

## DEPARTMENT OVERVIEW

### Commerce Hub

The Commerce Hub serves as a resource for small businesses and champion efforts that improve policy, increase access, and position firms to bid on projects across all DEN departments. There are three primary areas that operate within the Commerce Hub, ACDBE Program, Business Learning and Development, and Community Outreach and Engagement.

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### ACDBE Program

The Airport Concessions Disadvantaged Business Enterprise (ACDBE) program was designed to level the playing field for small businesses that wish to participate in concession opportunities at airports.

Consistent with the City and County of Denver's (CCD) value of inclusion, DEN administers the Federal Aviation Administration (FAA) ACDBE program to provide access and equity for small and disadvantaged businesses. The ACDBE Program aims to provide equitable opportunities by providing small businesses owned and controlled by socially and economically disadvantaged individuals a fair opportunity to compete for concession opportunities at the

airport. Every three years, the DEN Commerce Hub sets overall goals for the participation of ACDBEs in the airport's concession program utilizing a methodology approved by the FAA. To achieve the overall goal, the DEN Commerce Hub sets contract specific goals. Contract goals may be set at varying levels depending upon the nature of the contract, subcontracting opportunities and the availability of ACDBEs to perform the specific type of work.

Commerce Hub serves as a certifying agent of the ACDBE Program. They work closely with interested firms through every step of the certification process.

### Business Learning and Development

The Business Learning and Development portfolio focuses on supporting certified firms and advancing the CCD's priority of small business equity, sustainability, and growth.

**Business Development Training Academy (BDTA):** The nine-week BDTA seeks to support small businesses during the lifecycle of its interaction at DEN by providing training at all transitional points of the industry. The BDTA helps these firms have a systematic approach to entering DEN as a subcontractor in the areas of Construction, Professional Services, Goods/Services, and Concessions. The three primary goals of the BDTA are to create, educate, and cultivate an environment where they can grow and connect with other companies and industry groups. The BDTA helps build a pipeline for certified firms, from learning about opportunities to graduating from Division of Small Business Opportunity (DSBO) certified program. As a result of these trainings, DEN will be able to increase the pool of certified firms ready, willing, and able to do work and be successful at DEN.

**Mentor-Protégé:** This program is managed by the City's Division of Small Business Opportunity (DSBO) and supports the City's commitment to expanding the capacity of minority/women-owned businesses (MWBs). In support of that commitment, the Citywide Mentor-Protégé program matches larger firms with MWBs to assist small firms in developing the necessary skills to scale their businesses and gain educational and networking opportunities directly from participating City departments and agencies.

The Commerce Hub team sets up introductions to various team members in other DEN divisions throughout the season that can assist the teams with their goals. Currently the focus is on construction, design, engineering, and professional service teams. The Commerce Hub team is working on expanding the program for concessions in the 2023 season.

## Community Outreach and Engagement

Community Outreach and Engagement is the overarching pillar that helps to connect the community to DEN through events and tailored communications. The following is a list of resources and internal DEN hosted events. Links are available on our [webpage](#).

**Taking Flight at DEN:** A monthly outreach that showcases multiple DEN upcoming opportunities that brings together a wider range of audience members and share DEN's initiatives.

**Meet the Primes:** A bimonthly outreach event that brings firms working as primes at DEN to share procurement opportunities. Primes include general contractors, rental cars, key first-tier specialty trades, concessions, real estate, airlines, architects, engineers, and professional services.

**Navigating the ACDBE Program Series:** A bimonthly ACDBE workshop series that focuses on how to gain entry to the airport concession marketplace. Topics include ACDBE 101, ACDBE certification, entrance to concessions, joint venture agreements, and understanding compliance and counting.

**Community Panelist Program:** Community members can volunteer to serve as Community Panelists on DEN procurement evaluation panels. Volunteers of an evaluation panel help the airport select the most qualified, responsive, and responsible proposal while also gaining insight into the DEN procurement process and an understanding of elements that make a proposal successful.

**The Ins and Outs of the DEN Procurement Process:** An in-depth presentation on DEN's delivery methods and procurement process to help certified small businesses understand the intricacies of DEN's procurement and be better prepared to propose on future opportunities.

**Commerce Hub Newsletter:** The Commerce Hub issues a weekly newsletter highlighting our events and upcoming procurement opportunities and community events. Firms interested in having their event featured can email the [DEN Commerce Hub](#).

**Business Directory:** This is available on the Commerce Hub page and includes all firms who are currently working at the airport over the past five years (construction, design, concessions, etc.)



**Business Development Training Academy Pilot Cohort Graduates**



**HSS & American Automation Mentor-Protégé Team**



**HNTB & Peak Consulting Mentor-Protégé Team**