



OPPORTUNITIES

Dallas/Fort Worth International Airport
Small & Emerging Business Department
Fall/Winter 2004



DFW's G-Max Program Adds Three New Firms

DFW International Airport's Capital Development Program continues to provide minority business owners and contractors with new opportunities to expand their business. The Airport's program for Guaranteed Maximum Pricing, or G-Max contracts as they are known, is a secure way of awarding contracts that minimizes risk and helps secure financing. Joining this program are three new firms: Kwame Building Group in a joint venture with 3i Construction, Robinson Industries and Rayco Construction, Inc. Concluding their five-year relationship with the Airport's G-Max program is Dallas-based Azteca Enterprises.

Hispanic contractor and president of Azteca, Luis Spinola, has completed numerous projects for the Airport that include concrete paving, demolition and mass excavation of the areas around the new International Terminal D. Spinola considers working for the Airport a positive experience and rates the work on the Terminal Station Renovation (TSR) project as his company's greatest achievement.

"DFW Airport gives you an opportunity to perform," said Mr. Spinola. He said that working for the Airport is not a job for a starter company because, "[They] must be aware of the scope of their work and notice the working conditions that are required as far as safety and security is concerned." In addition, he said that it is crucial for incoming contractors to deliver their projects on time and on budget.

Construction/program management experts, St. Louis-based Kwame Building Group welcomes the opportunity to work as a G-Max team member. "Kwame, 3i and DFW Airport will work together as a team," said Vice President Daron West. As a 13-year-old minority firm, Kwame will seek out new opportunities for other minority subcontractors. "We are excited about the growth and are

poised to help DFW Airport become the top airport in the country," said Mr. West.

Rayco Construction, Inc. of Grand Prairie brings 25 years of experience to the team of G-Max contractors. With past and current projects based outside of the Metroplex, President Ray Gomez sees the contract as the chance to employ his services in his own "backyard." Rayco Construction, Inc. seeks to expand as a federal contractor and a general contracting company into other areas of construction and hopes to help other minority contractors.

"We have a 35% subcontracting goal to work with other minority- and women-owned businesses, but we want to excel to a higher rate," said Mr. Gomez, a third-generation Mexican-American and a native of Stamford, Texas.

In business for 34 years, Robinson Industries, Inc. (RII), a minority-owned small firm specializing primarily in airport and transit projects, agrees with the importance of working with minority contractors.

"Because the Dallas/Fort Worth Development program expects meaningful participation by M/WBE companies, cutting edge measures have been implemented to achieve this objective," said Burnell Robinson, President of Robinson Industries, Inc. "The management approach designed by the Dallas/Fort Worth Development program is innovative and exciting. Conceptually and pragmatically, this program is premiere. It approached the construction industry with discipline and foresight; and likewise expects the same from the contractor," said Robinson.

Under the G-Max contracts, the Airport work includes renovations of existing facilities and infrastructure improvements that include Terminal D, roadway parking expansion, and airport traffic management, as well as construction of new facilities and airfield improvements or repairs.

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As I See It



Don T. O'Bannon
Vice-President
Small & Emerging
Business

Last spring, the Small & Emerging Business Department (SEB) initiated a coordinated outreach effort to inform Minority and Women Owned Businesses (M/WBE) and Disadvantaged Business Enterprises

(DBE) of the concession opportunities for DFW International Airport's new Terminal D.

I am pleased to announce the outreach effort was a success because of the significant number of local, minority and women owned businesses that submitted proposals.

DFW received 117 bids in response to the solicitation packages for concession locations in the new terminal. The pool of potential concessionaires submitting proposals reflect a geographic cross-section of firms from the DFW community with 50% from Dallas and 41% from Tarrant County.

More than 60% of the firms competing as prime concessionaires, joint venture partners or subcontractors are classified as M/WBE firms. In addition, 46% of firms submitting proposals are classified as DBEs. Finally, 75% of the firms submitting proposals are classified as Local Business Enterprises.

From this list, the DFW Selection Committee and the DFW Board made its final selections of the successful concessionaires for Terminal D.

Central to the success of the Concessions Outreach effort was the support of Pat Gleason, Vice President of Concessions and John W. White, Vice President, Procurement & Material Management Department. Words are incapable of expressing my gratitude to these individuals and their respective departments for supporting SEB's outreach program to make sure that all communities were aware of the new opportunities.

I would be remiss in not thanking my staff, especially William Johnson and Reginald Cleveland for their contribution to this effort.

Finally, I also want to thank the leadership of the Minority and Women Chambers for supporting our outreach efforts in Tarrant and Dallas County.

