State House Business, Labor, Economic, and Workforce Development Committee

Presented by Heather Barry,
Director of Business Affairs & External Relations
January 24, 2013

DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR

Attachment A

Agenda

- Introduction
  - Alicia Avila, Business Liaison
  - Charles Maldonado, Business Affairs Ombudsman
  - LaQuisha Murray, Business Affairs and Outreach Coordinator
- DIA Overview
- DIA Commerce Hub
- Upcoming Opportunities
- Questions

DIA Overview

- DIA opened in February 1995
- The airport sits on a 53 square miles of property
- 52.8m passengers in 2011
- The 5th busiest passenger airport in the US, the 11th busiest in the world, and with regard to aircraft operations, we are the 4th busiest in the world.

Organization

DENVER

Mayor Michael B. Hancock

Kim Day

Manager of Aviation

Denver International Airport

Heather Barry

Executive Officer, Mayoral Appointee

DIA Commerce Hub

DIA as an Economic Generator

- Annual statewide economic impact valued at 22.3b

- According to the 2008 DIA financial report, forecasts for DIA look bright by 2015-2020:
  - 25% forecasted increase in total aircraft operation
  - 21% forecasted increase for total passenger growth
  - 36% forecasted increase in international passengers

DIA Commerce Hub Overview

DENVER

Mission:

To ensure minority and local businesses are prepared to pursue economic opportunities at Denver International Airport by providing superior business support services, access to programs, and commerce development activities, while maintaining transparency in all aspects of commerce at DIA.

DIA Commerce Hub

- Opened in response to community request for small business advocacy and access to DIA's business opportunities
- Community feedback led DIA to enhanced interface between
  - Mayors' Office
  - DIA Officials
  - Advisory & Industry groups
  - Community leaders
  - Denver Office of Economic Development/Division of Small Business Office

DIA Commerce Hub Operations

- DIA is committed to identifying and working with qualified small and minority firms intending to bid on DIA projects and opportunities

- Disseminate information about upcoming opportunities (90 day projects list for future opportunities)

- Provide technical assistance (including providing outreach and certification program)

- Website redesign for procurement and concession opportunities with a 86% increase in hits between September 2011 and September 2012

- There have been approximately 6700 contacts through our outreach efforts since we opened in October 2011

- Training and financial capacity review

DIA Commerce Hub Training and Outreach

- Provide technical assistance services that include conducting financial analysis and capacity review focusing on minority and local small businesses aspiring to do business with DIA

- Host Doing Business with DIA Seminars, South Terminal Redevelopment Program Outreach Events and Certification, Construction, Professional Services and Concessions workshops

- Active memberships and participation in all local minority chambers of commerce

DIA Active Contracts 2011

DENVER

288 total contracts valued at 2.57b

–Construction Contracts total 140 valued at 900m
(Includes 48 On-call Contracts valued at 231m)

–STRP Contracts total 4 valued at 595m

–Overall minority participation on above contracts totals:
151.7m or 16.69%

Upcoming Opportunities

- DIA Concessions Program Transformation:
  - Next 3 Years 70% of program expiring
  - Approximately 100 concepts will be transformed
  - $80M in additional annual gross revenue to DIA
  - $20M annual construction opportunity value
- South Terminal Redevelopment Program:
  - Addition of a 500-room Westin Hotel and conference center plus an aviation station for the new RTD FasTracks east rail line connection to DIA
  - Hotel will open in 2015 with train service in 2016

Questions?

State House Business, Labor, Economic, and Workforce Development Committee

Presented by Heather Barry,
Director of Business Affairs & External Relations
January 24, 2013

DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR