



TAKING FLIGHT AT DEN

JULY 14, 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):

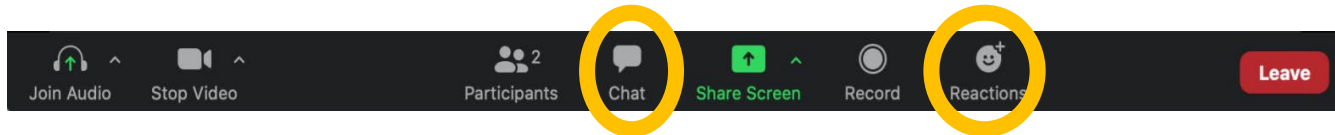
- Select Participants, located in the bottom toolbar of the meeting window.
- Hover over your name and select More **(desktop)** or tap your name **(mobile)**.
- Click or tap Rename.
- Enter your desired name and click Rename **(desktop)** or Done **(mobile)**.

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, in 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 Excellence and Equity 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 Development** portfolio focuses on supporting certified firms and advance the City and County of Denver's priority of small business equity, sustainability, and growth.
- **Community Outreach** 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)

Save the Date

August 11 at 1:00 p.m.

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)

- 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.

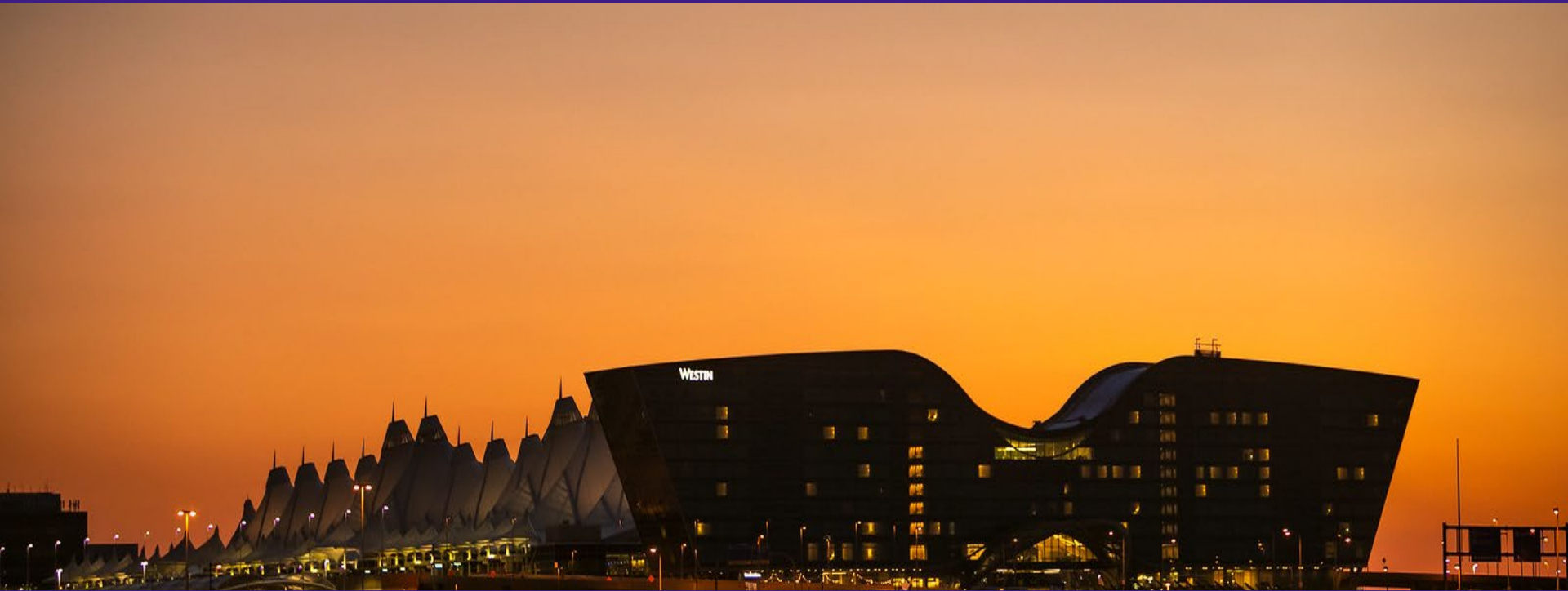
Calendar (3rd Thursday, Every Other Month)

