



TAKING FLIGHT AT DEN

AUGUST 11, 2022



How to change your name on Zoom during a meeting

You can also change your name after a meeting has already started on the desktop or mobile app. Just keep in mind that if you're going through the website, you will be redirected to use the desktop app (in which case you would simply continue from step two):

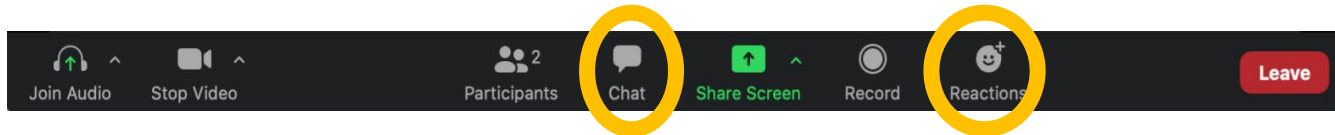
- Select Participants, located in the bottom toolbar of the meeting window.
- Hover over your name and select More **(desktop)** or tap your name **(mobile)**.
- Click or tap Rename.
- Enter your desired name and click Rename **(desktop)** or Done **(mobile)**.

HOUSEKEEPING



Please note the following Zoom housekeeping items as you enter:

Q&A	Use the Chat to ask questions and to introduce yourself and your company name
Mute/Unmute	Remain on mute when you're not speaking Unmute yourself only when you want to speak
Reaction Emojis	Click on reactions to engage in the conversation



This event is intended to provide the business community with early notice for potential procurement opportunities at DEN, allow companies to meet DEN project managers, and allow firms to network and foster relationships with each other. Projects included in this event are in their early stages of planning, and critical information about these projects (e.g., dates and goals) may be unknown and are otherwise subject to change. The City and County of Denver may, at its discretion, cancel, modify, or place any project on hold at any time, for any reason.



100 MILLION ANNUAL PASSENGERS

- SUSTAINABILITY & RESILIENCY • EQUITY, DIVERSITY & INCLUSION
- CONTINUOUS STAKEHOLDER INPUT/FEEDBACK • ENHANCING THE CUSTOMER EXPERIENCE

PILLAR 1



POWERING OUR PEOPLE

- Develop Workforce Leadership Strategy
- Establish Center of Equity and Excellence in Aviation
- Implement Career Pathways Program

PILLAR 2



GROWING OUR INFRASTRUCTURE

- Complete Major Infrastructure Projects
- Update Airport Master Plan
- Develop Infrastructure Plan for DEN Real Estate

PILLAR 3



MAINTAINING WHAT WE HAVE

- Complete Concourse Renewal Program
- Update Strategic Asset Management Plan
- Develop Science-Based Greenhouse Gas Emissions Target

PILLAR 4



EXPANDING OUR GLOBAL CONNECTIONS

- Identify Air Cargo Opportunities
- Expand to Disconnected Destinations
- Grow Domestic Network

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:

- The **ACDBE Program** was designed to level the playing field for small businesses that wish to participate in concession opportunities at airports.
- The **Business Learning & Development** portfolio focuses on supporting certified firms and advancing the City and County of Denver's priority of small business equity, sustainability, and growth.
- **Community Outreach & Engagement** is the overarching pillar that helps to connect the community to DEN through events and tailored communications.



Taking Flight at DEN is a monthly outreach event where we can showcase multiple upcoming opportunities, bring together a wider range of audience members, and share DEN's initiatives.

Calendar (2nd Thursday Monthly at 1 p.m.)

Save the Date

- September 8
- October 13
- November 10
- December 8

Meet the Primes, a new virtual outreach series in 2022. This is a free event intended to bring together firms who are working as construction and concession primes at DEN and help connect them with local, small, and historically underutilized firms.

Calendar (3rd Thursday, Every Other Month at 1 p.m.)

- August 18 - Concessions
- October 20 – Airline Partners/Airport Support
- December 15 – Architecture and Engineering

Navigating the ACDBE Program, a new virtual outreach series in 2022. This is a free event intended to bring together firms who are interested in learning about the ACDBE program and how to gain entry to the airport marketplace.

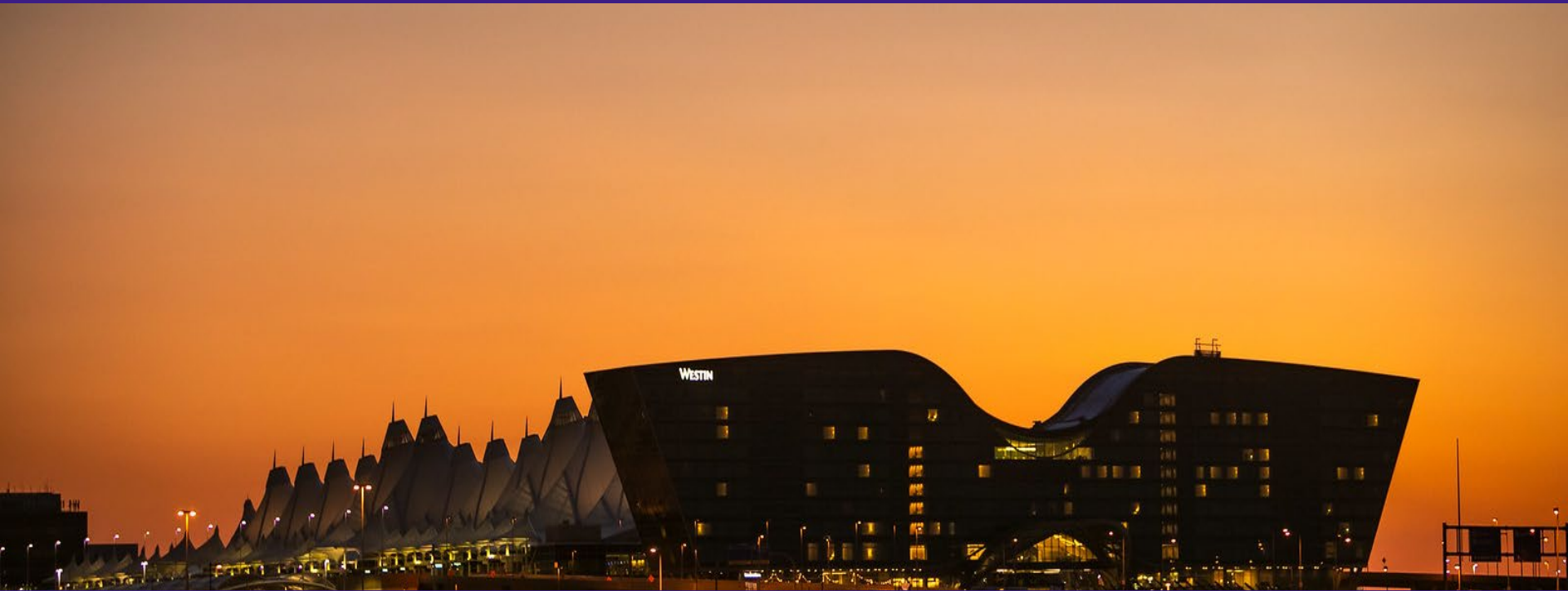
Calendar (3rd Thursday, Every Other Month at 1 p.m.)

- September 15 – The Ins and Outs of an ACDBE JV Agreement
- November 17 – Understanding the Compliance and Counting

Call for Volunteers!

All volunteer community panelists must:

- Possess relevant knowledge/subject matter expertise for upcoming procurement opportunities
- Attend a panel training
- Be able to meet deadlines, objectively score and complete the evaluation process



LEVEL 5A ROADWAY REHABILITATION
BRYAN ST.MARTIN, PE, AIM DEVELOPMENT

Scope

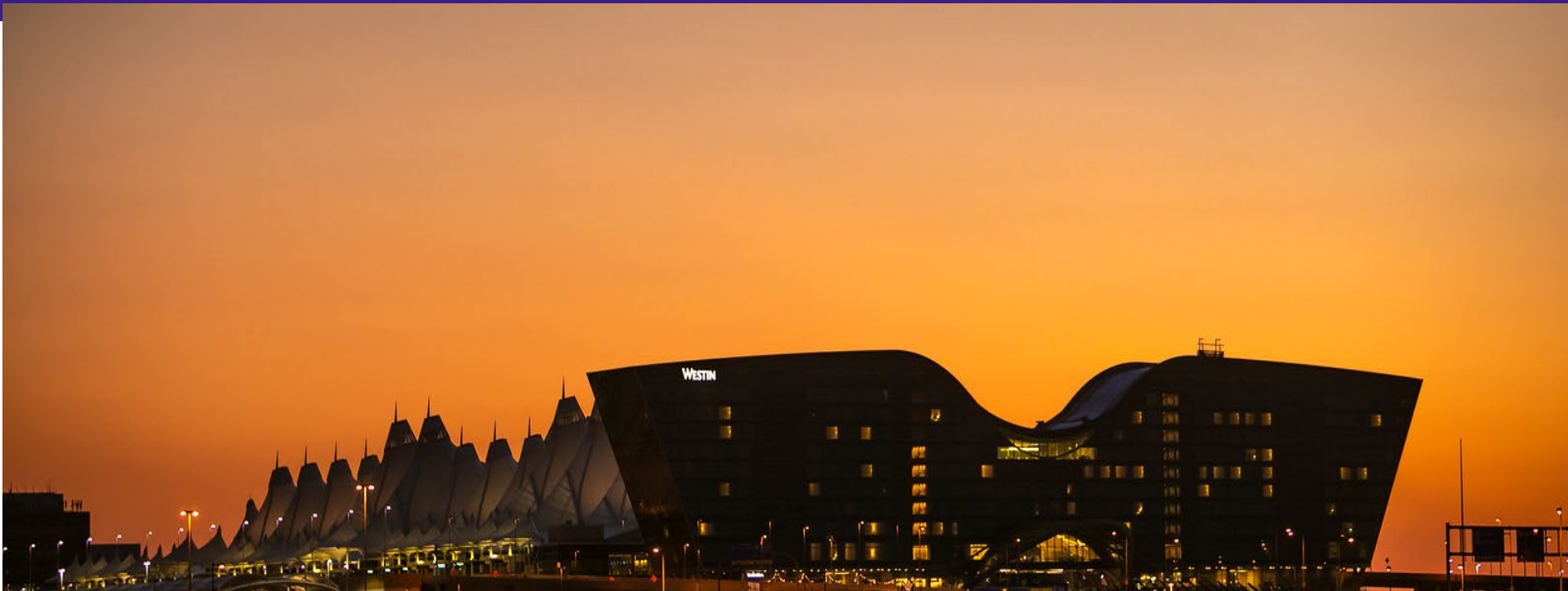
DEN is seeking construction services for this project which is located over the terminal building and circulates traffic from west to east terminal and provides access to the Airport Office Building. Heavy commercial vehicle traffic, lack of maintenance, and aging infrastructure have led to compromised subgrade and panel degradation. The following are included in the scope of work:

1. Traffic control
2. Erosion control
3. Construction surveying
4. Concrete demolition – roadway and sidewalk
5. Excavation of aggregate base course
6. Installation of waterproofing membrane and geo-composite drain
7. Installation of expansion joints
8. Concrete paving – roadway and sidewalk
9. Roadway pavement markings

Level 5A Roadway Rehabilitation

- **Anticipated Advertisement Date:** October 2022
- **Estimated Project Value:** \$2.5M
- **DSBO/Hub Assigned Goal:** 20% MWBE
- **Contract Term:** 113 days

**Dates are tentative and subject to change*



AIRSIDE ON-CALL SNOW REMOVAL SERVICES
RICHARD BRANNAN, DIRECTOR, FIELD MAINTENANCE

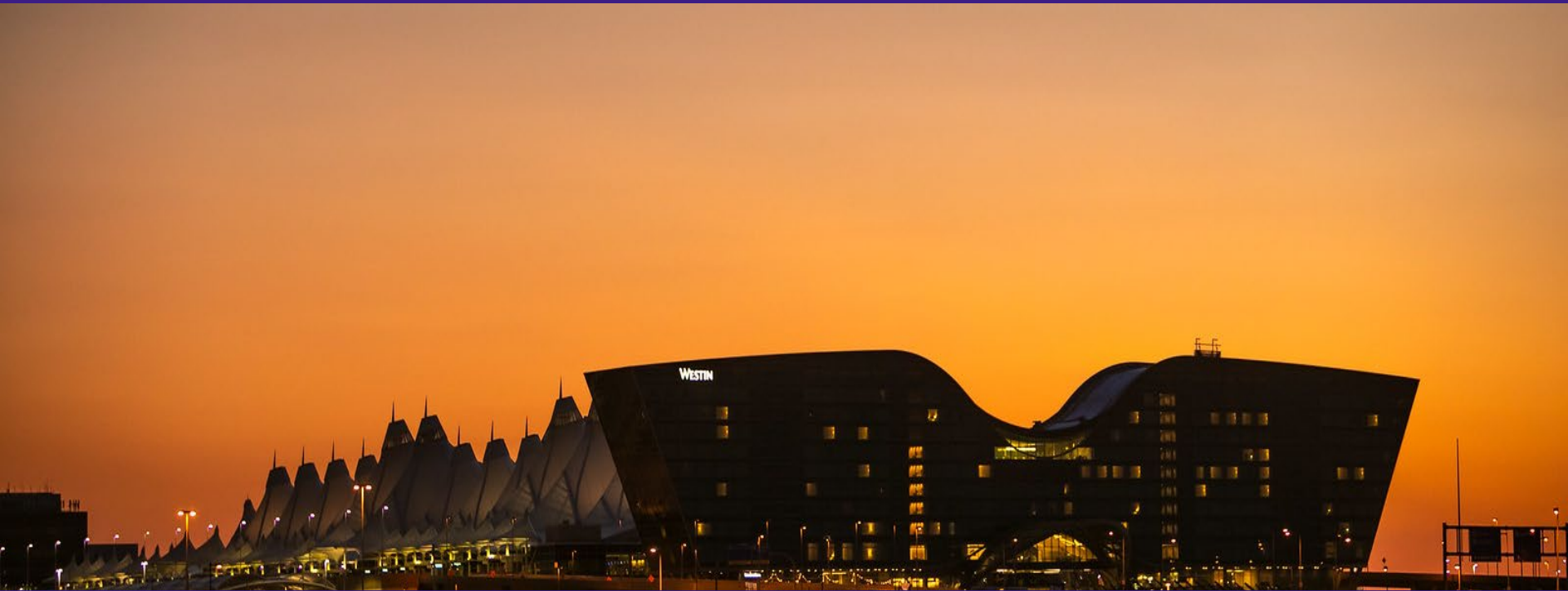
Scope

This RFP is for on-call snow removal services at Denver International Airport (DEN) airfield ramp areas. The snow removal company shall furnish all necessary labor, tools, equipment and supplies to perform the required services except for the equipment and facilities that are specified as being the responsibility of DEN. This contract will be for 5 years. DEN will not deploy the snow removal company for low accumulating snowstorms, so the budgeted amount is expected to stay within 40 inches allowed under the contract.

