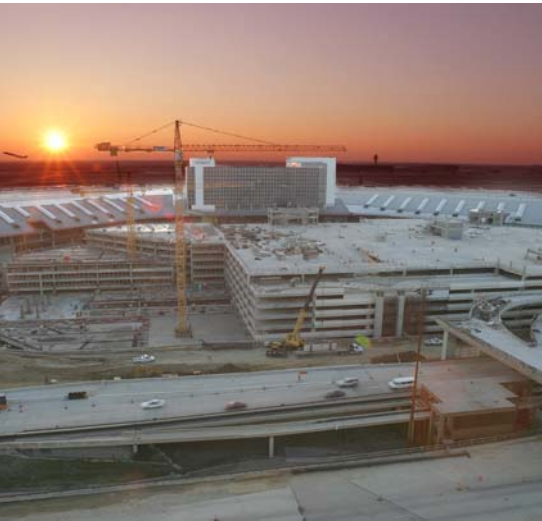


Dallas/Fort Worth International Airport
 Small & Emerging Business Department
 Summer 2004



University of North Texas Study Rates Airport's M/WBE Commitment Among Best in Nation

Related contracts yield \$1 billion for region, adds 9,000 new jobs

Seven years of ambitious and innovative effort by the Small and Emerging Business Department has generated regional economic activity exceeding \$1 billion, according to a new study by the University of North Texas. The Airport's successes with minority- and women-owned businesses (M/WBEs) participating in construction and development-related contracts has created over 9,000 local jobs – directly responsible for an estimated \$358 million in regional wages and salaries.

Prepared by Dr. Bernard Weinstein and Dr. Terry Clower from UNT's Center for Economic Development and Research, the report analyzes contracting award impact of DFW's M/WBEs on North Central Texas and compares values of construction and development awards over the past seven years (1997 to 2003) and recurring procurement spending with small, ethnic and racial minority businesses in Dallas and Tarrant counties.

The report confirms expectations of DFW's Board of Directors, which developed M/WBE mandates giving small businesses financial capacity to grow and to present equal opportunities for entrepreneurs of all races and ethnicities. At a well-attended July 30th news conference, DFW CEO Jeff Fegan shared analysis demonstrating the return value of the Airport's regional investment in small and emerging businesses and sets the standard for "developing and implementing an efficient and effective program for diversity and economic opportunity."

"The study's analysis is a vote of

confidence for all of North Texas supporting the direct and indirect impact of minority business activities funded through the Airport's contracts and procurement," Fegan said. "Contracting opportunities here offer an impressive boost to the area's economic activity, including an estimated \$32.9 million in state and local tax revenues."

"Clearly the Airport is, without question, one of the largest entities in the North Central Texas metropolitan area utilizing minority business interests with a remarkable level of measurable success," Weinstein said. "Nationally, DFW has established a position of participation in its core contracting programs that generates positive return on initial investment with prime contractors, sub-contractors, suppliers and vendors. And as a public agency, DFW is one of the most reliable supporters of women- and minority-owned business enterprises. It is indeed a model for the entire country."

The UNT study – using a widely-accepted IMPLAN model — measures change in key areas of economic activity, supply chain operations and salaries. Their sum results from a "multiplier" effect tracking growth of the Airport's initial investment.



Dr Bernard Weinstein (right) from UNT's Center for Economic Development and Research talks to WFAA-TV reporter Byron Harris about his study, which found DFW Airport's M/WBE commitment among the best in the nation.

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As I See It

The economic impact of DFW's M/WBE Program is positive proof that affirmative action programs are a significant catalyst for regional economic development.

The University of North Texas study, featured on the front page of the newsletter, reflects \$1 billion in economic benefits and about 9,000 job boosts to the North Texas economy.

The UNT study documents the positive impact that the program has had upon the business lives of the M/WBE entrepreneurs. This study indicates that over the past 7 years the Airport has averaged an investment of \$150 million per year in the M/WBE business community. The Airport's spending with M/WBE firms has directly contributed to the creation of 5,000 jobs and generated \$203,951,000 in salaries and wages.

Over 900 M/WBE firms have done business with the Airport in a prime or subcontracting role. Of the 900 firms engaged, 54 were M/WBE prime contractors and 846 were M/WBE subcontractors. The diversity of these firms is as varied as the people and services provided by the M/WBE community to the Airport's construction and annual purchases.

