

Dallas/Fort Worth International Airport  
 Small & Emerging Business Department  
 Fall 2003

## DFW Airport Mourns the Loss of Minerva Hernandez Hinkle



and emerging business department. "She leaves a legacy of success and dedication that we will continue to build on."

Prior to DFW, Ms. Hinkle served as the Assistant Vice President of Minority Affairs for the Center Operating Company (COC), the management firm created by Ross Perot Jr. and Tom Hicks to navigate the American Airlines Arena/Victory development. Ms. Hinkle was responsible for enhancing Minority and Women Businesses (M/WBEs) participation, identifying contracting opportunities, and targeting M/WBE firms to do business with COC and with its contractors and consultants.

DFW sadly announces Minerva Hernandez Hinkle, assistant vice president of the Small and Emerging Business Department, died in a car accident in New Mexico December 6.

"Minerva was a tremendous leader in business and a great friend to many," says Jeff Fegan, CEO of DFW. "This is a great loss for our airport and our community. We are keeping her friends and family in our thoughts and prayers."

Ms. Hinkle joined DFW in August 2002, and helped DFW continue to make great strides in its minority and small business contracting efforts. During her tenure in the department the Airport won several major awards for its dedication to diversity and leadership efforts in working with minority and women-owned firms.

"Minerva brought a wealth of talent to DFW and was a person of great integrity. She will be greatly missed," said Don O'Bannon, vice president of the small

Ms. Hinkle was recognized as an expert in her field and served as a panelist/featured speaker at seminars regarding minority business issues on a number of occasions. Ms. Hinkle served on the Dallas Minority Business Development Agency's Business Advisory Committee of the U.S. Department of Commerce and on the Minority and Women's Business Development Advisory Council for the Greater Dallas Chamber. Ms. Hinkle was a graduate of Southern Methodist University, earning a Masters Degree in Public Administration (1986) and a Bachelor of Art in Criminal Justice (1982).

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# TUCP Streamlines Certification Process

The Texas Unified Certification Program (TUCP) is a "one stop" certification process for the Federal Disadvantaged Business Enterprise (DBE) Program. TUCP is part of the United States Department of Transportation's Unified Certification Program (UCP) that allows companies to compete for federally funded contracts.

"We believe the advent of the TUCP ushers in a new era whereby DBEs will have more opportunities to compete for contracts here at DFW Airport and throughout the state," explained Don O'Bannon, vice president of DFW's Small & Emerging Business Department (SEBD).

Six organizations across the state are authorized to certify Disadvantaged Business Enterprises in Texas. According to TUCP guidelines, all new and existing DBE applicants must be initially certified by the authority in closest proximity to their company headquarters. The participating agencies are:

Houston: City of Houston  
Austin: City of Austin (Hays, Travis, Williamson, Caldwell and Bastrop counties)  
CCRTA: Corpus Christi Regional Transit Authority  
NCTRCA: North Central Texas Regional Certification Agency  
SCTRCA: South Central Texas Regional Certification Agency  
TxDOT: Texas Department of Transportation

The TUCP consolidates all DBE firms certified by the six different agencies into one centralized DBE Directory for U.S. Department of Transportation funded contracts for airports, highways, and public transit. The program requires that every TUCP member organization recognize all DBEs certified throughout the state.

The Airport's SEBD encourages all Minority and Women-owned Business Enterprises (MWBEs) to make sure they are certified by the appropriate agency.

## As I See It



*Don O'Bannon*  
Vice President  
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I would like to highlight some of the more significant changes and accomplishments over the 2004 fiscal year, September 30, 2002 to October 1, 2003, at the Dallas Fort Worth International Airport. The Small & Emerging Business Department ("SEBD") has expanded its traditional role and partnered with our major contractors and suppliers to diversify the vendor pool and strategically found opportunities for Minority and Women Owned Businesses ("M/WBE") to participate.

The Airport's program initiatives continue to focus on the intricacies of our contracting and procurement process and to look for new ways to improve the business processes for small, minority and women owned businesses. The first step in the process was to revise the M/WBE program, which the DFW Airport

Board adopted in May of 2003. SEBD has aggressively implemented the new program requirements and is quickly making the transition to contract specific goals.

As a result of our pragmatic approach, the DFW Airport Board adopted in September an expedited payment process for DFWIA Integrated Partners that will dramatically shorten the subcontractor payment process. The DFW Airport Board also approved a new Subguard Default Insurance program that will greatly expand the pool of minority and women owned businesses eligible to do business at the airport by reducing the bonding and insurance requirements.

These initiatives have yielded concrete results that are reflected in the FY 03 M/WBE annual report - greater diversity and significant M/WBE participation. During the 2004 fiscal year, DFW had total expenditures of \$813,800,000.00 in the categories of Construction, Professional Services and Procurement. Of the approximately \$813,800,000.00 in total expenditures, DFW spent \$249,400,000.00 or 30.6% with Minority and Women owned businesses.

In the upcoming year, we are committed to working with the local chambers, contractor and professional associations and the business community to implementing new and innovative approaches in DFW's M/WBE Program designed to provide substantive opportunities for the growing community of small and minority and women owned businesses.

# The Small Contractors Development Program Opens Doors in Construction

DFW Airport has a new program that enables construction contractors to bid for work under \$50,000 that does not require going through the public bid process. The Small Contractors Development Program (SCDP) was born out of a program called Indefinite Delivery of Construction Services (IDCS) which the Airport has used for the past 12 years to reduce the amount of time it takes to solicit and award construction and maintenance contracts.

The IDCS program is managed by the Airport's Energy & Asset Management Department which maintains all of the Airport's airfields, buildings, roofs, streets and facilities.