AIRSIDE ON-CALL SNOW REMOVAL SERVICES

- **Anticipated Advertisement Date:** Q4 2022
- **DSBO/Hub Assigned Goal:** 17% MWBE
- **Contract Capacity:** \$57.5M
- **Contract Term:** 5 years

**Dates are tentative and subject to change*



HVAC DUCT AND COIL CLEANING SERVICES
MAHMOUD ITANI, MANAGER

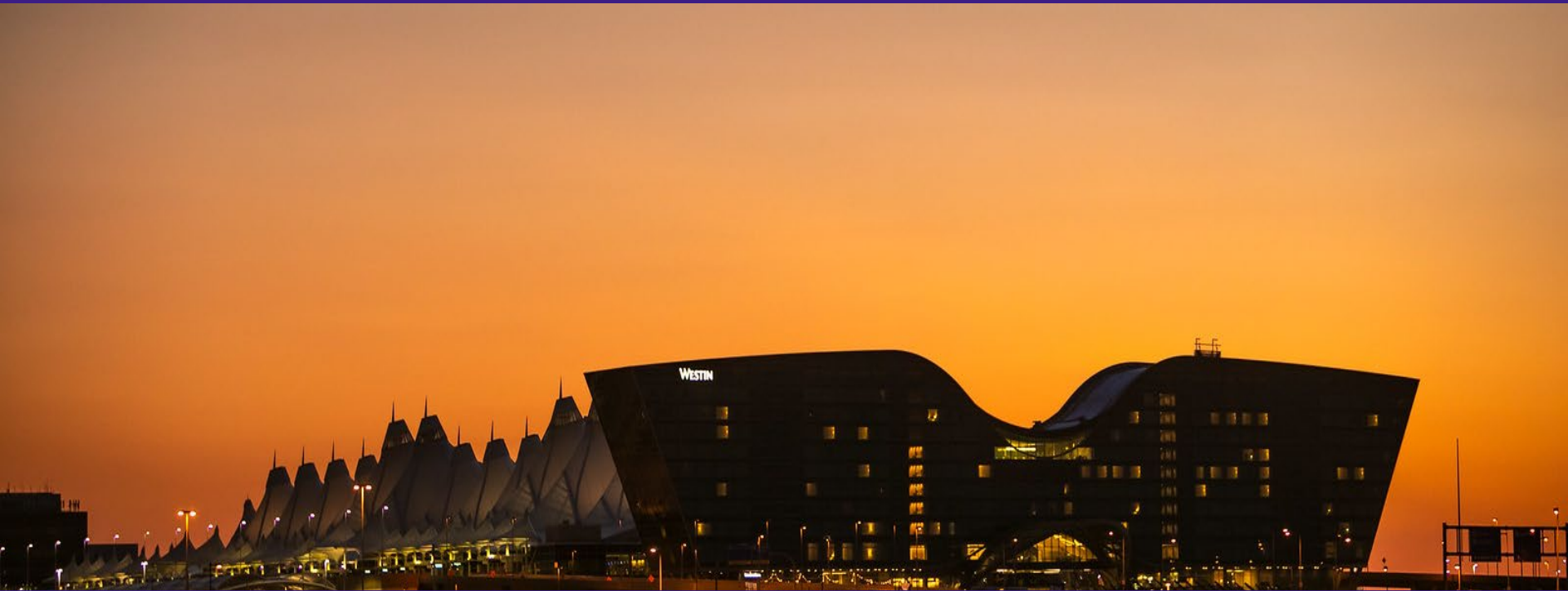
Scope

This request is for a competitive RFP to select a qualified contractor to provide Duct and Coil Cleaning Services at Denver International Airport (DEN). The required services entails cleaning all ductwork and coils at DEN. Scope of Work includes all three (3) Concourses, Airport Office Building (AOB), Main Terminal, passenger loading bridges (PLB), and all outlying buildings. All ductwork and coil cleaning sections are included, from fresh air intakes louvers to exhaust registers and grilles, all restrooms ventilation system is included, and all supply & return fans sections are included.

HVAC Duct and Coil Cleaning Services

- **Anticipated Advertisement Date:** Q3
- **DSBO/Hub Assigned Goal:** No DSBO program will apply
- **Contract Capacity:** \$7M
- **Contract Term:** 5 Years

**Dates are tentative and subject to change*



CEILING, VENT GRILL, LOUVER, WALL, AND HARD SURFACE CLEANING
DONALD PATTERSON, FACILITIES MANAGEMENT SUPERVISOR

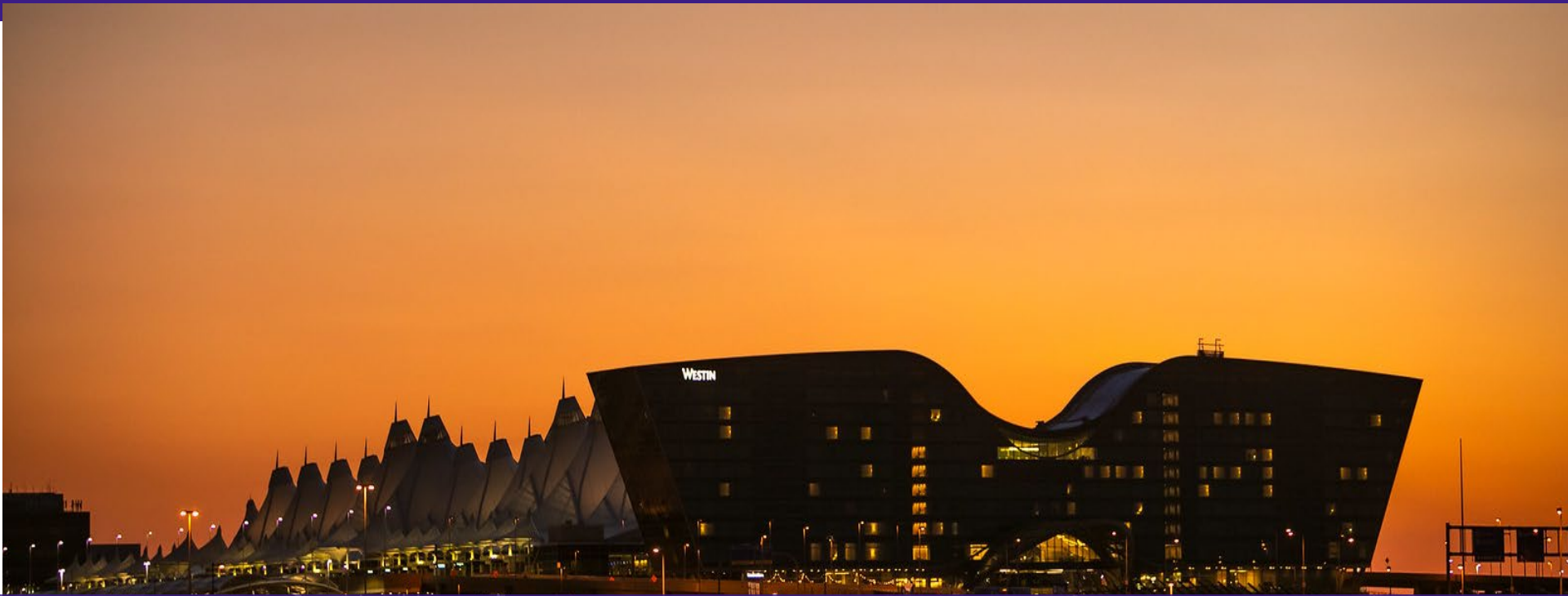
Scope

This opportunity shall include spraying and wiping with biodegradable enzyme solution and wiping 6ft to 8ft into vent ducts. Clean these areas to remove the unsightly surfaces/covers from public and tenant view, and control dust distribution in public and stakeholder areas.

Ceiling, Vent Grill, Louver, Wall, And Hard Surface Cleaning

- **Anticipated Advertisement Date:** End of Q3 2022
- **DSBO/Hub Assigned Goal:** 9% MWBE
- **Contract Capacity:** \$500K
- **Contract Term:** 5 years

**Dates are tentative and subject to change*



FLOORING, CARPET, TERRAZZO REPAIR/REPLACE PROGRAM
SCOTT DUNN, FACILITIES MAINTENANCE CONTRACT ADMINISTRATOR

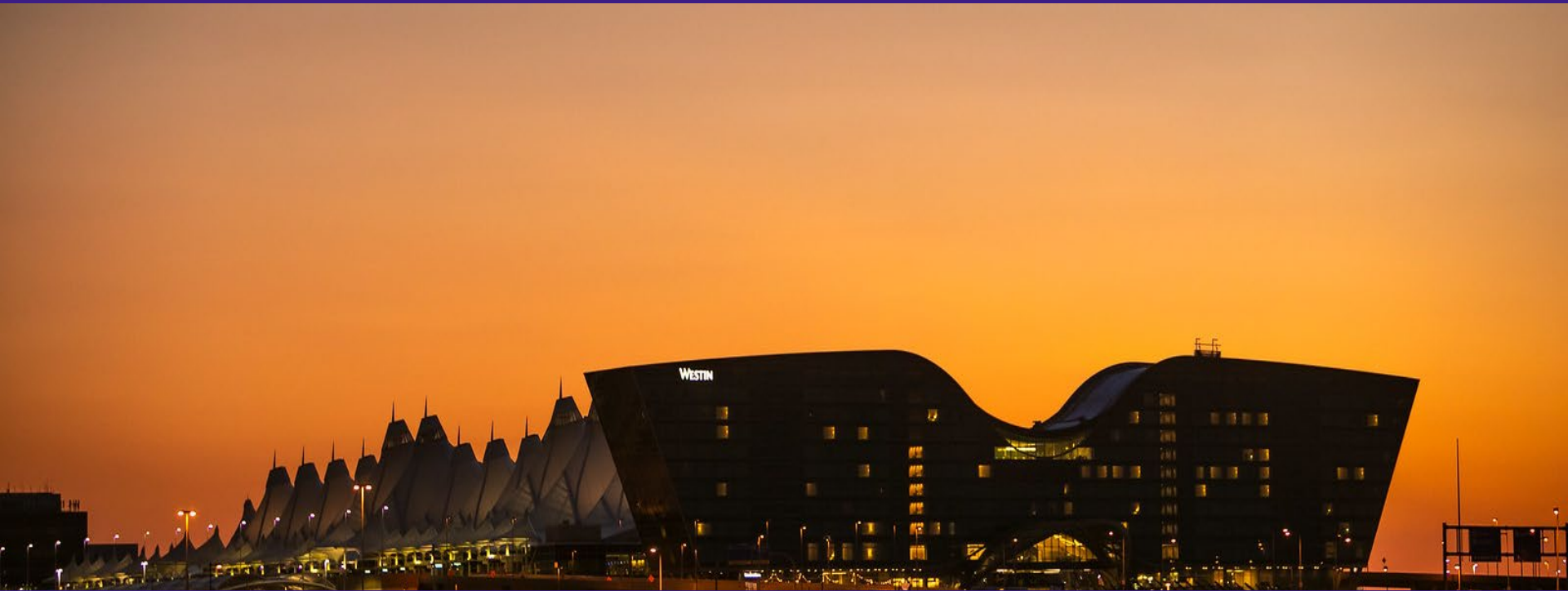
Scope

This work involves repair, removal, replacement of flooring surfaces throughout DEN Concourses, Terminal, AOB, and outbuildings. These locations require specialized access and effort. These areas frequently impact public space, stakeholder workspace, employee work areas, and customer accessed areas. This work is frequently occurring in all these common areas and highly visible to the public, passengers, customers, and tenants.

Flooring, Carpet, Terrazzo Repair/Replace Program

- **Anticipated Advertisement Date:** Q3 2022
- **DSBO/Hub Assigned Goal:** 9% MWBE
- **Contract Capacity:** \$1M
- **Contract Term:** 5 years