- July 18 - Pathways to Entry for Small Businesses Concessions at DEN
- September 22 – 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



JOINT MARKETING FUND (JMF) MARKETING PROFESSIONAL SERVICES
KATIE HALBERT, DEN CONCESSIONS

Scope

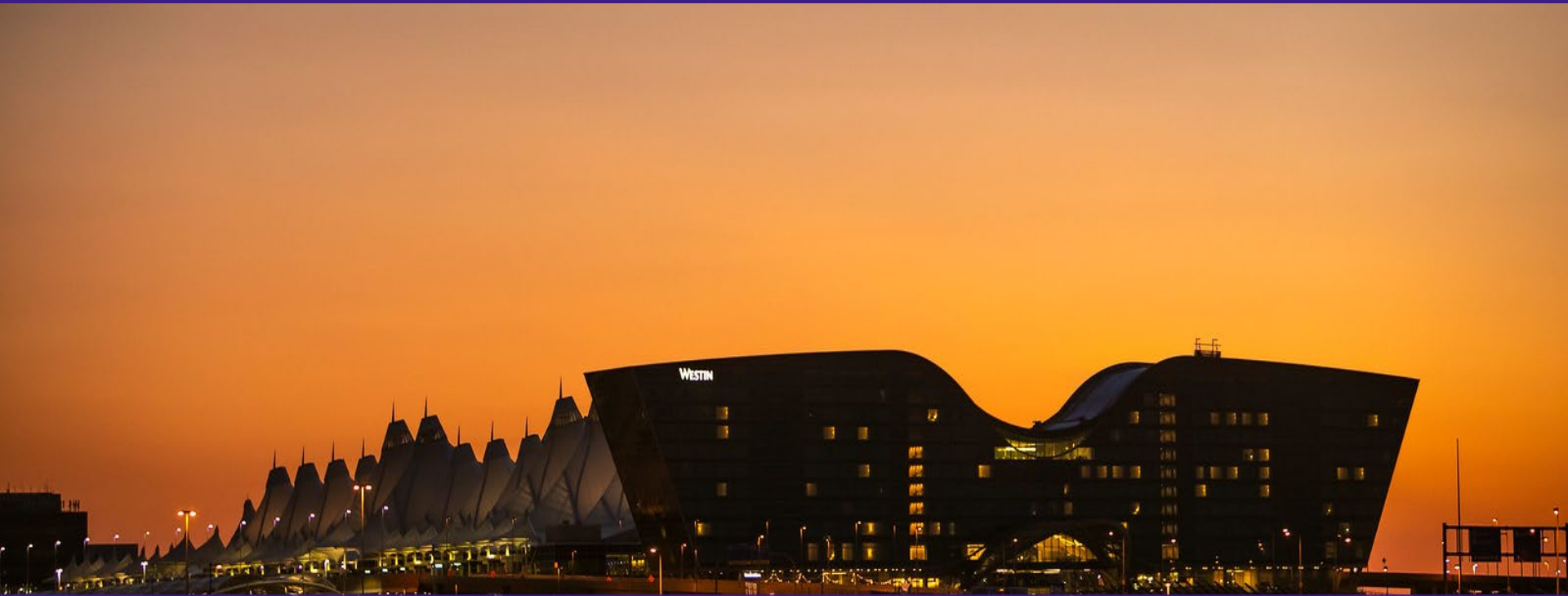
The City and County of Denver at the Denver International Airport (“DEN”) will be conducting an RFP competitive selection process for professional services to develop, implement and manage multiple strategic marketing initiatives on behalf of DEN Concessionaires. Initiatives may include, but are not limited to:

- Contract with various production companies and other necessary vendors to support DEN’s Concessionaire Incentive Program.
- Professional services at the direction of the DEN Committee managing the Joint Marketing Fund.
- Strategic marketing concept and advertising campaign development promoting DEN concessionaire businesses and interests.
- Determine, design, and submit entries for concessions and retailing-related awards.