There are also indirect impacts of the DFW M/WBE Program the UNT study does not measure. The vast majority of the M/WBE firms have grown in expertise, size and capacity over the life cycle of the Airport's construction program. Many of these M/WBE firms have been able to form relationships and leverage those relationships to work on non-DFW Airport projects.

As we progress, we have a unique opportunity to shape the future of the North Texas Region business community. As we applaud the benefit of investing in local M/WBE businesses, we must remember that it is only through our continuing commitment to equal opportunity that these results are possible.

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

DFW Invests in Minority-Owned Banks



Representatives of three minority-owned banks (L-R) receiving investments from DFW, including Chan Patel, State Bank of Texas; Antonio Torres - Laredo National Bank; Carlos Coy, The Laredo National Bank; Ken Mok, First International Bank; and Michael Cotter, First International Bank.

On May 24, the DFW International Airport Board announced The Minority Bank Program. Under this initiative, the Airport has committed to purchase Certificates of Deposit in the amount of \$1 million each from three minority local banks. Through the Minority Bank Program, each bank has increased funds that can be reinvested back into the minority and women business communities through business loans and other financing mechanisms. The three banks selected for this program were Irving-based State Bank of Texas, the Dallas branch of Laredo National Bank and Plano-based First International Bank.

"This is a big milestone for all of us to further enhance our relationship with DFW Airport and to assist minority- and women-owned businesses achieve their business goals," Chan Patel, President and Chief Executive officer of State Bank of Texas.

The airport will also continue to work with its 19 sister public agencies in North

Texas to develop a similar deposit program for local minority banks. Don T. O'Bannon, Vice-President of DFW's Small and Emerging Business Department, suggested to Minority Business News that if each of the ten agencies would make similar \$3 million commitments to local banks, an estimated investment of \$30 million would be injected into the local economy.

"Banks represent the financial infrastructure that provides the necessary lubricant to oil the machinery of economic growth and expansion. These institutions play a unique role in community development and provide the access to capital needed to finance the start-ups, small, medium and large small businesses that form the backbone of the local economy," said O'Bannon.

In addition to airport representatives and members of the media, key community leaders were also invited to attend the luncheon. Members of the Fort Worth Metropolitan Black Chamber of Commerce, the Greater Dallas Asian American Chamber of Commerce, and the Hispanic Bankers' Association were present at the announcement of the multimillion dollar investment program.

"This is another way for the Airport to reflect the diversity and richness of the North Texas area," said Linda Valdez Thompson, Executive Vice-President of Administration and Diversity at DFW.

To take advantage of the opportunities of this program or others under the Small & Emerging Business Department, visit www.dfwairport.com/seb/ or contact Don O'Bannon at 972 574 8002.

Reginald Cleveland: Your M/WBE Liaison

Just call him Mr. Outreach!

If you've contacted DFW Airport's Small & Emerging Business Department (SEBD) in the past seven years, you know Reginald Cleveland. He's the friendly voice and professional advocate synonymous with the department's inquiries and communications.

And, if you've attended contracting conferences and procurement functions taking place across the North Texas area, you've met him doing what he does best: representing the Airport Board at business, networking and educational events.

"The most rewarding part of my job is seeing a company obtain a contract at the Airport for the first time," Cleveland said. "I applaud anyone who has started their own business," he added, "and I want to help them any way I can."

Whether it's his firm handshake, pat on the back, or sincere encouragement during pre-bids, "Reggie" goes the extra step to assist. In addition, he offers MWBEs assistance with obtaining certification, professional services and concessions. Any given day at the Airport, Cleveland is spearheading SEBD's reciprocal outreach process to ensure North Texas' small, minority-owned and operated businesses, and its ethnic chambers of commerce and a host of related minority community organizations have a voice in how business is done here.

A recent nominee for MBE Advocate of the Year by the Dallas/Fort Worth Minority Business Development Council, Cleveland's best advice to small- and minority-owned firms is: "Be persistent



Reginald Cleveland, M/WBE Liaison

and continue to market your firm to people in your industry at the Airport. Educating yourself and learning about DFW procedures will be necessary when trying to work for the Airport."