**Dates are tentative and subject to change*



DEN SWITCHGEAR, MAINTENANCE, REPAIRS AND EMERGENCY SERVICES
SHAUNE TAYLOR, ELECTRIC MANAGER



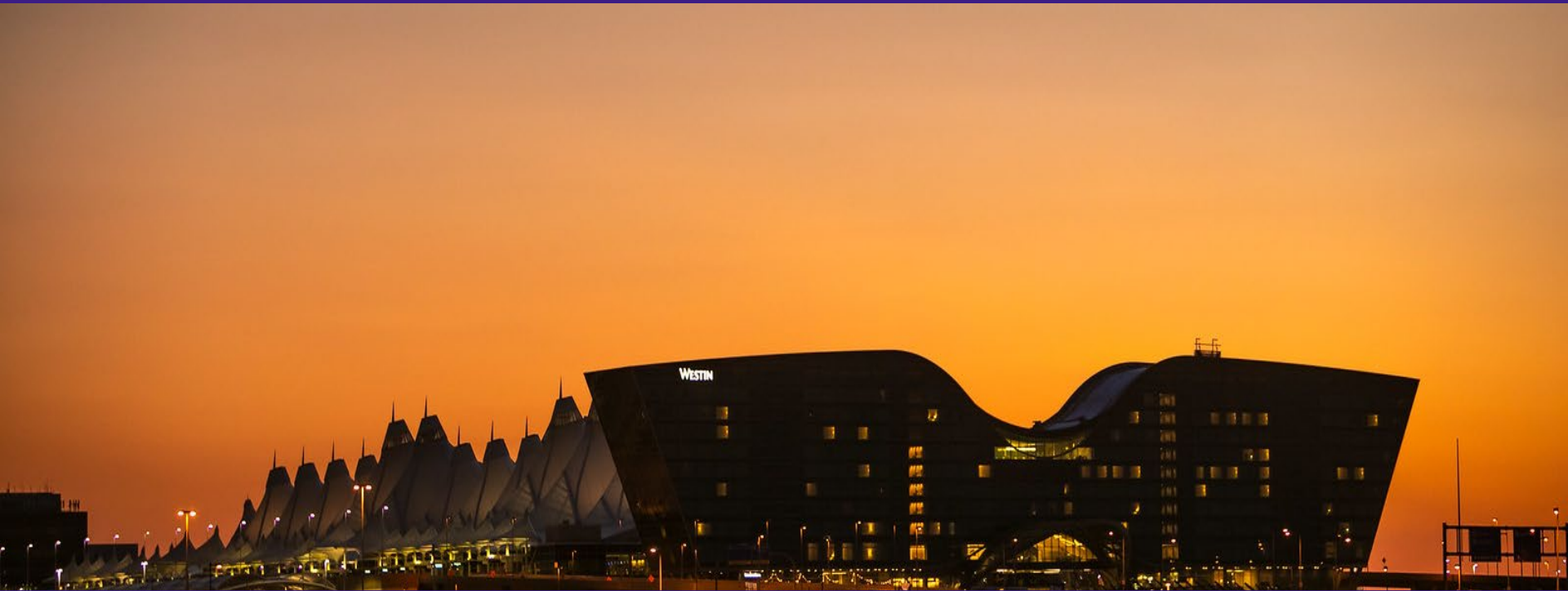
Scope

The purpose of this project is to utilize the economic and operational benefits resulting from an effectively executed preventive maintenance (PM) and testing program of essential Denver International Airport (DEN) electric power equipment. The Electric Power System at DEN has several 480-volt switchgears and some 4160-volt switchgears. This project will include the testing and preventive maintenance of nearly one-hundred switchgears and related equipment to be performed at night with very few exceptions.

DEN Switchgear, Maintenance, Repairs and Emergency Services

- **Anticipated Advertisement Date:** Q4
- **Estimated Project Value:** \$745,200
- **DSBO/Hub Assigned Goal:** No goal assigned
- **Contract Capacity:** \$745,200
- **Contract Term:** 5 years

**Dates are tentative and subject to change*



DEN BRANDED UNIFORM PURCHASE/RENTAL PROGRAM
BRITTANY FARBER, PROJECT COORDINATOR

Scope

DEN is looking for a partner to provide uniform services to approximately 500 uniformed employees across multiple divisions through mixed means of rental and purchase programs. Selected Supplier is encouraged to partner with subcontractors as needed to provide the scope of services as outlined in this document.

Description of the goods and services related thereto being purchased and associated pricing, this Scope of Work describes the requirements of a comprehensive uniform program. The program shall consist of:

Rental and Laundering: The City rents selected uniforms and the Supplier shall pick up and return garments weekly for cleaning and maintaining.

Purchase Program: Garments will be available for purchase by DEN and/or its employees and contractors (upon written approval of the City), including Administrative Staff. Maintenance of purchased garments will be the responsibility of the employees.

Scope

The Supplier is to provide branded, customized uniforms for purchase by DEN and/or its employees through a web portal, allowing for shipping to the location of customers choosing. The vendor will provide design services to DEN to aid in the selection and customization of uniform items. Vendor should ensure that selected uniform items are kept in stock and available for purchase.

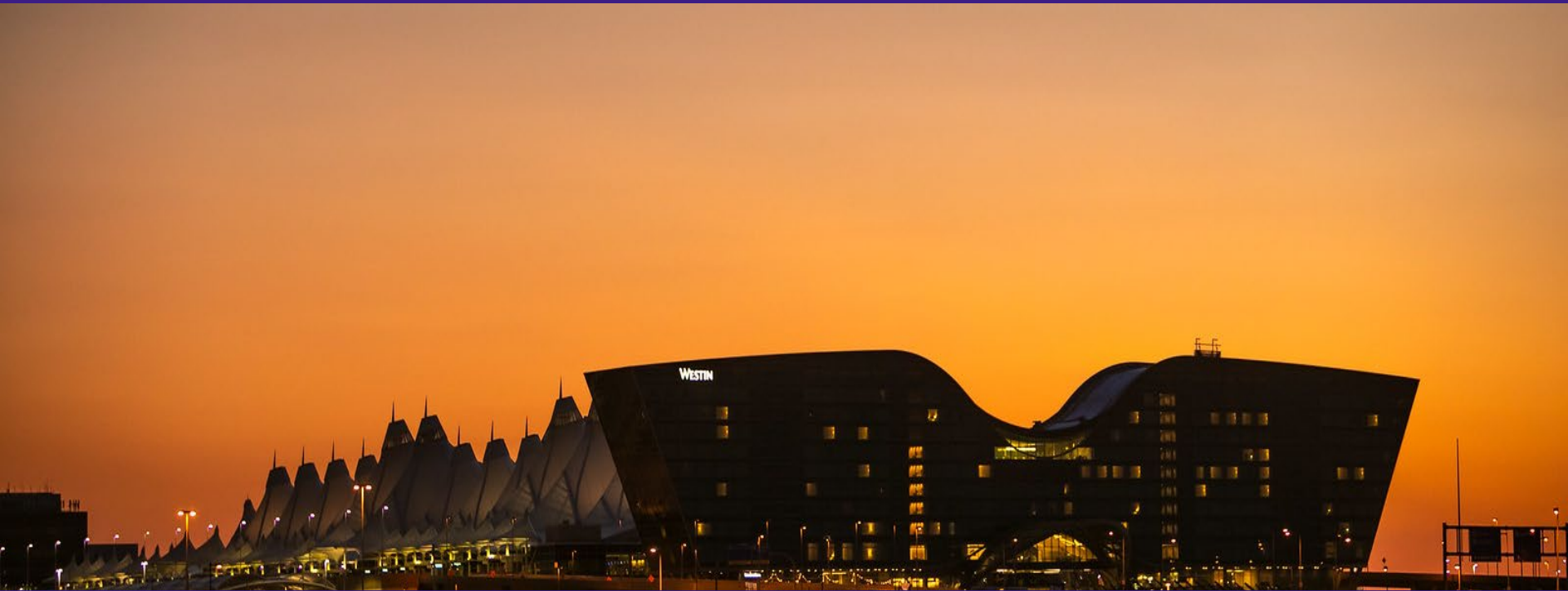
The Supplier is to provide general purchasing options for additional offered services and non-branded or customized goods at the request of the authorized and designated City uniform supervisory staff.