JMF MARKETING PROFESSIONAL SERVICES

- **Anticipated Advertisement Date:** July 2022
- **Estimated Project Value:** \$5M
- **DSBO/Hub Assigned Goal:** 14% MWBE
- **Contract Term:** 5 years

**Dates are tentative and subject to change*



AIRPORT PLANNING ON-CALL CONSULTING SERVICES
GEORGE HOHLACOV, DIRECTOR OF AIRPORT PLANNING, PLANNING & DESIGN

Scope

DEN Airport Planning is seeking qualified consultants to provide On-Call Airport Planning Consulting Services at Denver International Airport. Consultants should provide professional consulting services related to the airport, aviation, and transportation planning as requested by the project manager and approved by separate task authorizations.

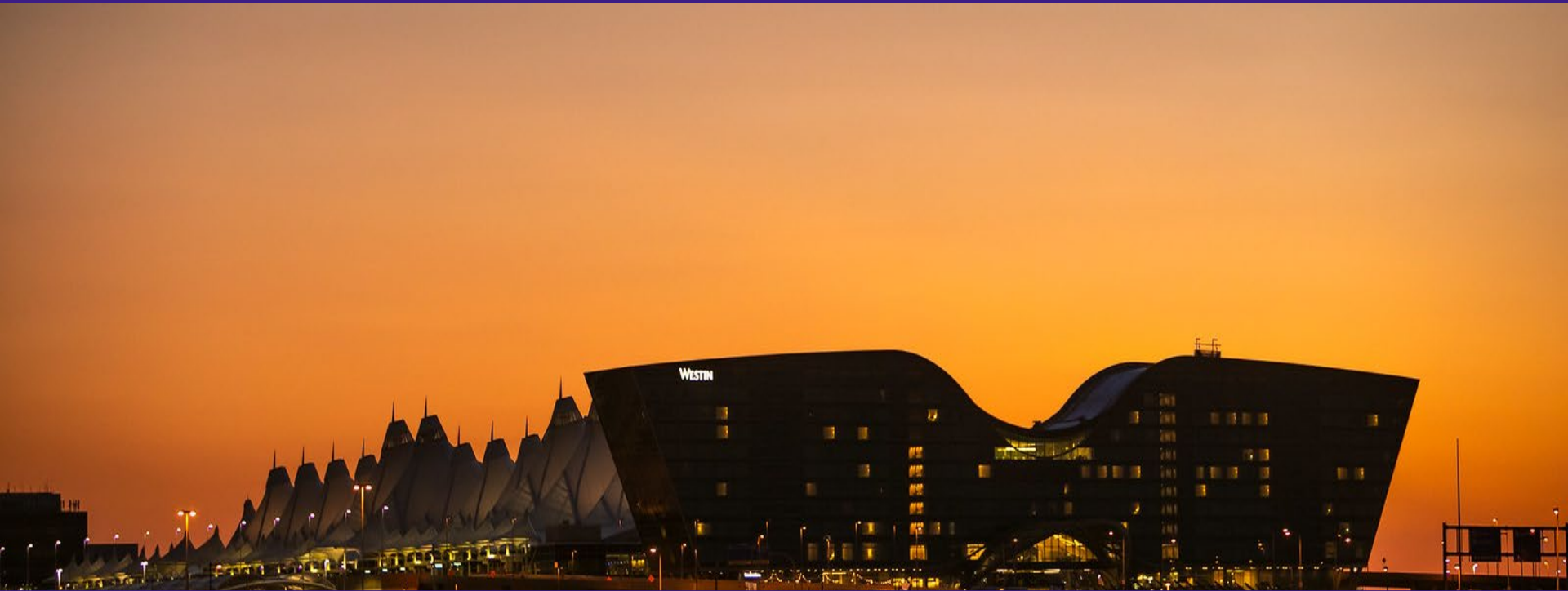
Such services may include but are not limited to:

- Airport Master Planning
- Aviation Forecasting
- Alternatives studies and related analyses
- Benefit Cost Analysis
- Airfield capacity studies
- Etc.

