



## ***Doing Business with Los Angeles World Airports***

### **Monthly Workshop**

**August 2, 2023**

### ***A G E N D A***

- |              |  |  |
|--------------|--|--|
| <b>9:00</b>  | <b>Introduction – Business Opportunities –<br/>Competitive Processes (RFP/RFBs)</b>  | <i>JOON LEE</i>  |
| <b>9:20</b>  | <b>The Development Group Overview</b>  | <i>SOPHIA CAVALLI</i>  |
| <b>9:30</b>  | <b>Concessions Overview</b>  | <i>TITUS DECOURSEY</i>   |
| <b>9:40</b>  | <b>Registering on RAMP Demo</b>  | <i>JOON LEE</i>  |
| <b>9:50</b>  | <b>Business Assistance Programs:</b>   |  |
|              | <ul style="list-style-type: none"><li>• Business, Jobs, and Social Responsibility</li><li>• First Source Hiring Program</li><li>• Contractor Development &amp; Bonding Program</li></ul> | <i>LISETTE COVARRUBIAS</i><br><i>LISETTE COVARRUBIAS</i><br><i>ROSA OSORIO</i> |
| <b>10:15</b> | <b>Certification</b>   | <i>ELAINE LUONG-HUYNH</i>  |
| <b>10:30</b> | <b>Administrative Requirements</b>   | <i>BRIAN GARCIA</i>  |