN Commerce Hub will attend to provide prime and subcontractors with information about airport and City practices and any DBE goals.

Janitorial Outreach will also be a great opportunity to network. We hope to see you at this important event. [Click here to register.](#)

 **Women in Aviation Hold Career Event for Girls**  
A Women in Aviation International® Event

Women in Aviation International chapters around the world brought together women and girls on **Sept. 24, 2016**, to celebrate and explore the excitement of careers in aviation and aerospace.

Women in Aviation Day is Sept. 25, and in Denver, 26 girls between the ages of 8 and 16 visited Centennial Airport to meet women whose aviation careers span from pilots to airplane mechanics to FAA safety inspectors to accountants to pilot recruiters and many others. The MileHigh Chapter members of Women in Aviation were on-hand to share their passion and educate the girls about their own career paths and the opportunities that lie ahead for these girls—and their younger sisters who tagged along. It was a great day for all of them, and they left with knowledge and resources to help them begin their careers today. Sponsors included Women in Aviation, Jeppesen, United Airlines, Denver International Airport, Centennial Airport, JetLinx and many others.



Photos: Twenty-six girls attended the MileHigh Chapter of Women in Aviation's



career event on September 25 at Centennial Airport. Women in the aviation industry were on hand to share their experiences and to talk about career opportunities in the industry.



## **DEN's Third Annual Beer Flights!**

**September 30 – October 10, 2016**

**11 a.m. to 7 p.m.**

Live music daily from 4 p.m. to 6 p.m.

Colorado is known for its skiing, Super Bowl-winning football, a world-class airport, and some of the nation's top craft beer!

The Third Annual Beer Flights event will be held for the first time on the DEN Plaza, located between Jeppesen Terminal and the Westin hotel. For \$10, beer lovers can sample 10, two-ounce servings of Colorado's top brews—and keep the souvenir glass! For every Beer Flights ticket you purchase, you will be entered into a contest to win two United Airlines roundtrip tickets. Restrictions apply.

Local residents can take the A Line commuter train for a quick and inexpensive journey to DEN, then join us on our open-air plaza to taste a variety of beers from some amazing craft brewers . . . but only until Oct. 10.

**SAMPLE GREAT COLORADO BREWS**

September 30 – October 10. Daily from 11 a.m. to 7 p.m.  
Live music daily from 4 p.m. to 6 p.m.  
Outside on the Plaza between the Jeppesen Terminal and Westin hotel.

#DENBeerFlights

BEER FLIGHTS  
DENVER INTERNATIONAL AIRPORT

## Chick-fil-A Opens at B Gates

One of our most requested concessions, Chick-fil-A, arrived at Denver International Airport at B Gates this month. Let's just say this has shaped up to be a great September at the airport.



Passengers and employees both came out to celebrate the grand opening of DEN's newest option for breakfast, lunch or dinner, which is located in the food court in the center of Concourse B. The new restaurant operates from 5 a.m. to 10 p.m., Monday through Saturday.

The Chick-fil-A restaurant offers a lunch/dinner menu that includes the franchise's menu favorites, such as the Original Chick-fil-A Chicken Sandwich, chicken nuggets, Waffle Potato Fries®, hand-cut salads, fresh-squeezed lemonade, as well as breakfast sandwiches, coffee and other items during breakfast hours. The menu also has healthy options such as the new Egg White Grill sandwich for breakfast and the Chick-fil-A Grilled Chicken Sandwich and Spicy Southwest Salad for lunch and dinner.

Next time you are flying, make sure you visit Chick-fil-A.

## Multimillion Dollar World Trade Center Denver Campus to Open in 2019



Leaders of World Trade Center Denver have announced plans for a new 1.5 acre campus in the River North district.

With a first-phase cost of \$175 to \$200 million, the new campus will give World Trade Center Denver needed office space, areas for events, conference rooms, and mixed-use tenants that could include retail and restaurants. The organization moved from downtown Denver to temporary quarters in 2015.