Airport Planning On-Call Consulting Services

- **Anticipated Advertisement Date:** Early August 2022 *
- **DSBO/Hub Assigned Goal:** 8% MWBE
- **Contract Capacity:** Multiple Contract Awards Totaling \$4.5M
- **Contract Term:** 3 Years with two 1-year extension options

**Dates are tentative and subject to change*



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

Scope

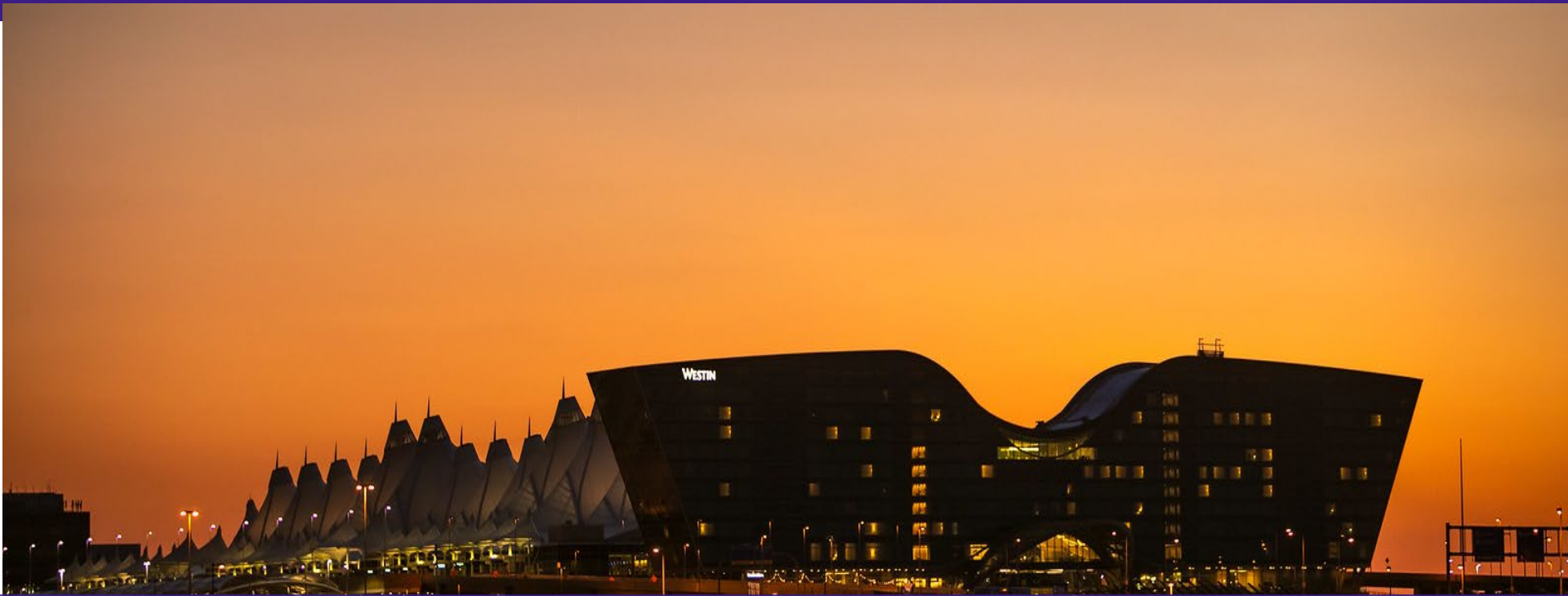
The level 5A roadway is located over the main terminal building and circulates traffic from west to east terminal while also providing access to the Airport Office Building. Heavy commercial vehicle traffic, lack of maintenance, and aging infrastructure have led to compromised subgrade and panel degradation. The following items are included in this project's 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 geocomposite 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*



