

Dallas/Fort Worth International Airport WBENC 2011 National Conference

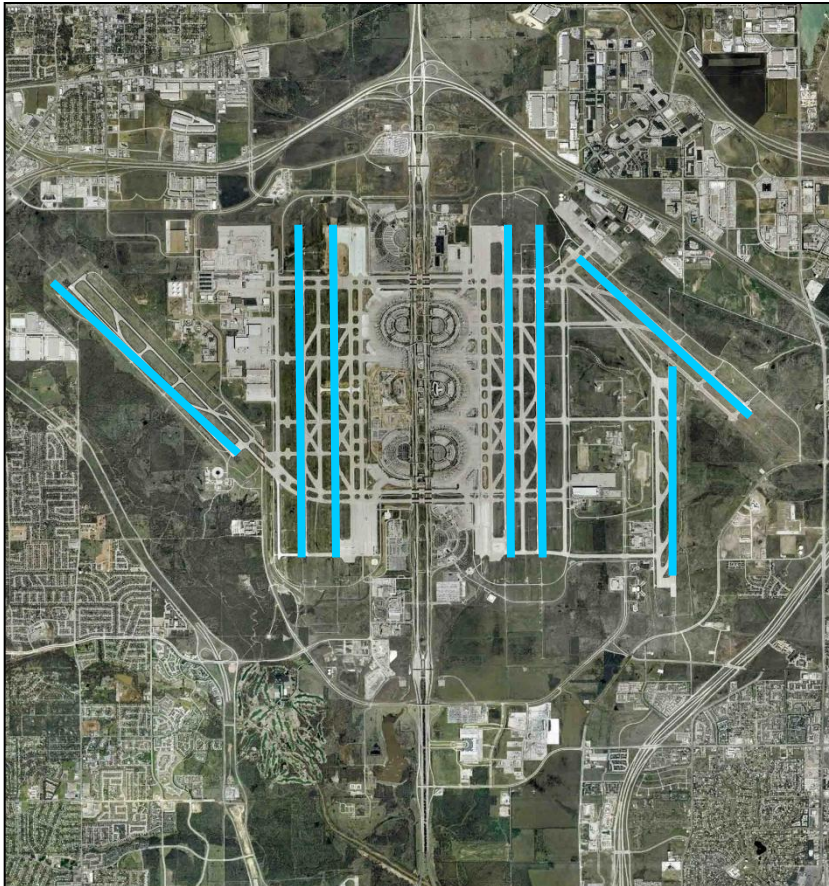
Leveraging Government Representatives

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DFW Airport is the Third Busiest in the World

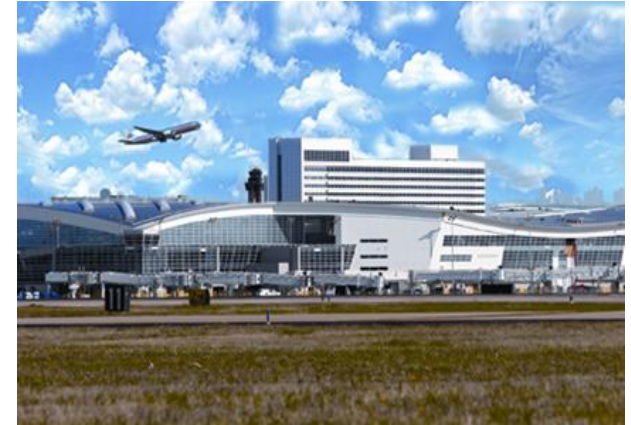
An investment in 18,000+ acres of land will ultimately support six terminals.



- 29.2 square miles/18,076 acres
- 9 miles long/7 miles wide
- 7 runways
- 4 aircraft can land simultaneously
- Any aircraft at maximum payload can land at DFW
- 24-hour operations
- No slot constraints or curfews
- 5 terminals with 152 active gates

About DFW

- Economic engine for North Texas
- Market Spend – Within 50% / Outside 50%
- Committed to diversity and inclusion
- FY2010: \$274M, 30% M/WBE Participation
- FY2011 Y-T-D: \$221M, 32% M/WBE Participation



- DFW governed by Board of Directors
- State of Texas Procurement Laws (Local Government Code 252).
Unless exempted under law, requirements for any goods/general services with an estimated cost in excess of \$50,000 are procured through an Invitation for Bids or Request for Proposals