Karen Gerwitz, World Trade Center Denver president, told the Denver Post recently that the campus “is going to be very global, very diverse but uniquely Denver, too.” The first phase of the campus, which will comprise about 1.5 acres, is expected to start in late 2017. The campus will be located near the 38th Avenue and Blake Street station for the commuter rail line to Denver International Airport. For more information follow the links to stories from the Denver Business Journal and the Denver Post: [Monica Mendoza/Denver Business Journal](#) [Emilie Rusch/Denver Post](#).



*Architectural rendering of the future World Trade Center Denver campus. Courtesy of Formativ.*

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## Future Opportunities

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/SBE and other requirements to each contract when advertised. Visit the Office of Economic Development's "Do Business with the City" 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: Airline and Directory Sign Maintenance Contract**

**Description:** DEN is seeking a qualified firm to fabricate and install changes to existing signs on DEN roadways and throughout the Terminal Complex on an on-call basis.

**Anticipated Advertisement Date:** October 2016

**Estimated Project Value:** \$250,000

**Date posted:** Sept. 12, 2016

**Project: Concourse A West / A East / C East Expansion Design**

**Description:** This project is the design to expand the existing Concourse A in both the West and East Directions and Concourse C to the East. The Concourse A West Expansion will include the design of 10 new contact airline gates and construct 14 new hold-rooms. The Concourse A East expansion will include the design of 12 new contact airline gates with the construction of 15 new passenger hold-rooms. Both expansions will have a basement and two additional subcores with commercial concession space and office space available. The Concourse C East expansion will include the design of 10 new contact airline gates and 12 new hold-rooms. There will be a 17-percent M/WBE goal assigned to this opportunity.

**Anticipated Advertisement Date:** November 2016

**Estimated Project Value:** TBD

**Date Posted:** May 19, 2016

**Project: Concourse A West Expansion**

**Description:** 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 construct 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. There will be a 24-percent M/WBE goal assigned to this opportunity.

**Anticipated Advertisement:** November 2016

**Estimated Project Value:** TBD

**Date Posted:** May 19, 2016

**Project: DEN Taxi Service**

**Description:** Provide taxi service at DEN. The successful taxi companies will operate the taxicab service on a 24 hours a day, seven days a week, 365 days a year basis, and must incorporate the industry's best practices to enhance professionalism, customer satisfaction, passenger safety and security is paramount. There will be not be an ACDBE goal or MWBE goal assigned for this opportunity.

**Anticipated Advertisement Date:** Sept. 30, 2016

**Estimated Project Value:** TBD

**Date posted:** Aug. 29, 2016

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

**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. There is a 35-percent M/WBE goal established for this opportunity.

**Anticipated Advertisement Date:** August 2016

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

**Date Posted:** March 2016

#### **Project: On-Call Marketing Agency**

**Description:** The Department of Aviation for the City and County of Denver (Client) is requesting statement of qualifications for the purpose of selecting a marketing, advert sing, media, communications and design firm (Agency) to provide Denver International Airport (DEN) with cost-effective, thoughtful, strategic marketing plans that are based on sound business reasons. Such services may include, but are not limited to: developing a strategic brand marketing/advertising activation plan for DEN Including measurements and metrics, developing compatible and complementary marketing plans and campaigns for key airport-related Initiatives and programs (Concessions, Parking, etc.) with different goals, evaluating existing and conducting new research to evaluate DEN messaging and customer experience ,developing creative assets and messaging strategies with a focus on public relations, marketing, advertising, website, digital, advertising (TV, Radio ,Print, OOH),social media, promotions and visual assets, ensuring brand alignment with airport's new strategic business plan objectives and strategies and brand guidelines. In addition, Agency will ensure that the strategy developed for DEN is aligned with and complementary to that of the City and County of Denver, and other partners as needed.

**Anticipated Advertisement Date:** October 2016

**Estimated Project Value:** \$15,000,000

**Date posted:** Sept. 19, 2016

**Project: On-Call Wayfinding Signage Design 2016**

**Description:** DEN is seeking a qualified firm to research, analyze and develop the concept, design, construction drawings and specifications for a new wayfinding and signage system on one or more concourses/terminal at DEN. Use of digital design and electrical design (for edge-lit or illuminated signs) could also be considered as components of the design proposal. Utilization of the "Signage and Wayfinding Guidelines" dated March 2015 will be used as a basis for all design decisions. The signage design firm will be asked to help DEN manage the construction administration of the project as the Designer of Record (DOR). 17-percent M/WBE goals assignment.

