



# TAKING FLIGHT AT DEN

SEPTEMBER 8, 2022



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 & ACCESSIBILITY
- CONTINUOUS STAKEHOLDER INPUT/FEEDBACK • ENHANCING THE CUSTOMER EXPERIENCE

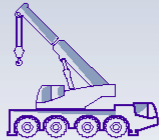
## PILLAR 1



### 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 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 (e.g. Africa)
- 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

REGISTER TODAY

*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 (2<sup>nd</sup> Thursday Monthly at 1 p.m.)**

- October 13
- November 10
- December 8

# Meet the Primes

REGISTER TODAY

*Meet the Primes*, is a virtual outreach series 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 (3<sup>rd</sup> Thursday, Every Other Month at 1 p.m.)**

- October 20 – Airline Partners/Real Estate
- December 15 – Architecture and Engineering



# Navigating the ACDBE Program

*Navigating the ACDBE Program* is a free virtual 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 (3<sup>rd</sup> Thursday, Every Other Month at 1 p.m.)**

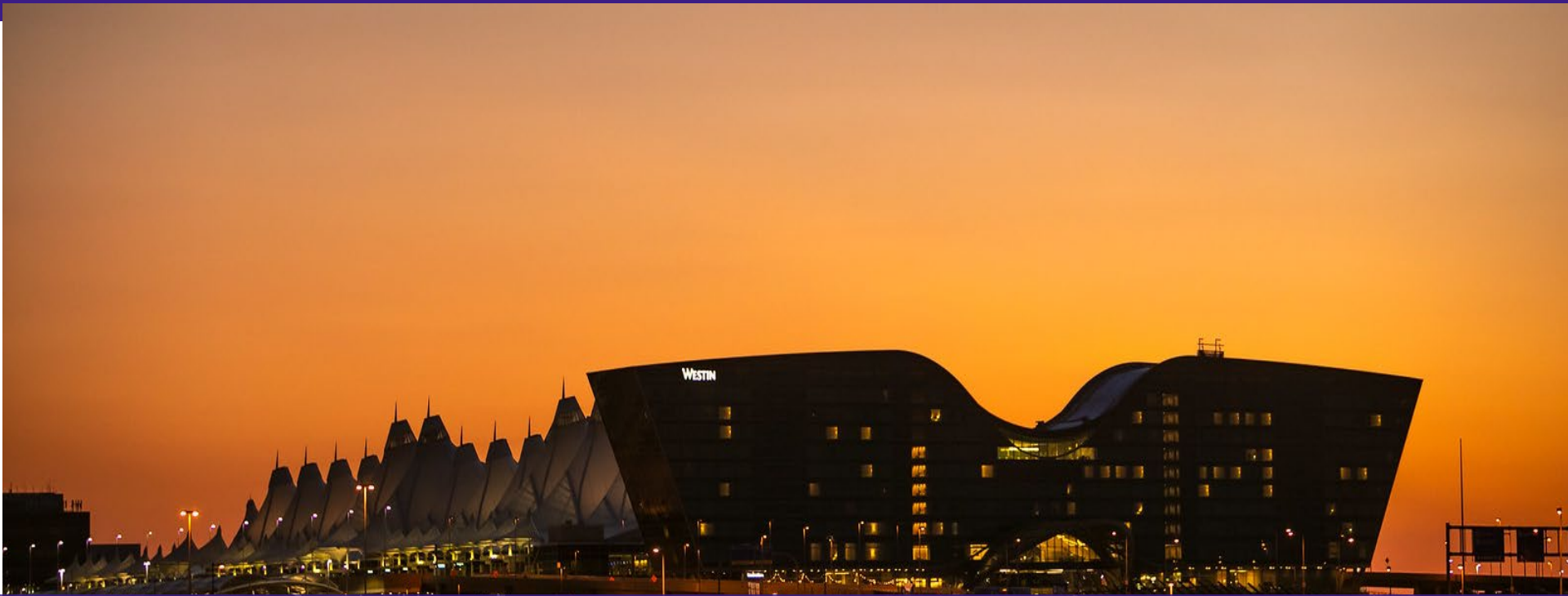
- September 15 – The Ins and Outs of an ACDBE JV Agreement
- November 17 – Understanding the Compliance and Counting