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

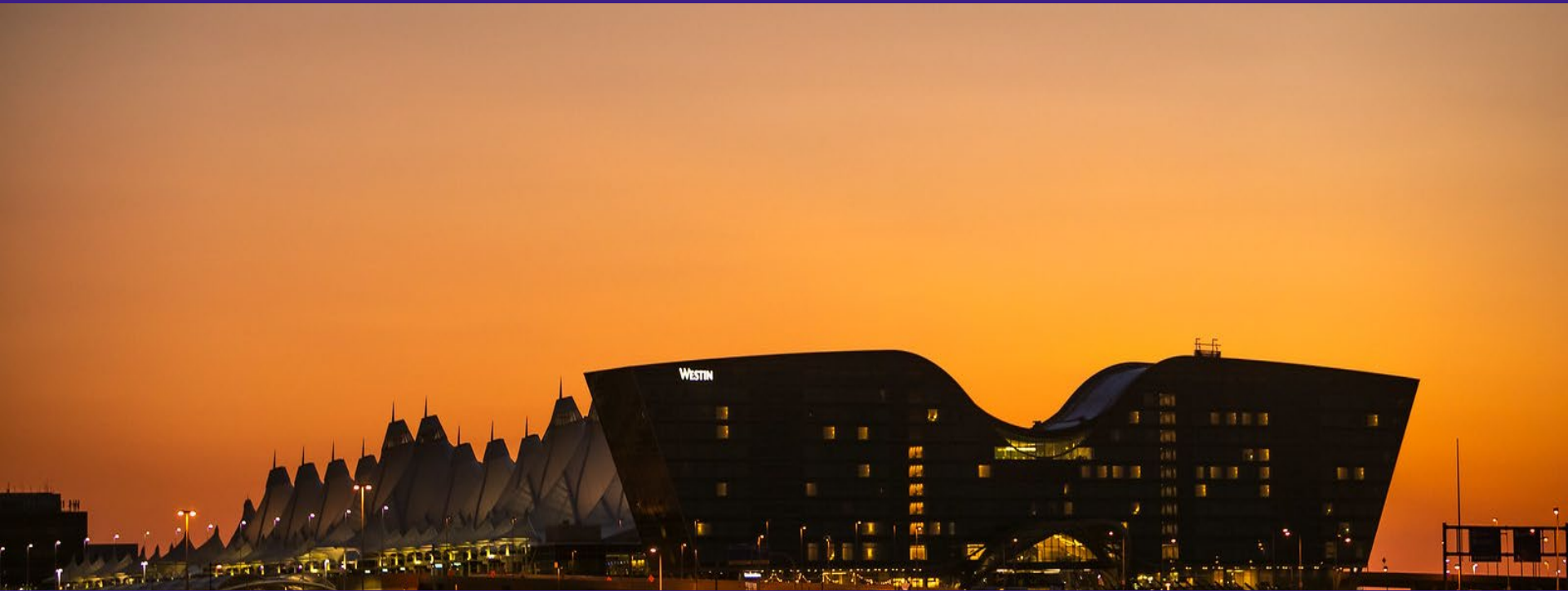
Scope

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*



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

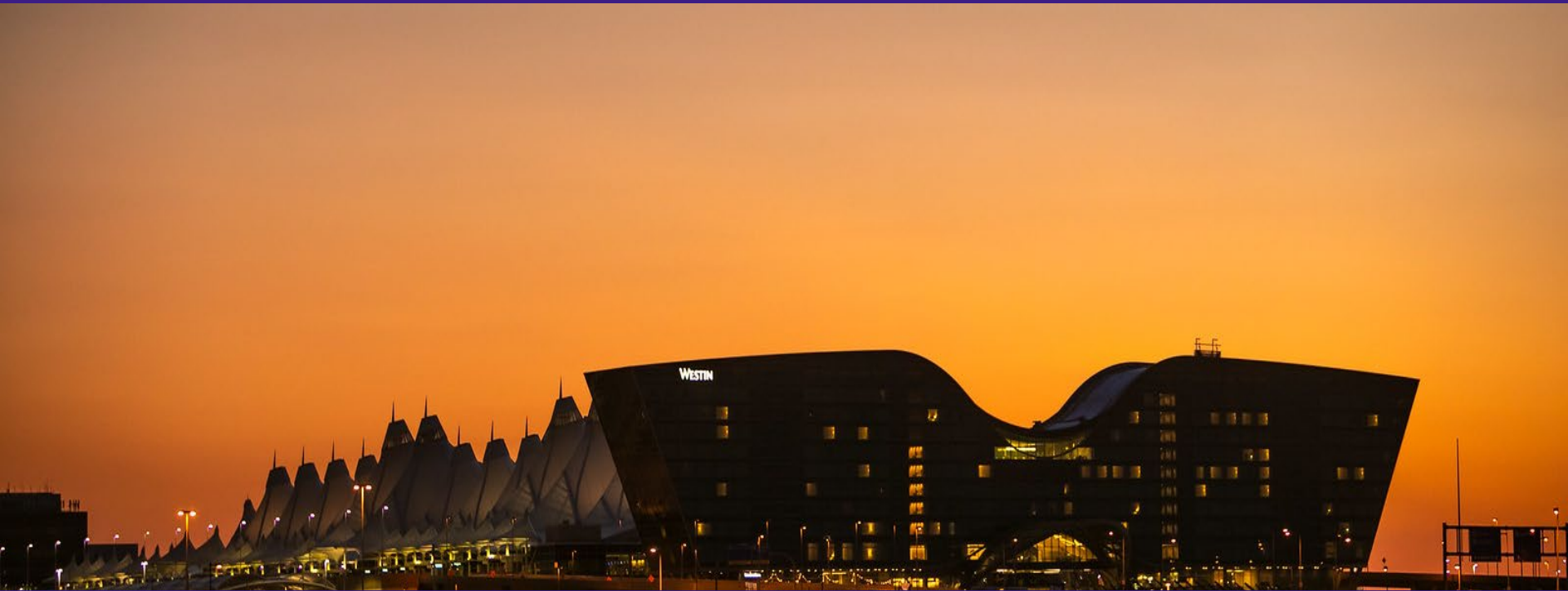
Scope

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

**Dates are tentative and subject to change*



HVAC DUCT AND COIL CLEANING SERVICES
MAHMOUD ITANI, MANAGER

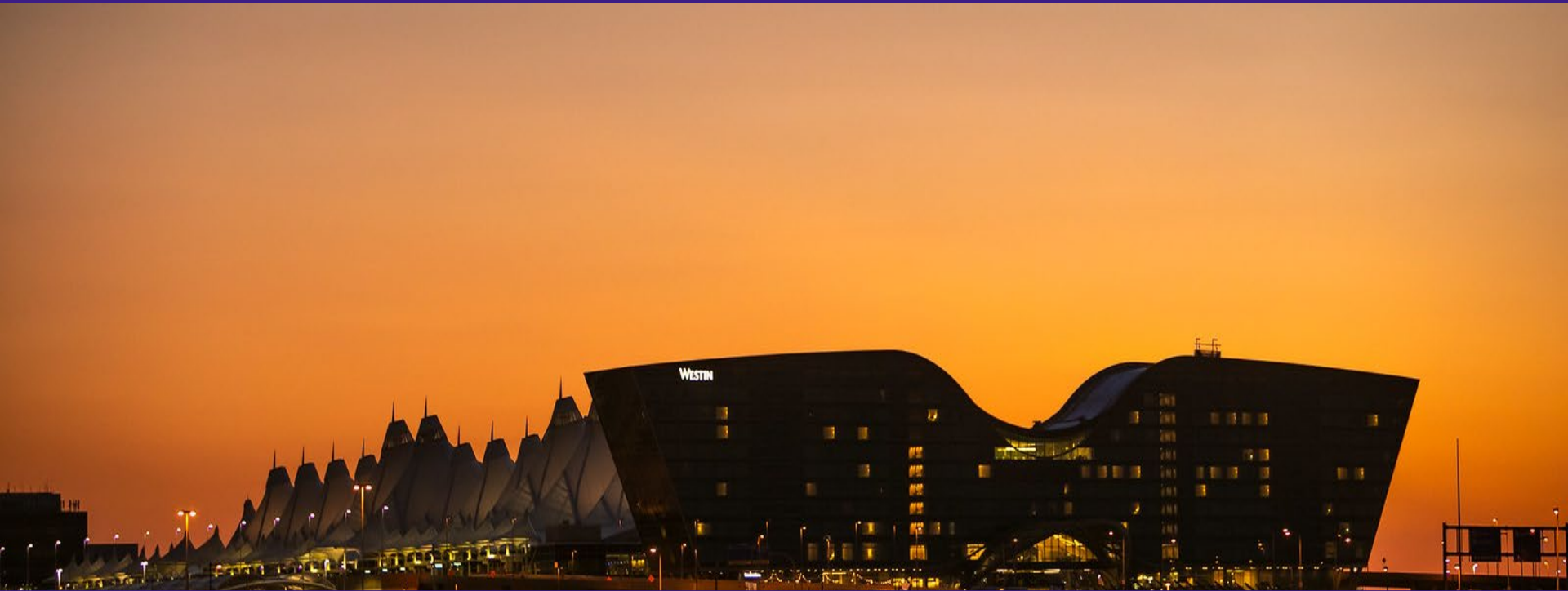
Scope

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*



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



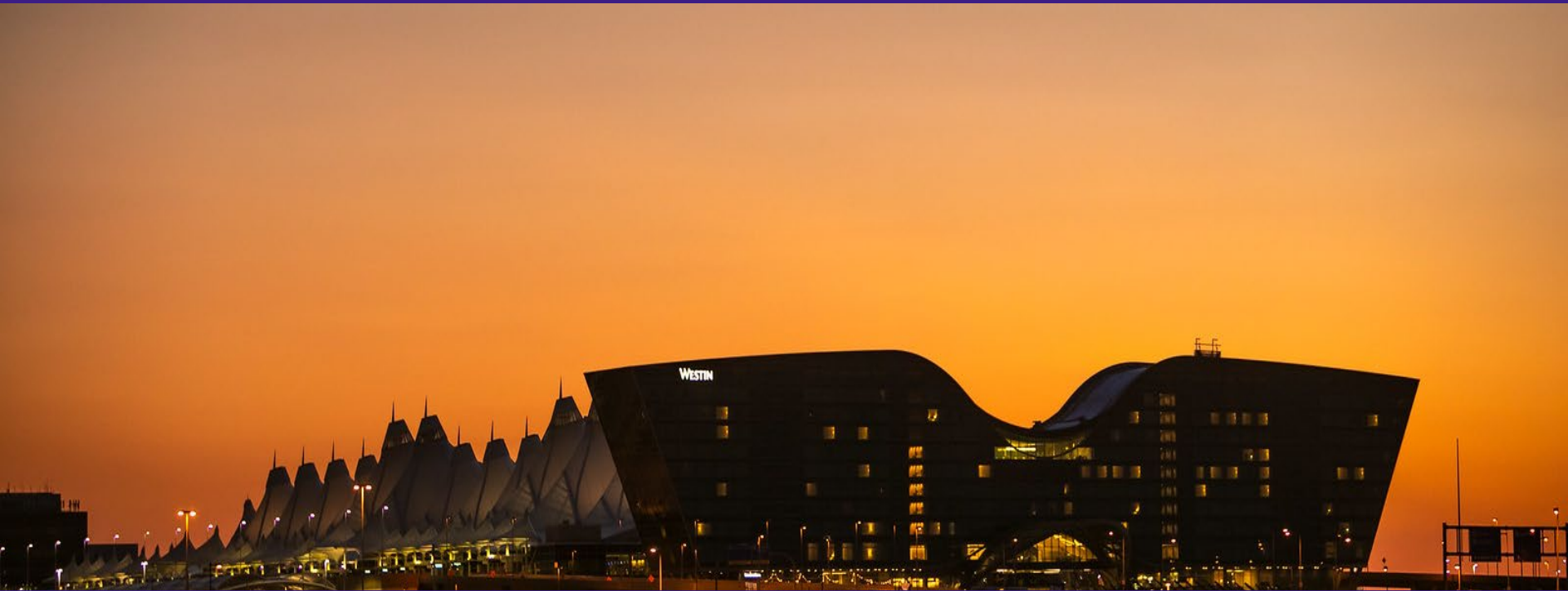
Scope

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*



ON-CALL CATHODIC PROTECTION SERVICES
