

Dallas/Fort Worth International Airport
 Small & Emerging Business Department
 Summer 2006

DFW Earns Top Honors at Fort Worth Hispanic Chamber of Commerce Gala



The Fort Worth business community was out in full force on May 12 at the Annual Awards Gala presented by the Fort Worth Hispanic Chamber of Commerce. Private and public sector businesses were well represented at the annual event that recognizes the Chamber's most supportive organizations and individuals.

DFW received two prestigious awards at the gala. Assistant Vice President of SEB Suzanne Cruz-Sewell, was honored as the Corporate Advocate of the Year for her role in ensuring the participation of women and minority-owned Fort Worth businesses in the vendor selection process for key projects such as the Capital Development Program and International Terminal D concessions.

"I very much appreciate the recognition. Our entire SEB team has worked diligently to ensure we include all minority and women-owned business enterprises (M/WBE) in the bidding processes for DFW Airport opportunities," said Cruz-Sewell.

To top-off the evening, DFW received the Corporate Business of the Year Award. Vice President of SEB Don O'Bannon accepted the award on behalf of Chief Executive Officer Jeff Fegan. DFW earned the night's top award because of its aggressive and consistent efforts in creating economic opportunities for M/WBE businesses. "2005 was a stellar year for DFW given the number of contracts that were awarded to M/WBEs for their participation in the CDP program, Terminal D Concessions and other major projects," said O'Bannon.



Suzanne Cruz-Sewell (2nd from left) and Don O'Bannon (2nd from right) pictured with other Fort Worth Hispanic Chamber of Commerce award winners.

The entire SEB team, along with representatives from DFW's executive team, attended the gala to represent DFW. Assistant Vice President of Airport Development Terry Cassidy; Vice President of Human Resources Di Ann Sanchez; Assistant Vice President of Risk Management Norma Essary; and Assistant Vice President of Internal Communications and Diversity Cris Zertuche Wong also attended the awards gala to show their support of SEB's outstanding accomplishments. DFW Board Member Lillie Biggins attended the event as well.

"By ensuring that our suppliers and workforce reflect the cultural and ethnic diversity of the Metroplex, DFW strengthens its position in the marketplace. I am extremely proud of SEB's success," added Executive Vice President of Administration and Diversity Linda Valdez Thompson.

In This Issue

DFW Earns Top Honors at Fort Worth Hispanic Chamber of Commerce Gala 1

As I See It
 Pay Period Activity Report Requirement (PPAR) 2

Junior Flyer's Clubs Land AAAE Co-Sponsored Airport Survey 3

SEBD Welcomes Two New Liaisons
 Oracle E-Business Suite System
 FY 2007 DBE Aspirational Goal Proposed 4

Minority Chamber Quarterly Meeting
 Recent Contract Awards to M/WBE 5

Business Outreach Events
 Bids/Proposals
 Subcontracting Opportunities
 SEBD Directory 6

“As I See It”



By Don O'Bannon

In the past year, DFW International Airport has seen many accomplishments come to fruition. Last year marked the openings of Skylink, International Terminal D and the Grand Hyatt Hotel. In the midst of these achievements, M/WBE firms played a significant role representing more than \$565 million of the \$2.8 million Capital Development Program and more than 30 percent of the overall contracting dollars spent.

Now that the Capital Development Program is complete, we need to shift our focus to new ways of measuring M/WBE achievement. Traditionally, M/WBE programs have measured and reported achievement as a percentage of gross expenditures. This standard of measurement, however, only presents a narrow slice of the economic pie.

As part of our strategic plan development for SEB, we are in the process of evaluating other non-traditional approaches to measuring success. The goal is to present a more comprehensive picture of the economic impact of expenditures on DFW's minority business community. For example, job growth and M/WBE capacity are promising opportunities for new non-traditional reporting measures.

I welcome dialogue with the minority and women-owned business community on new measurement approaches and, your input on the future direction of SEB.

DFW Implements New Pay Period Activity Report Requirement

Effective June 30, 2006 all Contractors/ Consultants who have a contract over \$40,000 with an M/WBE subcontracting commitment will not be paid by the Airport Board unless they attach a current and complete Pay Period Activity Report (PPAR) to each invoice submitted for payment. Two (2) copies of the PPAR must be completed and attached to the invoice when requesting payment. Both copies must have original signatures. Failure to attach the PPAR form may result in the invoice being returned to the Contractor/Consultant and delaying the payment process.

"By implementing this new payment procedure and reporting accurate spending with M/WBEs, we preserve the integrity of our program" said Assistant Vice President of Small & Emerging Business Suzanne Cruz-Sewell.

If no M/WBE subcontracting commitment is applicable for a contract, this new payment process will not apply.