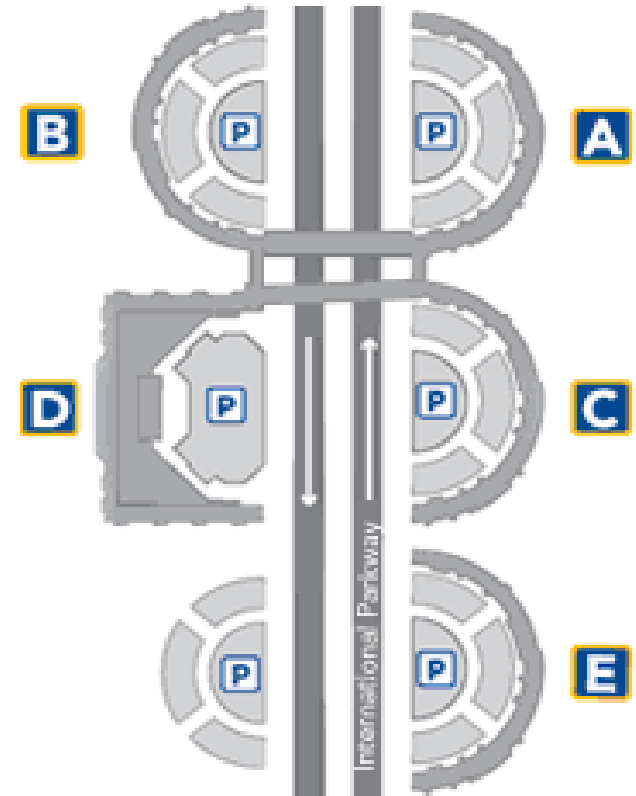
About Business Diversity & Development

- **Programs**
 - Minority/Woman-Owned Business Enterprise (M/WBE) Program
 - Disadvantaged Business Enterprise (DBE) Program
 - Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program
- **Overall Annual M/WBE Goals**
 - Construction 30%
 - Professional Services 27%
 - Non-Professional Services 25%
- **Certifications**
 - North Central Texas Regional Certification Agency (NCTRCA)
 - WBENC (Women's Business Council Southwest)
 - NMSDC (Dallas/Fort Worth Minority Supplier Development Council)
 - Small Business Administration 8(a) & 8(m)



Prime and Subcontracting Opportunities

- **Construction**
New Construction, Renovation, Demolition and Repair of any Public Structure or Building, and Other Public Improvements
- **Architecture and Engineering**
Construction Management, Landscape Architecture, Surveying, Mapping Services
Architecture and Engineering
- **Consulting**
Project Management, Claims Management, Geotechnical & Materials Testing Services
- **Terminal Renewal & Improvement Program (TRIP)**
 - Phased renovation of four legacy terminals
 - \$1.8 Billion over seven years



Prime and Subcontracting Opportunities

- **Professional Services**
Services Provided by Attorneys, Accountants, Medical Professionals, Technical Services, Research Planning, and Consultants
- **Non-Professional Services**
Maintenance and Other Services Which Could be Performed Without a Professional License (Custodial, Facilities Maintenance)
- **Goods**
Materials, Supplies, and Equipment



Prime and Subcontracting Opportunities

- **Commercial Development**
Retail, Restaurant, Offices and Industrial
Development leases available
- **Airport Concessions**
Retail Shops, Food & Beverage Operations,
Passenger Services

Terminal A Supplemental Request for Proposals

- F&B – Baked Desserts
- Retail - Fashion Jewelry & Open Concept
- Passenger Services – Business Centers,
Banking, Shoe Shine, Nap Center

RFP for Terminals B & E – Fall 2011



Leveraging Government Representatives Tips

- Vendor Registration www.dfwairport.com / Active Certifications
- Connect and stay connected
 - Business Diversity & Department Staff www.dfwairport.com/bdd
 - Procurement Contract Administrators www.dfwairport.com/procurement
 - Solicitation Schedule www.dfwairport.com/business/solicitations/index.php
 - Concessions www.dfwairport.com/concessions/index.php
- Know your target market
- Know when your next opportunity is coming up
- Understand the procurement process

From You?

- Do your homework
- Offer business solutions
- Consider teaming opportunities and alliances
- Upon contract award, deliver!

Contact Us

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