JOHN SARMIENTO, PROJECT MANAGER

Scope

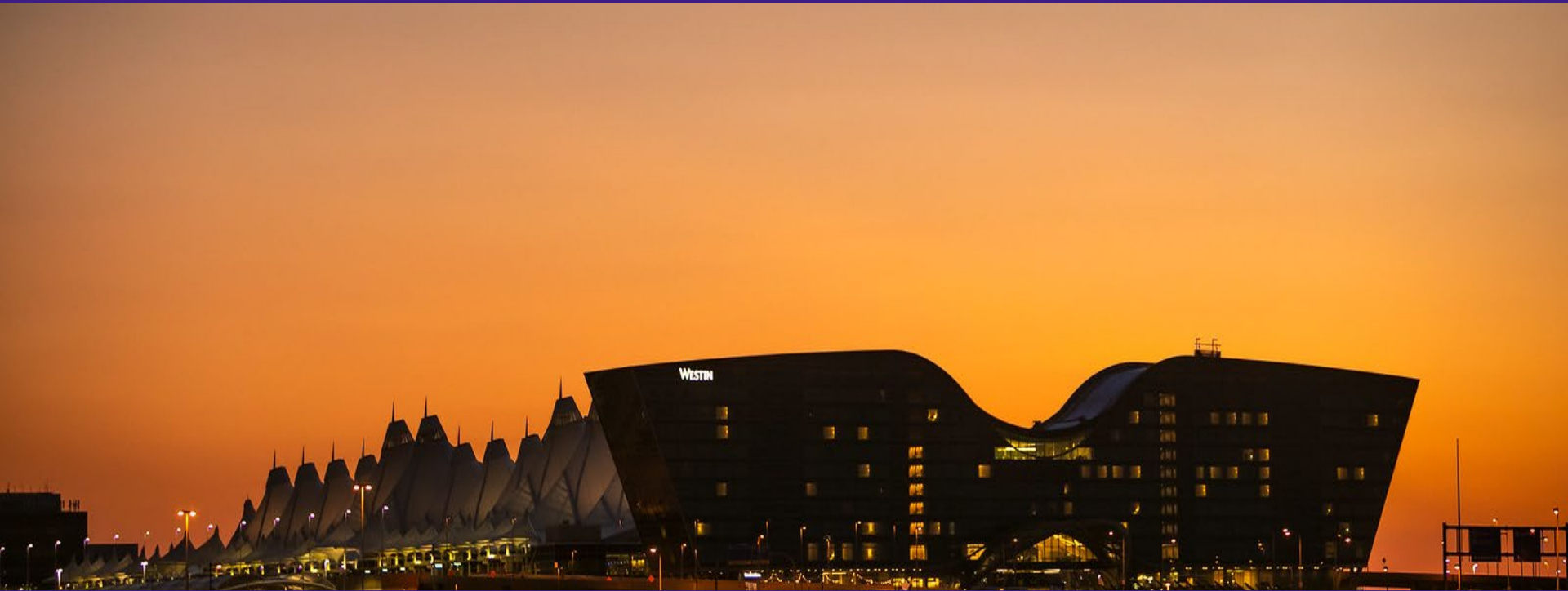
DEN has cathodically protected sites that require an annual inspection. Should any site fail this inspection, the consultant will be asked to advise on repairs. Work will be awarded on an on-call basis by approval of a task order. DEN has several underground utilities and storage tanks and is responsible for them from the point of delivery and/or ownership. These may include but are not limited to natural gas lines, glycol tanks and distribution Lines, domestic water supply, and waste oil or fuel tanks.

The consultant will also provide a final report for each task detailing all tested sites, test results, recommendations for continued maintenance, and