## 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





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

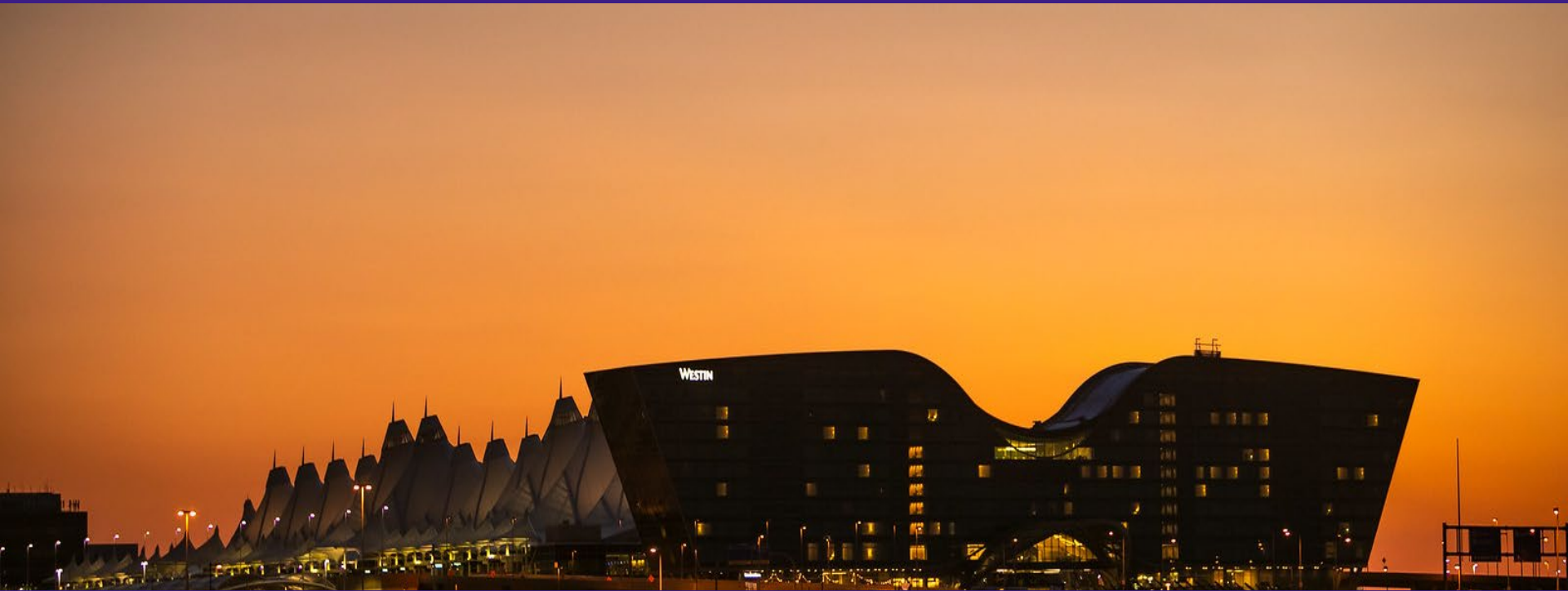
## Scope

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*



C MEZZANINE FOOD & BEVERAGE CASUAL DINING WITH BAR CONCESSION  
RUDEAN RICHARDSON, PROJECT MANAGER

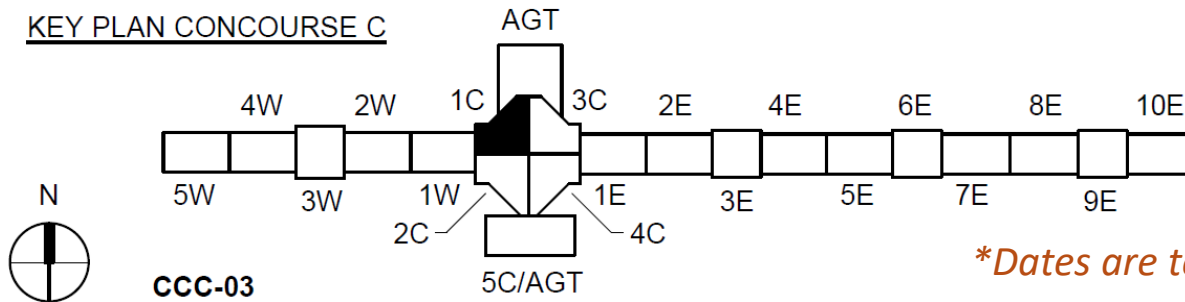
## Scope

Denver International Airport (DEN) will be conducting a Request for Proposal (RFP) competitive selection process for an operator to manage a food and beverage location on the Mezzanine level in the Center core of Concourse C. This concept location will be comprised of a casual dining operation with full-service bar. The location will be approximately 5,805.8 square feet. The successful proposer will be required to install restrooms in their facility to accommodate their anticipated passenger load (1 restroom per 75 seats). Prior to entering into a contract with the City, the proposer will be required to confirm in writing that it has entered into a Labor Harmony (Peace) Agreement with the labor organization representing or seeking to represent concessions workers at the concession that prohibits the labor organization and its members from picketing, boycotting, engaging in a work stoppage, or other economic interference with the concessionaire at DEN.

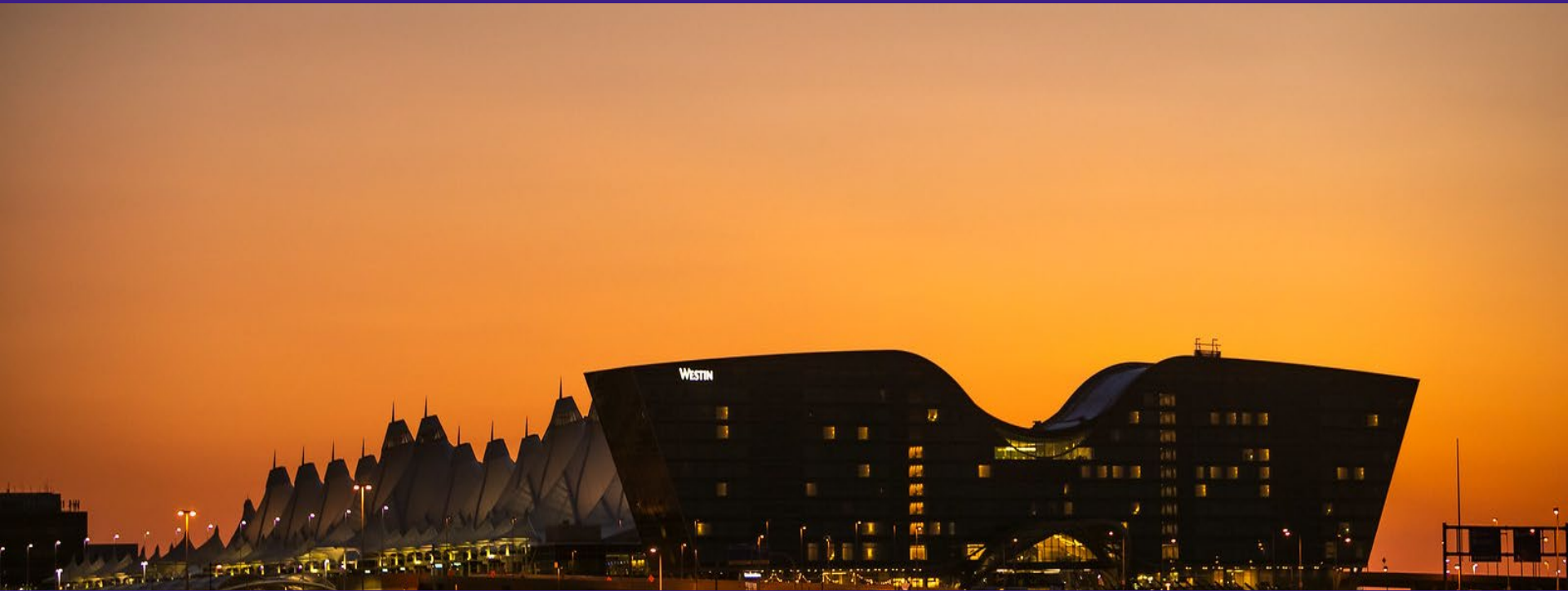
# KEY INFORMATION

## C Mezzanine Food & Beverage Casual Dining With Bar Concession

- **Anticipated Advertisement Date:** Q4 2022
- **Estimated Project Value:** TBD
- **DSBO/Hub Assigned Goal:** 25% MWBE / 30.8% ACDBE
- **Contract Term:** 10 years
- **Location:** Concourse C Mezzanine Northwest Quadrant



*\*Dates are tentative and subject to change*



CONCOURSE B XCEL VAULTS IMPROVEMENTS  
ALFONSO VARGAS

## Scope

The Scope of Work consists of improvements to the five (5) Xcel transformer vaults in the basement of Concourse B. The improvements consist of replacing the existing slab on grade with a foundation capable of meeting the needs of the space, including addressing existing issues with heaving.