In 2000, both the New Image Business Association and African Chamber of Commerce recognized his outgoing personality and professional work ethic with the coveted honor of Advocate of the Year.

Prior to joining the Airport staff, Cleveland was a certification specialist with the North Central Texas Regional Certification Agency (NCTRCA) and previously worked with the Texas Department of Public Safety. He holds a master's degree in public administration from the University of Texas at Arlington.

Cleveland and his wife, Valerie, are the proud and recent parents of their first child — a boy. We hear he likes to shake hands. He gets that from his dad.

The SEBD staff is ready and willing to help MWBEs learn the path to success with DFW Airport. A call to Reginald Cleveland is a good place to start: 972 574 8150.

MED Week: A Major Success

DFW International Airport proudly supported the MED (Minority Enterprise Development) Week 2004 Regional Conference that was held on August 12 and 13, 2004 at the Hyatt Regency Dallas. MED Week, an annual event initiated through the U.S. Department of Commerce's Minority Business Development Agency (MBDA), recognizes and supports the development of minority-owned businesses. DFW Airport, through the Small & Emerging Business Department (SEBD), was a signature sponsor and named the 2004 Regional Corporation of the Year.

Additionally, MED Week 2004 awarded \$500 scholarships, in honor of Minerva Hernandez Hinkle, to two deserving minority students currently enrolled in the Cox's School of Business at SMU. Similar scholarships will be awarded each subsequent year. Minerva served as Assistant Vice President of the Small & Emerging Business Department until her death in an automobile accident in December 2003.

Federal Aviation Administration (FAA) Award

The FAA's Southwest Region awarded DFW the FAA Award for exceptional efforts in promoting equal opportunity for Disadvantaged Business Enterprises.



Rosetta Robinson is the FAA Civil Rights Officer for the Southwestern Region.

Upcoming Business Events

Small Business Luncheon, New Image Business Associates, Inc.
Wednesdays @ Noon - Farmer's Market Resource Center, 1010 S. Pearl Street, Dallas

Women's Business Council-Southwest, Harvesting Partnerships
September 2, 2004 @ 11:45 a.m. - JC Penney Headquarters, 6501 Legacy Drive, Plano

Tarrant County Business Breakfast
September 7, 2004 @7:00 a.m. - Holiday Inn North, 2540 Meacham Blvd., Ft. Worth

Facilities Maintenance Services Contracting Opportunities Conference (Host)
September 16, 2004 @8:30 a.m. - Austin Ranch, 2009 Anderson Gibson Rd., Grapevine

DFW Asian-American Citizens Council – 4th Annual Banquet (Sponsor)
September 25, 2004 @ 7:00 p.m. - Intercontinental Hotel, 15201 Dallas Parkway, Dallas

Small & Emerging Business Department Directory

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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	Job Description	Ad/Pre-Bid	Bid Date
244929	Purchase of Furnishings for Airport Cybercafes	N/A	9/15 @ 11 a.m.
9001700	Rehabilitate Airfield Pavements FY-03	9/15 @ 10a.m.	9/22 @ 2p.m.
8001951	Contract for Parking Citation Management Services	N/A	9/23 @ 11a.m.
9001723	North Foreign Trade Zone Ductbank	9/14 @ 10a.m.	9/23 @ 2p.m.
7003634	Budget and Continuous Forecasting Software	N/A	9/24 @ 3p.m.
7003638	Terminal D Baggage Handling System	*9/16 @ 7:30a.m.	10/21 @ 10a.m.
7003639	Terminal D Integrated Facilities Maintenance Services	*9/16 @ 7:30a.m.	10/26 @ 10a.m.
7003640	Terminal D Custodial & Landscaping Services	*9/16 @ 7:30a.m.	10/26 @ 2p.m.
7003641	Airport Wide Window Cleaning Services	*9/16 @ 7:30a.m.	10/15 @ 10a.m.
7003642	Board Maintained Conveyance Systems	*9/16 @ 7:30a.m.	10/21 @ 2p.m.
8001946	Prof. Analytical Laboratory Services	TBD	TBD
8500236	Advanced Traffic Management Systems & Construction Management Services	TBD	TBD

*Austin Ranch, Grapevine

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OPPORTUNITIES **4**



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