IDCS consists of a group of six contractors that are kept under contract and on call to do tasks up to \$250,000 per task, without going through public bid solicitations and Airport Board approval. The program ensures competition because the six contractors bid against one another for delivery orders. The length of an IDCS contract is two years with three one-year renewal options for a total possible contract of five years.

As the IDCS contractors experience more success, they typically focus on the larger contracts. Thus, the Small Contractors Development Program (SCDP) was created to allow two additional contractors to compete for contracts under \$50,000.

SCDP is a two-year contract awarded to two businesses. The purpose of SCDP is to develop a couple of contractors over two years, then bring in two more to develop, hopefully increasing the pool of contractors who can potentially compete for the IDCS contracts. The current SCDP contract is in its first year and will end when the third one-year option of IDCS ends.

"The SCDP benefits the two contractors and takes the burden of smaller contracts off



the IDCS," said Mitch Holmes, assistant vice president, Energy & Asset Management Department. "It gets them involved and lets them know how to do business with DFW Airport and what our contracting expectations are."

The current SCDP contractors are Vestal Builders, Inc. (VBI) and New World Industries (NWI). VBI and NWI hold indefinite delivery contracts through which they can receive up to a half million dollars in delivery orders, \$50,000 at a time. The two companies compete for delivery orders.

"We spent a lot of time on our presentation, and it was impressive," said Gunnar Jones, owner of NWI. "We had done some work for the Airport before with Azteca and Omega Contracting. We also did a pre-engineered metal building for Austin Commercial at Terminal D. Azteca referred the SCDP program to us."

So far, NWI has repaired high mass lighting in Terminal E, relocated an entry gate in parking garage C, and extended the stack on a fumigation building.

VBI recently did work as a subcontractor to Centex on the new Dallas Police Headquarters. Also, while working for the Tetra Group, Donald Vestal, the owner of VBI, was a construction manager for taxiway C. Under the SCDP, VBI has done work on the East 26th Street extension and the Airport's DPS Station 5.

"I think the SCDP is an excellent program," Vestal declared. "It allows small companies like mine to work at the Airport and learn how to make money out here. This process is a learning curve for us, but hopefully we'll graduate to the next level."



# DFW Makes It Easier for Small Businesses to Work DFW Projects

The September 11 terrorist attacks changed many things at DFW Airport, including insurance and bonding rules to do business at the world's third busiest airport. Prior to 9/11, contractors could share bonds. Now the requirements are much more stringent.

Recognizing the challenge of some contractors to obtain necessary bonding and insurance, DFW has implemented a Subguard Default Insurance (SDI) program that will greatly expand the contractor pool at DFW while reducing overall costs to the Airport.

The SDI program protects the general contractor from costs of subcontractor defaults. DFW Integrated Partners (DFWIA) will first implement the program on the Airport's Aviation and Transportation Security Act Compliance (ATSAC) construction project, which includes building new infrastructure. The project will cost more than \$150 million.

Subcontractors must still be prequalified to participate, but Don O'Bannon, vice president of the Small & Emerging Business Department at DFW said; "Now smaller companies with good track records can get in and do the work without the requirement of bonding."

The Airport met recently with the Hispanic Contractors Association and the Black Contractors Association to outline the SDI program and discuss implementation of the new initiative at the Airport.

# DFW Cuts Payment Time to Subcontractors

DFW Airport has instituted a new model expedited payment process that dramatically shortens the time for subcontractors to receive checks.

The Airport's Board of Directors approved the Expedited Payment Program at its September meeting. In the past, it could take subcontractors almost 40 days to receive payment after the prime contractor filed an invoice with the Airport.

The expedited system can cut up to 32 days off the elapsed time, with most payments arriving in just 20 days. Once the prime contractor pays the subcontractor, the subcontractor must pay any lower tier subs within seven days.

"This is a real milestone for our business process at DFW and a real help to our smaller contractors working at the Airport," says Don O'Bannon, vice president of the Small & Emerging Business Department at DFW. "We also think it makes the Airport an even more attractive place to do business."

DFW Integrated Partners (DFWIA), one of the Airport's prime contractors, will begin implementing the program immediately on the security work for the terminals.

"It is my hope that if this initial program is successful, DFW will implement the process on other projects at the Airport," said O'Bannon.

## 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](http://www.nctrca.org) or call 817 640 0606.

Solicitation # Proposed Date	Project Description	
242899	Public Works Truck, Paint Striper, Bucket/ Crane	February '04
242912	Barricade System	January '04
242913	Parking Lot Sweepers	January '04
242914	Sewer Truck	January '04
7003545	Employee Service Award	January '04
7003553	Mystery Shopper	January '04
7003554	Spare Radio Parts	January '04
7003555	Music Services for Terminal B, et al	February '04
7003557	Supplier for Propane Gas	February '04
7003559	Custodial Services for Section A of Terminal E	January '04
7003560	Mechanical, Electrical, Structural/ Ramp Services for Pier Building in Terminal B, Sky Bridge between Terminals B & C, General Aviation, American Eagle of Terminal A- Satellite Operations and Baggage Buildings	January '04
7003561	Electrical/ Electronic Services for Terminal B	January '04
7003562	Mechanical, Plumbing, and Ramp Services for Terminal B	January '04
7003563	Structural Services for Terminal B	January '04
7003564	Telephone System for Terminal D and Grand Hyatt Hotel	January '04
9001694	North Toll Plaza (Exit)	January '04
9001695	North Toll Plaza (Entrance)	February '04
9001683	AOC/EOC Facility Construction	January '04