**Anticipated Advertisement Date:** September 8, 2016

**Estimated Project Value:** \$1,500,000

**Date posted:** August 8, 2016

**Project: Peña Design Build Project**

**Description:** Denver International Airport is soliciting proposals for a design build-build team for the upcoming project on Peña Boulevard. This contract will select a team for design and construction on the Pena reconstruction effort. The design work will include; but is not limited to, roadway design, pavement design, erosion control, structural design of a new structure and the widening of several existing structures, preparation of plan documents and specifications. The construction work will build the new sections of Peña and will follow through to closeout. This project has a MWBE goal of 25-percent Design and 15-percent Build.

**Anticipated Advertisement Date:** October 2016

**Estimated Project Value:** TBD

**Date Posted:** June 2, 2016

**Project: Peña Project Management Team RFP**

**Description:** Denver International Airport is soliciting proposals for a project management team for upcoming major projects on Peña Boulevard. This contract will provide staff augmentation for the roadway and bridge structure work on Pena Boulevard. This includes, but is not limited to, providing a project manager, a design manager, a construction manager and lower level engineers, Contract administrators and auxiliary staff to manage the workload. There will be a 25-percent M/WBE goal associated with this procurement.

**Anticipated Advertisement Date:** September 2016

**Estimated Project Value:** TBD

**Date Posted:** ---

**Project: Professional Services On-Call**



**Description:** Denver International Airport is currently qualifying firms for addition to a pool of companies with specialized skills that the airport may require from time to time. Projects range in size and across categories, and consultants will be utilized on an on-call basis. Qualified firms and/or individuals interested in providing services to the Airport are invited to submit a Statement of Qualifications.

**Anticipated Advertisement Date:** August 2016

**Estimated Project Value:** \$850,000

**Date Posted:** June 7, 2016

**Project: Project Management and Support Services**

**Description:** Provide professional, technical and support personnel to perform project management services, which may include but not limited to assisting with planning, design project management, construction project management, and any other support services as required on capital projects designated for such services by the airport. There will be a 25-percent MWBE goal assigned for this opportunity.

**Anticipated Advertisement Date:** September 2016

**Estimated Project Value:** TBD

**Date Posted:** May 19, 2016

**Project: Project Management and Support Services - Defined Selection Pool**

**Description:** Provide professional, technical and support personnel to perform project management services, which may include but not limited to assisting with planning, design project management, construction project management, and any other support services as required on capital projects designated for such services by the airport. There will be a 20-percent SBE goal assigned for this opportunity.

**Anticipated Advertisement Date:** September 2016

**Estimated Project Value:** TBD

**Date Posted:** May 19, 2016

**Project: Window Cleaning DEN**

**Description:** DEN is seeking a contractor to provide window cleaning services for the airport and the hotel and transit center. Window cleaning is defined as the complete removal of smudges, tape, oils, and other types of soil from all glass surfaces. Services may also include other "non-glass" surfaces that can be cleaned in conjunction with windows due to convenience and access by the window cleaning crews.

**Anticipated Advertisement Date:** September 2016

**Estimated Project Value:** TBD

**Date posted:** July 25, 2016

## Commerce Hub Upcoming Events - October 2016

### 2016 Contractor Conversation Series

WorldPort – Conference Room E – 24735 East 75th Avenue, Denver, Colo., 80249

Thursday mornings at 9 a.m. on the following dates:

- Oct. 6, 2016
- Nov. 3, 2016
- Dec. 1, 2016

Visit <https://www.eventbrite.com/e/2016-contractor-conversation-series-tickets-25271488703> to RSVP.

## Other Upcoming Events



### Enter the Trades and Help Build Denver

The Construction Careers Now program consists of a four-week Introduction to construction careers curriculum. During the third week of the course, students will attend a hiring fair and meet numerous “eager-to-hire” construction contractors with career opportunities available now in the trade of your choice.