The Supplier and the authorized and designated City uniform supervisory staff are to work together to determine which uniform method will best meet the needs of the City, the employee for which they supervise and the Supplier. It is anticipated that the noted methods identified above may be utilized at the same location.

DEN Branded Uniform Purchase/Rental Program

- **Anticipated Advertisement Date:** Late August 2022
- **Estimated Project Value:** \$4,000,000
- **DSBO/Hub Assigned Goal:** No DSBO goals will apply
- **Contract Term:** 3 Years

**Dates are tentative and subject to change*



PROFESSIONAL SERVICES PAYMENT CARD INDUSTRY
DATA SECURITY STANDARDS

CHRIS LARIVEE, DIRECTOR OF INFORMATION SECURITY AND IT COMPLIANCE

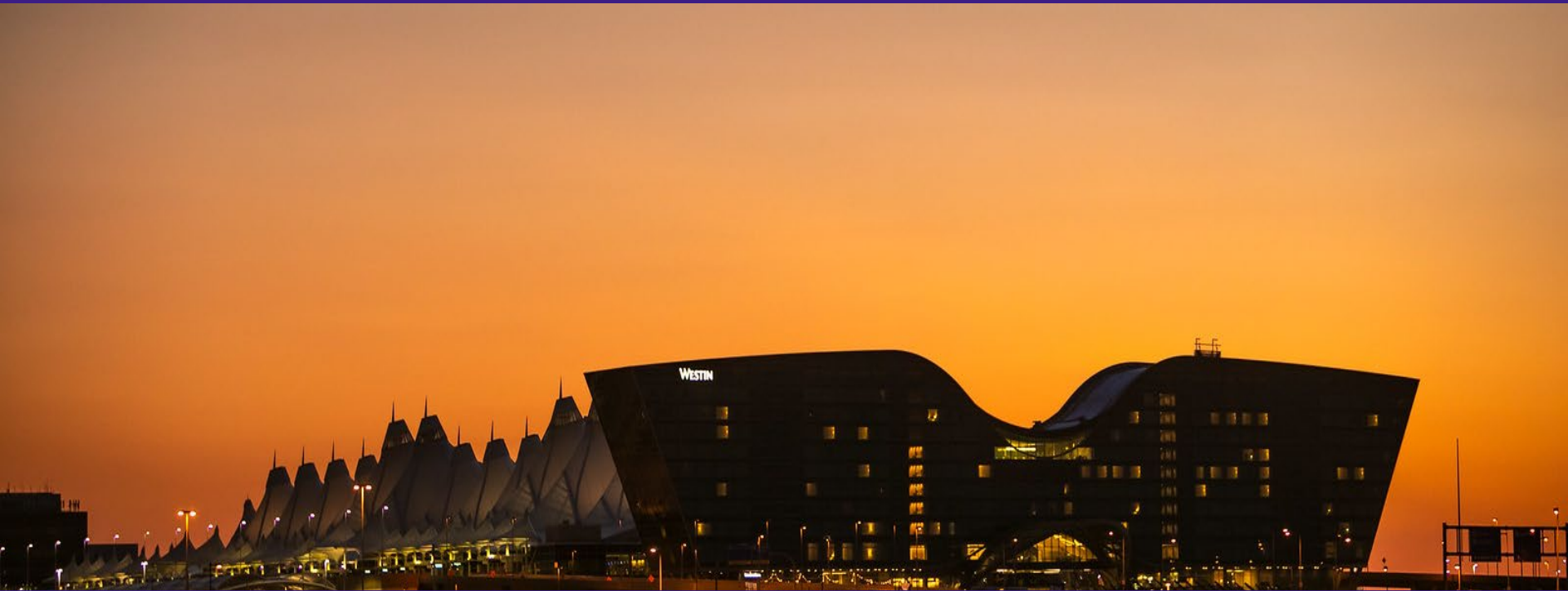
Scope

DEN is seeking professional services with a Qualified Security Assessor (QSA) as designated by the PCI Security Standards Council to perform and consult on compliance services. This includes an annual Report on Compliance, tabletop exercises, information technology risk assessments, penetration testing, network vulnerability scans, and any other services required to ensure continual compliance with federal, state, local, or industry regulations to include the Payment Card Industry Data Security Standards.

Professional Services Payment Card Industry Data Security Standards

- **Anticipated Advertisement Date:** Q4
- **Estimated Project Value:** \$465,000.00
- **DSBO/Hub Assigned Goal:** no DSBO program will apply
- **Contract Term:** 3 years, plus 1-two (2) years extension

**Dates are tentative and subject to change*



MAXIMO ASSET MANAGEMENT SERVICES
NATE CAIN, DIRECTOR IT BUSINESS SOLUTIONS

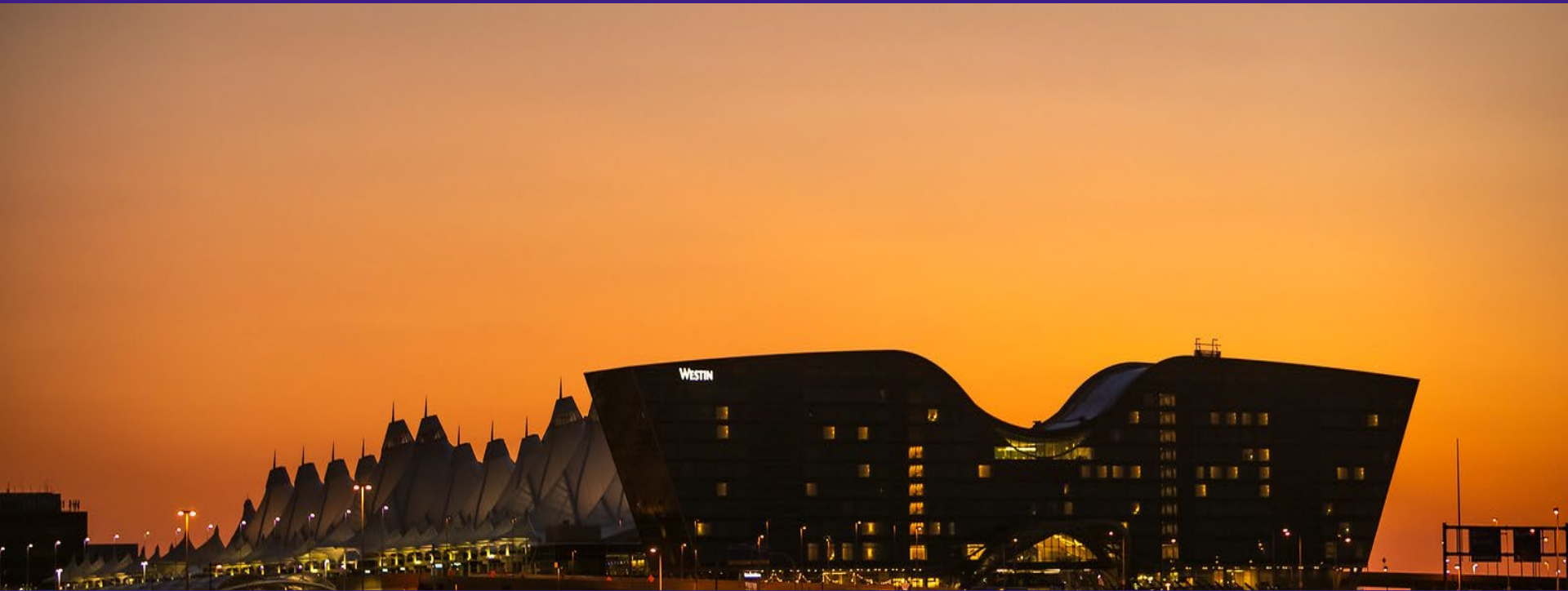
Scope

DEN intends to solicit RFPs for our Enterprise Asset Management platform, IBM Maximo. Maximo is used to track assets, schedule maintenance, maintain inventory for replacement parts, issue work orders and produce reports for the critical infrastructure of the airport. The project scope is comprised of software license acquisition, remote support services, as well as application hosting and maintenance.