PMM and Buyers/Contract Administrators Recognized for Excellence at MED Week



John Wesley White, center, holds the award given to DFW Airport for its successful efforts with minority owned businesses. The award was given by the Federal Minority Enterprise Development Agency.

Mr. John Wesley White, Vice President of Procurement and Materials Management (PMM) and nine out of his twelve buyers/contract administrators, a phenomenal seventy-five percent, received awards during the MED (Minority Enterprise Development) Week 2004 Million Dollar Roundtable Breakfast. The awards were presented during the Breakfast on August 13, 2004 at the Downtown Dallas Hyatt Regency Hotel. The award is given to buyers/contract administrators who do more than \$1 million dollars worth of business with minority

businesses during the year. Each buyer received an award and Mr. White received the department award that is highlighted with a large eagle with wings spread. The award is on display in the reception area of PMM. The nine buyer/contract administrator award recipients were: 1) Jay Chhaya 2) Jack Dale 3) Edward Dunagan 4) Ron Duncan 5) William Ellis 6) Kay Foster 7) Kevin Sewell 8) Hollis Trotter and 9) Gary Fletcher.

"I am extremely proud of the entire Procurement and SEB team for working together to meet our objectives, as well as providing new opportunities for local M/WBE firms," commented Mr. White regarding their accomplishment and continued exemplary commitment to excellence.

"The awards and recognition of Mr. White and his entire department is a tremendous tribute to their professionalism and deep commitment to diversity," said William Johnson, Manager in the Small & Emerging Business Department, who served as Vice Chair of MED Week 2004 and will serve as Chair for 2005. MED Week is an annual event held in various regions across the country through the U.S. Department of Commerce's Minority Business Development Agency (MBDA) to recognize and promote minority businesses.

Terminal D Concessions Awarded

In November, DFW International Airport unveiled an unprecedented package of concessionaires to operate 49 restaurants, retail and service shops in the new International Terminal D when it opens in 2005. The new terminal will offer international passengers an unparalleled list of options for shopping and dining, including franchises for casual dining cafés, an Irish pub, two Texas barbecue restaurants, a sports bar, and other specialty, coffee and dining outlets.

DFW Airport's Board approved a very diverse set of 30 firms that completed an eight-month selection process before winning a bid. The Airport far exceeded its stated goal of minority participation, with 93% of the approved vendors for Terminal D having greater than 35% participation of minority- or women-owned enterprises.

The Airport also achieved a high degree of participation from North Texas businesses, with 77% of the winning bids coming from locally owned vendors. The newly approved lineup of concessionaires includes 15 firms already doing business at DFW, eight others which are new joint ventures with existing concessionaires, and seven firms that are new to DFW Airport.

"DFW's strategic business commitment to bring local and minority- and women-owned businesses to our Airport to service and assist our passengers hits an even higher standard with this announcement," says Jeff Fegan, CEO of DFW. "We want our Airport to represent our community and to be as diverse as our international passengers. We are proud to represent North Texas to the world and showcase our great local businesses and entrepreneurs."

11th Annual Airport Economic Forum

Under a thematic banner of Airports: The Catalyst for Economic Development, the Washington, D.C.-based Airport Minority Advisory Council (AMAC) recently hosted the 11th Annual Economic Forum at Phoenix's Hyatt Regency Civic Plaza (December 5-7, 2004).

Focused on making a difference for minorities and women in airport contracting and employment, AMAC Chairman William H. Swift says the 2004 meeting addresses key concerns of the nation's airport properties, their expansion and ongoing development impact on communities:

- Airport customers are looking for more amenities
- Airports are looking for new sources of revenue, and
- Residents, businesses and municipalities are more aware of change related to such growth.

As a national non-profit trade association dedicated to advocating equal opportunity for minorities and women in airport contracting and employment, Swift is adamant that AMAC assistance to disadvantaged and M/WBE contractors remains timely for creating and managing new business and strategically addressing legislative and regulatory changes.

"Everything we do, from the workshops to our day-to-day efforts, is built on combining expertise of industry leaders and panels and the pulse of industry dynamics for a collective, comprehensive and current overview that answers the needs of our members," Swift says.

AMAC's Phoenix economic forum event – co-sponsored with the American Association of Airport Executives (AAAE) – includes session topics on employment issues, airline financial issues, post 9/11 changes, airport and community partnerships, establishing effective disadvantaged business programs at smaller airport sites and contracting opportunities at Western Region properties.

AMAC membership is comprised of aviation entities, airport operators, government officials, corporations and small business owners. Nearly 1,000 members and affiliates comprise a diverse multi-dimensional group, governed by a 20-member Board of Directors.