#### Program Length:

- Four weeks (16 classes)
- Monday through Thursday – 5 p.m. – 8 p.m.
- Hiring Fair on third Thursday of the course, 3 p.m. – 5 p. m.

**Location:** Emily Griffith Technical College, **1205 Osage St., Denver**

**Cost:** Industry Sponsored Tuition (no cost to participant)

Visit <http://www.buildcolorado.com/program-overview> for full details or to register. The next class session begins on Oct. 10, 2016.

**COFFEE**  
**WITH THE CONTRACTOR**

**Oct 10**  
**8:30 – 9:30am**

Event will begin promptly  
@ 8:30am

**PPA Event Center**  
**2105 Decatur St**  
**Denver 80211**

**Mortenson Construction**  
is seeking bids for Phase II of the  
**Denver Water Operations**  
**Complex Redevelopment project.**

**Scopes of work include:**

- Demolition
- Fuel Tank Removal
- Ready Mix
- Caisson Drilling
- Post Tensioning
- Rebar Supply & Install
- Concrete Sealers
- Steel Stairs/Misc Steel
- Exterior Framing
- Joint Sealants
- Metal Panel
- Roofing
- Waterproofing
- Glazing (exterior only)
- Mechanical
- Living Machine
- Electrical
- Conduit (54-in potable water line)
- Site Furnishings
- Parking Ctrl Equipment
- Overhead Coiling Grills
- Expansion Control
- Rainwater Harvesting Tank

**Register TODAY ↓**

## Coffee with the Contractor

Have some **Coffee with the Contractor** on Monday, Oct. 10, to learn more about upcoming bid opportunities with Mortenson Construction on Phase II of the Denver Water Operations Complex Redevelopment project. The Mortenson Community Participation Program encourages local, disadvantaged, veteran, small, minority-, and woman-owned firms to attend and participate. To attend, please follow this link to register: [Coffee with the Contractor](#).

## Contractor Business Education Courses

Denver International Airport is hosting another round of **Contractor Business Education Courses**. We have a lot of great information to share that will help contractors learn the best ways of conducting business at the airport.

You can view class descriptions and sign up at the following link:

<http://business.flydenver.com/bizops/bizEducation.asp>. Join us for as many sessions as you'd like, but please register before coming so we know who and how many to expect.

Please note that our first class is just around the corner on Oct. 5, 2016, so register today!

All sessions (except two) will take place at the WorldPort Building located at **24735 East 75th Ave., Denver**. At WorldPort, parking is allowed only in back of the building.

Two classes will not take place at WorldPort. These two classes will take place at **2700 W. 7th Ave., Denver**, DPS Training Facility.

- AIM and USDOT Contractor Best Practices – (Nov. 16, 2016)
- AIM and USDOT Contractor Best Practices – (March 1, 2017)

These two classes are a part of the U.S. Department of Transportation's Bonding Education Program. For more information on training with the USDOT in the full program, please contact: [ShellyM@WestCentralSBTRC.com](mailto:ShellyM@WestCentralSBTRC.com) or (303) 800-3711.

If you have any questions, please don't hesitate to give me a call or shoot me an email. Thanks for your interest in DEN. We look forward to doing business with you!



USDOT and DEN have teamed up to have three contractors – Saunders Construction, Gilmore Construction and Sturgeon Electric Company – give advice on how to get your company ready to do work at Denver International Airport. Their experience can help you get in the door and avoid mistakes. DEN attorney, Max Taylor, will share what you need to do to be compliant at DEN. With substantial work coming up at the airport, this class is timely and extremely valuable. One of last year's participants said it was the chance of a lifetime.

**Date: Nov. 16, 2016**

Time: 4:30 p. m. – 7 p.m.

Location – Denver Public Schools, 2700 W. 7th Ave., Denver

If you are interested in participating in the six-week USDOT Bonding Education Program (starting October 5) that precedes this one class, contact [ShellyM@WestCentralSBTRC.com](mailto:ShellyM@WestCentralSBTRC.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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