Maximo Asset Management Services

- **Anticipated Advertisement Date:** Q3
- **Estimated Project Value:** \$3M
- **DSBO/Hub Assigned Goal:** No DSBO program will apply
- **Contract Term:** 3 years plus one 2-year option to extend

**Dates are tentative and subject to change*



C40-C42 REHABILITATION PROJECT
JOTI BARUNI, PROJECT MANAGER

Scope

The intent of the project is to repair deteriorating utilities, replace the aging pavement section and ensure drainage of the gate apron area at Gates C40 & C42. Scope includes utility repairs (water, sanitary, storm), pump station improvements, DIW trench drain replacement, while maintaining access to Concourse C and the FAA tower, as required by Federal Aviation Administration, Airline client, City and County of Denver and Denver Fire Department.

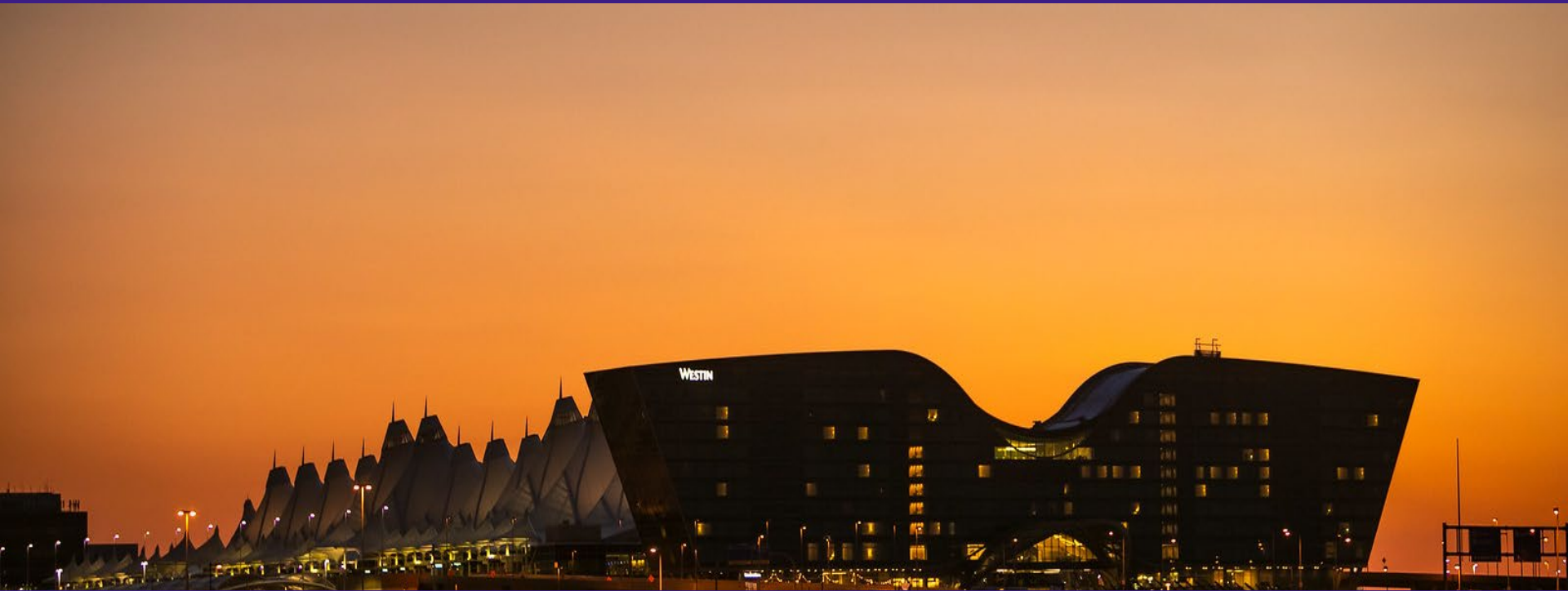
Major Scope elements:

- Concrete pavement
- Utilities
- Earthwork

C40-C42 Rehabilitation Project

- **Anticipated Advertisement Date: Q3**
- **Estimated Project Value: \$10M**
- **DSBO/Hub Assigned Goal: TBD**

**Dates are tentative and subject to change*



TENANT FINISH
DON SCHUTTER, PROJECT MANAGER

OVERVIEW

Tenant finish projects, which may or may not have a formal pre-bid meeting, include food and beverage concessionaires, car rental agencies, commercial airlines, or other companies leasing space at DEN

The tenant or the tenant's representative engages the prime/general contractor and/or subcontractors to build out or renovate their leased DEN Space

- Register to be notified of opportunities
- Attend pre-proposal conferences
- Download the planholders and attendee lists
- Attend training opportunities and networking events
- Contact current concessionaires
- Read “Resource Materials”
- Check “Future Opportunities” frequently

CONCESSION CONSTRUCTION



Project Title	Type	Concessionaire Company	Concession Name	Concourse	Merchant Zone	Anticipated Construction Start /	Anticipated Opening	Project Sq Ft.
Mercantile	Casual Dining	Taste Mercantile, LLC	Mercantile	A Concourse	A-Center-Core	11/15/2019	8/10/2022	3995
Skymarket CCON	Retail	DIA Retail Fashion, LLC	Skymarket CCON	C Concourse	C-Center-Core	6/1/2021	9/1/2022	837.4
VooDoo	QSR	DFASS Partnership Group, LLC	VooDoo	B Concourse	B-Mezzanine	10/19/2021	9/15/2022	1643
A Center East Coffee Kiosk RFP 1-07	Kiosk	Mission Yogurt, LLC	Einstein Brother Bagels	A Concourse	A-Center-East	7/15/2022	10/1/2022	405
A Center West Coffee Kiosk RFP 1-08 SBEC	Kiosk	The Ave Group, LLC	Novo Coffee	A Concourse	A-Center-West	7/15/2022	10/3/2022	405
B Center West Snack Kiosk RFP 1-16 SBEC	Kiosk	Emergin Airport Partners, LLC	Half Moon Empanadas	B Concourse	B-Center-West	9/5/2022	12/31/2022	405
West Expansion Travel Convenience	Retail	WH Smith DEN, LLC	WH Smith- Market 5280	A Concourse	A-West-3	9/1/2022	1/1/2023	754
West Expansion Travel Convenience	Retail	WH Smith DEN, LLC	WH Smith	A Concourse	A-West-2	9/1/2022	1/1/2023	1054
West Expansion Travel Convenience	Retail	WH Smith DEN, LLC	WH Smith - River North News	B Concourse	B-West-3	9/1/2022	1/1/2023	1468
Plaza Premium Lounge	Casual Dining	Plaza Premium Group	Plaza Premium Lounge	A Concourse	A-West-1-Mezzanine	4/23/2020	1/15/2023	11751.4
C Center West Juice Kiosk RFP 1-21 SBEC	Kiosk	Doc 1 Solutions, LLC	Superfruit Republic Juice	C Concourse	C-Center-West	8/8/2022	1/25/2023	404
Rosenburg's Bagels fka Just Salad	QSR	Skyport Group, LLC	Rosenburg's Bagels	B Concourse	B-Mezzanine	9/1/2022	3/1/2023	1000