"AMAC is making a difference in the aviation community by fostering awareness of opportunities, and attracting, motivating, and retaining a high quality, diverse group of professionals in the aviation industry," says Don O'Bannon, vice president of DFW Airport's Small & Emerging Business Department. O'Bannon is Southwest Regional Director of AMAC and chairman of the bylaws committee.

AMAC offers small business seminars and training regarding airport functions, including a series of conferences and forums throughout the country each year. A 21st annual conference – "Flights, Camera, Action: Sustaining Success in the Aviation Industry" — is set for June 11-15 at the Renaissance Hollywood Hotel, in Hollywood, CA. The event is co-sponsored by AMAC and the Federal Aviation Administration, and hosted by the Los Angeles World Airports and the City of Los Angeles Mayor's Office. For more information on the meeting, AMAC membership, etc. contact AMAC's offices or visit www.amac-org.com.

As part of its outreach and educational efforts, AMAC's scholarship foundation encourages, recognizes and rewards college undergraduate and graduate students who wish to pursue a career in the aviation/airport industry. Five scholarships were awarded for the fall 2004 semester; spring 2005 awards are contingent on maintaining a 3.0 grade point average.

Since its inception in 1984, AMAC has been at the forefront of nearly every national policy initiative concerning the participation of disadvantaged businesses in airport contracting. AMAC also works with Congress, the federal government, aviation trade associations and others as a resource for information, education and guidance on business and employment matters.

"In today's global marketplace, the aviation industry is growing by leaps and bounds," O'Bannon adds. "As the industry grows, airports continue to increase and expand, furthering the economic growth of their communities. With this growth comes enormous opportunity — to the tune of billions of dollars annually in construction, professional services and concession contracts."

SEB Honored by Plano Chamber of Commerce

The Plano Chamber of Commerce honored DFW Airport as its "Governmental Entity of the Year" for the Airport's ongoing minority contracting efforts, spearheaded by the Small & Emerging Business Department.

"I am very proud of the hard work of all the SEB staff and many DFW departments to ensure the Airport remains a leader in creating and providing business opportunities for minority-owned firms," said Don O'Bannon, Vice President of the SEBD.



Linda Thompson, William Johnson, Sonya Bridges and Suzanne Cruz-Sewell accept the Plano Chamber of Commerce's award for "Governmental Entity of the Year" on behalf of DFW Airport.

Recent Contract Awards to M/WBEs:

Congratulations to:

- PGAL/Johnson-McKibben (BM-MBE) Professional Services: Indefinite Delivery for Airport Development Department
- Symmetrix Solutions, Inc. (WF-WBE) Professional Services: Oracle Asset Module Implementation
- ICC, Inc. (BF-MBE) Procurement: Terminal D/Hyatt Hotel Phone System Subcontract Award from NEC, Inc.

Upcoming Business Events

Entrepreneur Expo 2005 - "Trump the Competition"

Thursday, March 3, 2005 - Fort Worth Convention Center
<http://www.entrepreneurexpo.org/Expo/>

Entrepreneur Expo, presented by Lockheed Martin and JPMorgan Chase, offers visitors and exhibitors a wealth of ideas on how to start and expand their business, as well as an inexpensive way to network and meet new clients. The all-day event, held at the Fort Worth Convention Center, is for men & women who want to start or grow their small business.



QUOIN - The Basics - A Small Contractor Development Program

Tuesday evenings at 6:00 p.m. from January 11 through March 22, 2005

This 11-week course is designed to assist small contractors in understanding the basic elements of running a commercial construction business. The program also focuses on how to do business with DFW Airport and the University of North Texas. Cost is \$150.00 tuition. Call 972 647 0697 for more information.

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Upcoming Contracts

For additional information on North Central Texas Regional Certification Agency (NCTRCA) visit the agency's web site at www.nctrca.org or call 817 640 0606.

Contract	Description	Ad/Pre-Bid	Bid Date	Contact
7003651	Terminal D Move & Relocation Services	1/12/05 @10:00a.m. (mandatory)	2/02/05 @11:00a.m.	Ed Dunagan 972 574 3310
7003659	Airport Wide Window Cleaning Services	Complete	1/14/05 @11:00 a.m.	Karen Humble 972 574 3310
7003664	Unarmed Gate Attendant Services	1/05/05 @10:00a.m.	1/18/05 @11:00a.m.	J. Dale 972 574 3310

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Thank You

Our sincerest thanks go to Las Lomas Restaurant in Irving for hosting DFW Airport's United Way Night on October 7th. The restaurant donated 50% of that evening's sales receipts to the United Way. Please support this fine establishment with your patronage.

Las Lomas Restaurant

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