The PPAR information is utilized to provide constant monitoring of the payments made to M/WBE subcontractors in relation to the percentage of work performed. Questions related to M/WBE subcontracting commitments or this new payment process can be directed to M/WBE Liaison Reginald Cleveland, 972 574 8150, rcleveland@dfwairport.com, or the Small & Emerging Business Department at 972 574 8008.

1.0 GENERAL REQUIREMENTS

A. It is the policy of the BOARD to remove barriers for Minority and Women-Owned Business Enterprises (M/WBEs) to complete and create a level playing field for M/WBEs to participate in Airport contracts and related subcontracts.

PPAR form

B. The Contractor/Consultant specifically agrees to comply with all applicable provisions of the Board's M/WBE Program and any amendments thereto. M/WBE and Non-M/WBE sub consultants also agree to comply with all applicable provisions of the Board's M/WBE Program.

MWBE Program Manual, Section X. Post Award Plan Monitoring, Paragraph B

"Concurrent with the submission of payment requests, prime contractors shall submit a Pay Period Activity Report with verifying documents (Note: The information reflected on this report will be utilized to provide constant monitoring of the payments made to M/WBE subcontractors in relation to the percentage of work performed)."

Source: M/WBE Program, May '03.

Junior Flyer's Clubs Land

M/WBE Firm Selected to Maintain Playground

DFW recently made traveling with kids much easier. Young passengers now have two new "Junior Flyer's Club" playground areas. The Pepsi Bottling Group (PBG) spent \$190,000 for the installation of the new playgrounds in Terminals B and C that total almost 1,300 square feet.

Onsite Mechanical Services, an African American owned company, was selected by PBG to maintain the playgrounds in Terminals B & C. Onsite has a multiyear contract to maintain this area. Tony Boyd's company has been in business for almost two years and is located in Terminal E. Boyd currently has contracts with several concessionaires and general contractors at DFW.

The SEB team continues to explore innovative ways to increase the participation of minority suppliers within the Airport. Mr. Boyd recently stated, "I am very pleased that the SEB has provided me with the opportunity to expand the types of services that minority contractors such as myself can provide."

"Where other airports have had to put their own money on the table to build the play areas, DFW has been able to negotiate the use of the play areas through our sponsorship deal with The Pepsi Bottling Group," said Executive Vice President of Revenue Management Ken Buchanan.

The new facilities are made by Playtime and include a runway, roadway, bridge, car, plane, luggage, an air traffic control tower and wall paintings to complete the Junior Flyer's Club. "We have been working very hard over the last several years to make travel much more enjoyable, bringing in new restaurants, shops, adding Skylink, International Terminal D and the Grand Hyatt and this is just the latest of the amenities our passengers have to look forward to," said Buchanan.



The Junior Flyer's Clubs, sponsored by Pepsi, feature more than 1,200 square feet of aviation-themed play areas for kids. Opening day eager youngsters rushed to try out the new facilities.

"The creation of these playgrounds has been a terrific way to further our partnership with DFW," said Vice President and General Manager of PBG's Texas Market Unit Pat Boggs. "Every parent knows the challenges of keeping children entertained while at an airport. Junior Flyer's Clubs provide a safe and fun environment for these younger children and we're thrilled to be a part of its development."

The Terminal B playground is located at gate 12 and consists of 685 square feet of play area which includes a bench for parents to relax and watch their children play. The floor and equipment is covered by colorful padded material to soften the children's playing surface. Terminal C's playground is located at gate 14 and consists of 600 square feet of play area.



AAAE Co-Sponsors Airport Survey

The Small & Emerging Business Department has obtained the cooperation of the American Association of Airport Executives (AAAE) to serve as the sponsor for a survey of the top 67 airports in the country. These airports represent the large and medium size HUB airports.

The purpose of the survey is to ascertain how other airports structure and operate their DBE and M/WBE programs and their programs' results. The information obtained will be used to develop benchmarks and other key information that can be incorporated into the SEBD strategic plan that is under development with the assistance of Cemetrics, an M/WBE consulting firm from Dallas. SEBD's strategic plan will help to ensure that its resources and activities closely align with DFW Airport's strategic plan and the realities of the marketplace now and in the future.

The airport survey participants will be able to access the survey online for ease and convenience. With the AAAE's help and sponsorship, the survey will have industry support and provide a useful tool to the survey participants and the overall industry.