whether the site currently meets any applicable standards, including DEN Standard of Construction 264200. The inspection services covered under this contract are completed annually in the spring of each year so no budget dollars will be expensed in 2022.

On-call Cathodic Protection Services

- **Anticipated Advertisement Date:** Q3 2022
- **Estimated Project Value:** \$100,000
- **DSBO/Hub Assigned Goal:** No DSBO program will apply
- **Contract Term:** 3 years

**Dates are tentative and subject to change*



DEN BRANDED UNIFORM PURCHASE/RENTAL PROGRAM
BRITTANY FARBER

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*



<https://forms.office.com/r/m05UUWb87w>

BREAKOUT ROOMS



Purchasing Buyer/ Project Manager	Solicitation title
George Hohlacov, Airport Planning & Design	Airport Planning On-Call Consulting Services
Katie Halbert, DEN Concessions	Joint Marketing Fund (JMF) Marketing Professional Services
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
Shaune Taylor, Airport Facility Maintenance	Switchgear Maintenance, Repairs and Emergency Services
Scott Dunn, Airport Facility Maintenance	Ceiling, Vent Grill, Louver, Wall, and Hard Surface Cleaning
John Sarmiento, Airport Operations	On-Call Cathodic Protection Services
Brittany Farber, Global Communications & Marketing	2023 DEN Branded Uniform Purchase/Rental Program

Thank you for attending.

Please select your next breakout room or log off and don't forget to us your feedback with the QR code.