Additional improvements will provide drains for the water to drain out, replacing and relocating ventilation fans, installing new lighting and repairing walls and doors, including fire-rated overhead doors. This would make the rooms safe again for Xcel personnel and give them the ability to better deal with an emergency or maintenance needs.

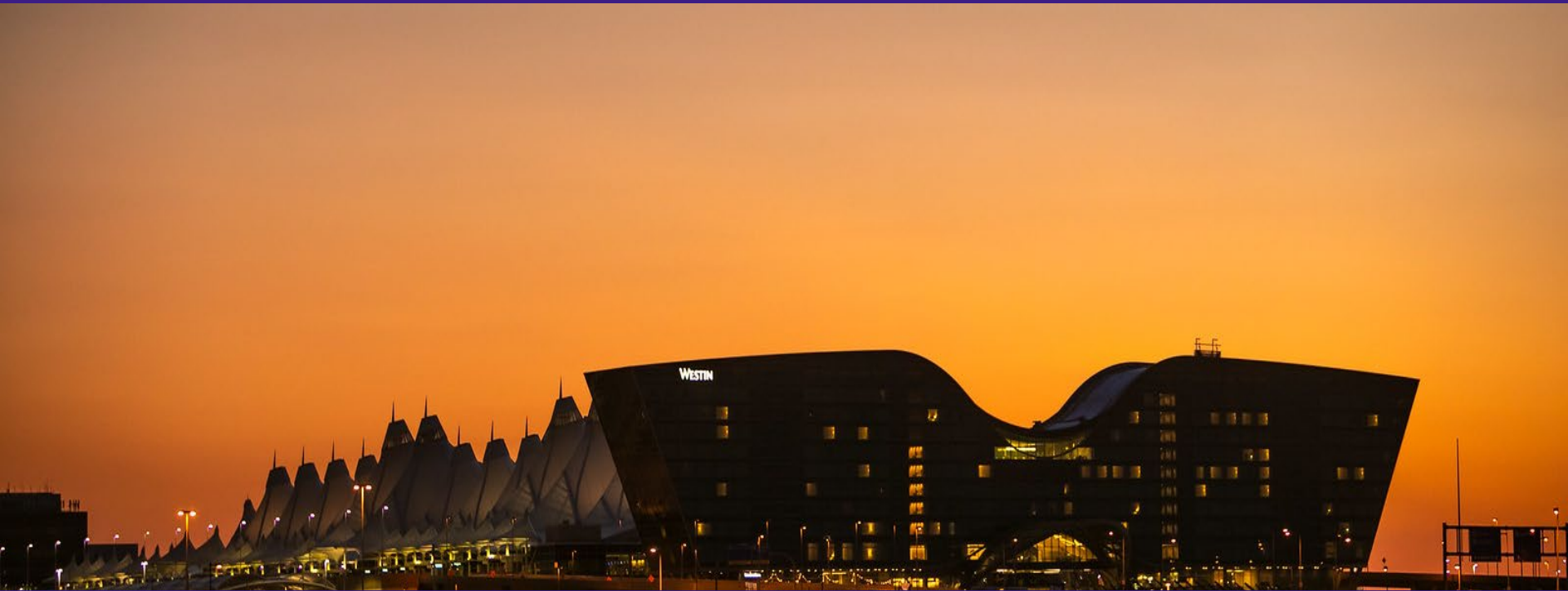
The project will be phased to coordinate with other work being performed by Xcel Energy.



## Concourse B Xcel Vaults Improvements

- **Anticipated Advertisement Date:** Q1 2023
- **Estimated Project Value:** \$10M+
- **DSBO/Hub Assigned Goal:** TBD
- **Contract Term:** TBD

*\*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.