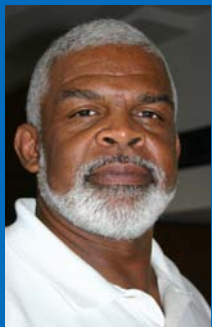
SEB Welcomes Two New Liaisons: Pam Ervin-Davis and Gregory McKinney

Pam Ervin-Davis
M/WBE Program Liaison
for Goods and Services

972 574 8799
pdavis@dfwairport.com



Responsible for the implementation of the Minority/Women Business Enterprise (M/WBE) Program with respect to goods and services. Serves as a liaison between business entities and DFW Airport, disseminates information pertaining to contracting opportunities at the Board and monitors contract compliance with the M/WBE requirements.



Gregory McKinney
DBE Program
Liaison

972 574 0399

gmckinney@dfwairport.com

Responsible for the implementation of the Disadvantaged Business Enterprise (DBE) Program with respect to construction and concessions. Serves as a liaison between contractors and concessionaires and DFW Airport, disseminates information pertaining to contracting opportunities at the Board and monitors contract compliance with the DBE requirements.

Oracle E-Business Suite System Employed

DFW International Airport recently implemented an Oracle E-Business Suite Contract Management System. The system is a comprehensive automated procurement software package that operates in an open systems environment and provides a centralized repository for maintaining all data required for contract management.

The four modules: iProcurement, iSupplier, Sourcing and Procurement Contracts, installed as a package, will streamline the solicitation and contracting processes.

"The implementation of this system is just another step we've taken in an effort to provide the best management and facilitation possible. This addition has proven beneficial and has also increased our efficiency," said DFW Vice President of Procurement and Materials Management John White.

iProcurement facilitates the ordering process and enhances systematic security. iSupplier enables secure self-service business transactions between DFW Procurement and authorized

Suppliers and Contractors and improves communication by allowing internet access to purchasing, receiving, invoice and payment information. Additionally, the Vendor Registration process is streamlined by allowing Vendors and Contractors to enter and update their own information.

Sourcing enables online capabilities to publish Request for Proposal and Requests for Quotation for certain types of business on the web and allows Suppliers and Contractors to openly and competitively bid on the contract to supply those goods and/or services. Procurement Contracts standardizes the contracting process and provides an environment for contract authoring and negotiation that is integrated with the existing 11i Purchasing application and supports all phases of the procurement process.

All modules have been tested and are operational with the exception of iSupplier, which the DFW Procurement Department hopes to test and launch before the end of October 2006.

FY 2007 DBE Aspirational Goal Proposed

The Small & Emerging Business Department has developed and will propose to the Federal Aviation Administration a FY 2007 Disadvantaged Business Enterprise (DBE) Aspirational Goal of 32%. DBE firms are firms that are majority-owned and operated by one or more minorities and women and also do not exceed Small Business Administration thresholds for average annual revenues over a three-year period. The proposed goal has been presented to local chambers of commerce and community stakeholders for comment. It was also advertised in several local publications, including minority publications.

Each year, FAA grant recipients receiving more than \$250,000 must submit to the FAA the percentage of grant-funded contract dollars that it anticipates will be earned by DBE firms for work performed. Consequently, SEB anticipates or aspires to use DBE firms that will equate to 32% of the total contract dollars paid during FY 2007.

The DBE is a U.S. Department of Transportation (DOT) program that is designed to ensure that any agency that receives federal funds provides DBE firms an equal opportunity to compete for and obtain grant-funded contracts.

DFW Hosts Quarterly Minority Chamber Meeting

The Small & Emerging Business Department hosted a quarterly informational meeting for area minority chambers and technical association on May 31. The meeting covered various topics significant to the local representatives from the Chambers of Commerce and other entities in attendance.

The meeting, led by Suzanne Cruz-Sewell, began with a welcome and introduction presentation of the "Welcome Home a Hero" program held at DFW. MAJ Patrick McAfee and Sgt. Major Victor Allen discussed the magnitude of importance this program holds for the U.S. troops' arriving home from Iraq and Afghanistan.

McAfee and Allen showed a video in hopes of encouraging more groups to participate in the "Welcome Home a Hero" program. The flights, arriving every day at 8:30 or 10:30 a.m., are given a shower of affection before landing at the gate and receiving thankful greetings from family, war veterans, and other volunteers. The R&R event at DFW is recognized world-wide for the effect it has on the troops and also the observers. Everyone is encouraged to attend or learn more about the program by logging

onto www.dfwairport.com/heroes.

Don O'Bannon presented the SEBD 2005 Annual Report.

The percentage of minority and women-owned businesses at DFW is 36.8. William Johnson discussed the 2007 Disadvantaged Business Enterprise aspirational goal, aiming for 32% participation for 2007. The DBE plans to participate in four projects: rehabilitating airfield pavements, parking aprons, airfield lighting systems, and airside bridges.

"SEBD is an integral driver of economic development in the North Texas region through both internal baseline assessments and external assessments", said Supplier Diversity Contractor Clifton Miller.