**Dates are tentative and subject to change*

CONCESSION CONSTRUCTION



Project Title	Type	Concessionaire Company	Concession Name	Concourse	Merchant Zone	Anticipated Construction Start/	Anticipated Opening	Project Sq Ft.
B Center East Coffee Kiosk RFP 1-11 SBEC	Kiosk	The Ave Group, LLC	Novo Coffee	B Concourse	B-Center-East	9/30/2022	3/1/2023	405
East Expansion Travel Convenience	Retail	Love From Mission JV, LLC	Black Canyon; Market & Goods	C Concourse	C-East 2	11/1/2022	3/1/2023	913
East Expansion Travel Convenience	Retail	Love From Mission JV, LLC	Longs Peak; Market & Goods	C Concourse	C-East-3	11/1/2022	3/1/2023	914
East Expansion Travel Convenience	Retail	Love From Mission JV, LLC	High Dune; Market & Goods	B Concourse	B-East-Upper RJ	12/1/2022	4/1/2023	1222
Dazbog Coffee - A	QSR	Rocky Mountain Hospitality Partners, LLC	Dazbog	A Concourse	A-East-1	1/1/2023	4/1/2023	464
B West Expansion Food and Beverage Marketplace	Casual Dining	Taste DEN JV, LLC	Aviano Coffee; El Chingon; Mizu Sushi-Izakaya	B Concourse	B-West-3	11/1/2022	4/20/2023	5258
Dazbog Coffee - B	QSR	Rocky Mountain Hospitality Partners, LLC	Dazbog	B Concourse	B-East-1	1/1/2023	5/1/2023	660
Dazbog Coffee - C	QSR	Rocky Mountain Hospitality Partners, LLC	Dazbog	C Concourse	C-Center-East	1/1/2023	6/1/2023	264
C East Expansion Sub Core 2 F&B Marketplace	Casual Dining	Taste DEN JV, LLC	Aviano Coffee; Senor Bear; Bar Dough	C Concourse	C-East-2	12/1/2022	7/1/2023	11193
A West 3 Expansion F&B Market Place	Casual Dining	DIA F&B Concessions, LLC	Elway's Taproom & Grill; Tacos Tequila Whiskey; and Peet's Coffee	A Concourse	A-West-3	12/1/2022	7/1/2023	5635
C East Expansion Sub Core 3 F&B Marketplace	Casual Dining	Mission Yogurt, LLC	Cholon; Marczyk Fine Foods; Teatulia Tea & Coffee Bar	C Concourse	C-East-3	12/1/2022	7/1/2023	11242
A West 2 Expansion F&B Market Place	Casual Dining	Mission Yogurt, LLC	The Bindery, Uncle, and Maria	A Concourse	A-West-2	1/1/2023	9/1/2023	6467
A Center West F&B Marketplace RFP 1-09	Casual Dining	Mission Yogurt, LLC	Williams & Graham, Tocabe, The Bagel Deli & Deli	A Concourse	A-Center-West	2/1/2023	9/1/2023	3270

PROCUREMENT OPPORTUNITIES



Purchasing Buyer/ Project Manager	Solicitation Title
Nate Cain, Director IT Business Solutions	Maximo Asset Management Services
Joti Baruni, Project Manager	C40-C42 Rehabilitation Project
Bryan St. Martin, PE, AIM Development	Level 5A Roadway Rehabilitation
Donald Patterson, Airport Facility Maintenance	Flooring, Carpet, Terrazzo Repair/Replace Program
Mahmoud Itani, Airport Facility Maintenance	Duct and Coil Cleaning Services
Chris Larivee, Director Information Security and IT Compliance	Professional Services Payment Card Industry Data Security Standards
Scott Dunn, Airport Facility Maintenance	Ceiling, Vent Grill, Louver, Wall, and Hard Surface Cleaning
Don Schutter, Concessions	Tenant Finish
Brittany Farber, Global Communications & Marketing	2023 DEN Branded Uniform Purchase/Rental Program
Richard Brannan, Director, Field Maintenance	Airside On-call Snow Removal Services
Shaune Taylor, Electric Manager	Switchgear, Maintenance, Repairs And Emergency Services

Business Development Training Academy: <https://www.flydenver.com/ceea>

Business Directory: <http://business.flydenver.com/bizops/comHub-bizdirectory.asp>

Commerce Hub Contact: dencommercehub@flydenver.com

Commerce Hub Website: <https://business.flydenver.com/bizops/commerceHub.asp>

Commerce Hub Outreach Archives: <https://bit.ly/3zqjdBz>

Commerce Hub Outreach Event Calendar: [Eventbrite.com/o/den-commerce-hub-8527643555](https://www.eventbrite.com/o/den-commerce-hub-8527643555)

Community Panelist Program: [Business.flydenver.com/bizops/comHub-panelists.asp](https://business.flydenver.com/bizops/comHub-panelists.asp)

Concessions Contact: Concessions@flydenver.com

Concessions: <http://business.flydenver.com/bizops/concessions.asp>

Current Bid Opportunities: <https://bit.ly/3bi6KIs>

Future Opportunities: <http://business.flydenver.com/bizops/forecasts.asp>

Kiosk Program (Provenzano Resources, Inc.): den@PrirRetail.com

Mentor Protégé Program: <https://bit.ly/3cYnmW3>

THANK YOU



Room Name	Purchasing Buyer/ Project Manager
Maximo	Nate Cain, Director IT Business Solutions
C40-C42	Joti Baruni, Project Manager
Level 5A	Bryan St. Martin, PE, AIM Development
Flooring	Donald Patterson, Airport Facility Maintenance
Ducts and Coil	Mahmoud Itani, Airport Facility Maintenance
Payment Card	Chris Larivee, Director Information Security and IT Compliance
Ceiling	Scott Dunn, Airport Facility Maintenance
Tenant	Don Schutter and Branden Sowers, Concessions
Uniform	Brittany Farber, Global Communications & Marketing
Snow	Richard Brannan, Director, Field Maintenance
Switchgear	Shaune Taylor, Electric Manager

Thank you for attending.

Please select your next breakout room
or log off.

Don't forget to provide with us your
feedback with the QR code.