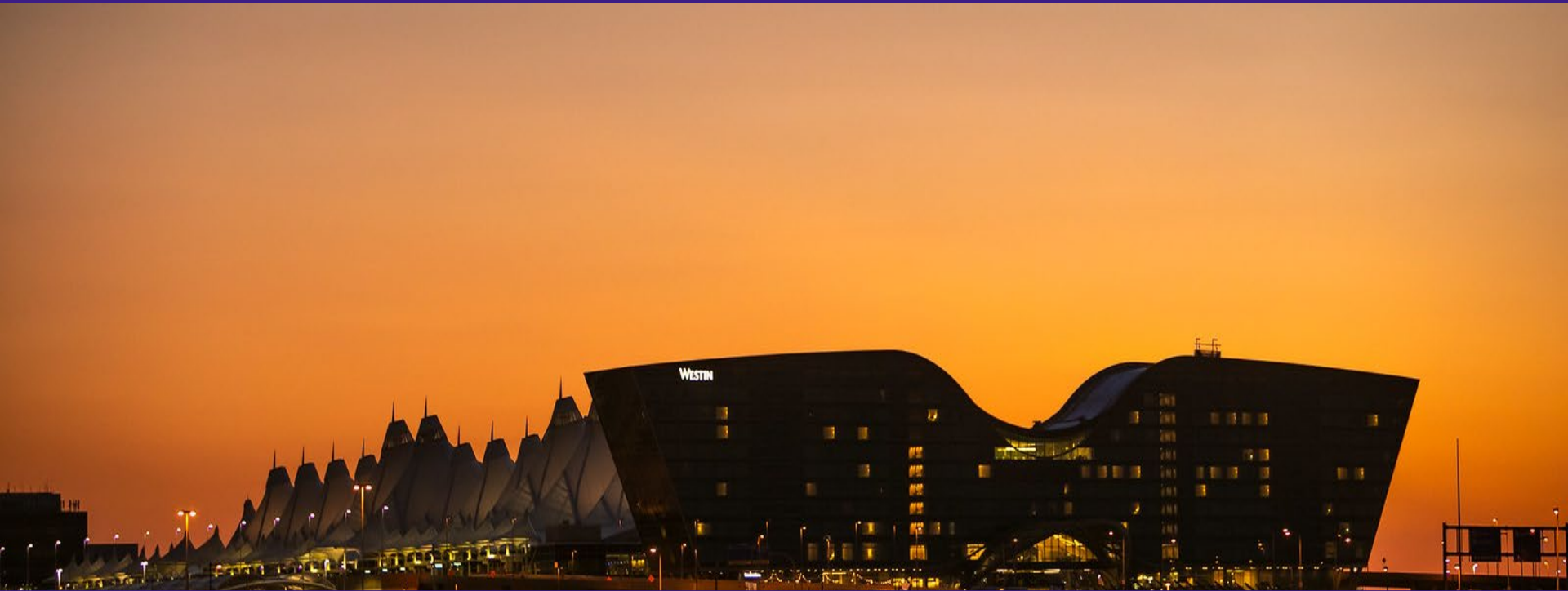
Major Scope elements:

- 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*



24 HOUR TOWING SERVICES CONTRACT  
FRANCINE CRUSAN, PROJECT MANAGER

# 24 HOUR TOWING SERVICES CONTRACT

## Scope

Successful Company will provide one light duty tow truck and driver, twenty-four (24) hours a day seven (7) days per week to respond to requests on DEN property. Requestors of service may be the DEN Denver Police Department (DPD) and DEN Parking and Transportation, which includes Commercial Transportation and Parking Administration.

## Scope Continued

- Services provided as outlined in the Contract will be as follows:
  - On Site Standby Services- light duty tow truck- 24/7
  - Contingency Services as requested by CCD Parking and Transportation
  - Emergency Services as requested by CCD Parking and Transportation
  - Declared Snow Events
- Tow Operator will respond to calls from DEN Communications Center (DPD) and CCD Parking and Transportation
- Additional services to the public may include tire inflation, tire changes, jumps start, lockouts, relocations, fuel replacement, etc., or as requested by DPD and CCD Parking and Transportation.
- All services are at no cost to customers.

## 24-Hour Towing Services Contract

- **Anticipated Advertisement Date:** Q4 2022
- **Estimated Project Value:** TBD
- **DSBO/Hub Assigned Goal:** TBD
- **Contract Term:** 3 year with 1 year option to extend

*\*Dates are tentative and subject to change*



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](mailto: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](mailto: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](mailto:den@PrirRetail.com)

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

Room Name	Purchasing Buyer/ Project Manager
Snow	Airside On-call Snow Removal Services <a href="#">Richard Brannan</a>
Concession	C Mezzanine Food & Beverage Casual Dining with Bar Concession <a href="#">Rudean Richardson</a>
Towing	24 Hour Towing Services Contract <a href="#">Francine Crusan</a>
Vaults	Concourse B Xcel Vaults Improvements <a href="#">Alfonso Vargas</a>
C40-C42	C40-C42 Rehabilitation Project <a href="#">Joti Baruni</a>

Please select your next breakout room or log off.

Scan the QR Code to provide your feedback.

Thank you for attending.