Lastly, various DFW employees listed and discussed business opportunities with the group, including the oil and gas lease solicitation, concession opportunities, human resource services and various construction projects.



DFW hosted a meeting for local minority Chambers and stakeholders May 31.

Recent Contract Awards to M/WBE Firms

Lynn Pham & Ross (WF-C):
- Legal Services

C J Hood Company Inc. (WF-C):
- Integrated Vehicle Tracking & Announcement System

Greener Pastures (WF-C):
- Grounds keeping Services at International Commerce Park

American Steam (HM-C):
- Boiler Repair Services

Southwest Office Systems (HM-C):
- Lease of Multi-functioning Printing Devices

Mach B Technologies, Inc. (IM-C):
- Inventory and Revenue Management System

Indefinite Delivery of Construction Services Contracts for the Board's Asset Management Department Increased by \$2,000,000.00 per Contract for:

- Azteca Enterprises, Inc. (HM-C)
- North American Information Systems, Inc. (BM-C)
- Ed A. Wilson
- Lemco Construction Services, LP (WF-C)
- Vestal Builders, Inc. (BM-C)

RJ Solutions LLC (BM-C):
- Core and Distribution Components Upgrade

HiTeq Computer Systems (IF-C):
- Data Network Intrusion Prevention System Upgrade

Business Outreach Events

- July 8 – 12: Conference of Minority Transportation Official • 2006 National Meeting & Training Conference (Austin, TX)
- July 26-29: Texas Assoc. of Mexican American Chamber of Commerce • “31st Annual Convention & Business Expo” (El Paso, TX)
- August 2006: DFW Airport – “HR Service Contracts Opportunity Conference”
- August 25: Minority Enterprise Development (MED) Week Conference (Hyatt Regency Hotel, Dallas)
- August 30: 10th Annual Government Procurement Conference (Arlington Convention Center)

Bids/Proposals

- Rehabilitate Airfield Lighting System Phase 3, Aug. 06
- AOA Striping Upgrades, Summer 06
- Pavement Evaluation Services, Summer 06
- Vehicle Graphics, Sept. 06
- Food Court Maintenance (Concessions), Fall 06
- Trash Removal Services (Concessions), Fall 06
- Rehabilitate Airfield Pavement, Sept. 06
- Rehabilitate 5E Employee Roadway, Sept. 06

Subcontracting Opportunities

- Azteca Enterprises, Inc., Indefinite Delivery for Construction Services, 214 905 0612
- Centennial Contractors Enterprise Inc., Job Order Contracting Program, 972 906 9180
- Ed A. Wilson, Inc., Indefinite Delivery for Construction Services, 817 926 0231
- Kwame Building Group, Small G-Max Construction Services, 214 459 8311
- LEMCO Construction Svcs., LP , Indefinite Delivery for Construction Services, 214 637 4222
- North American Information Systems, Inc., Indefinite Delivery for Construction Services, 214 327 8545
- Rayco Construction Inc., Small G-Max Construction Services, 972 641 2266
- Robinson Industries, Small G-Max Construction Services, 972 574 1565
- Vestal Builders Inc., Indefinite Delivery for Construction Services, 972 641 7789

For information contact SEBD at 972 574 8008 or visit www.dfwairport.com

Small & Emerging Business Department Directory

T 972 574 8008

F 972 574 0151

Don T. O'Bannon

Vice President
972 574 8002
dobannon@dfwairport.com

Felix Galan

M/WBE Liaison
972 574 6740
fgalan@dfwairport.com

Suzanne Cruz-Sewell

Assistant Vice President
972 574 4417
scsewell@dfwairport.com

Gregory McKinney

DBE Liaison
972 574 0399
gmckinney@dfwairport.com

William F. Johnson

M/WBE Manager
972 574 8917
wjohnson@dfwairport.com

Tina Johnson

Contract Analyst
972 574 8910
tjohnson@dfwairport.com

Reginald E. Cleveland

M/WBE Liaison
972 574 8150
rcleveland@dfwairport.com

Melissa Woolridge

Administrative Assistant
972 574 4576
mwoolridge@dfwairport.com

Pam Ervin-Davis

M/WBE Liaison
972 574 8799
pdavis@dfwairport.com

Produced by Dallas/Fort Worth International Airport Public Affairs, designed by Marketing Services and printed by Print Services Departments, in conjunction with the Small & Emerging Business Department. For more information, log on to www.dfwairport.com.

OPPORTUNITIES **6**



DALLAS/FORT WORTH INTERNATIONAL AIRPORT
3200 EAST AIRFIELD DRIVE, P.O. BOX 619428
DFW AIRPORT, TEXAS 75261-9428