



*Los Angeles
World Airports*



Landside Access Modernization Program Small Business Forum

July 12, 2016



... Of Like Minds

Welcome

Ingrid Merriwether

President & Chief Executive Officer

Merriwether & Williams Insurance Services

What We Want You to Know

What We Want You to Know

Who's in the Room



- ❖ **Board of Airport Commissioners**
- ❖ **Chief Executive Officer**
- ❖ **LAWA Executive Team**

What We Want You to Know

City & LAWA Services



LA CITYVIEW 35
Your City. Your Channel



BUSINESS & JOB
RESOURCES CENTER



Los Angeles
World Airports

What We Want You to Know

Community Partners



Los Angeles Area
Chamber of Commerce



What We Want You to Know

Community Partners

Arab American Association of Engineers & Architects

Asian American Architects & Engineering Association

BizFed

Construction Management Association of America

Disabled Veterans Business Alliance – Orange County

Hire LAX Program

Filipino American Society of Architects & Engineers

Greater Los Angeles African American Chamber of Commerce

Latino Business Association

Los Angeles Mayor's Office of Economic and Workforce Development

National Association of Minority Contractors – Southern California

National Association of Women Business Owners – Los Angeles

National Inspection Testing & Certification

SCORE

The American Council of Engineering Companies

Women Business Enterprise Council

Young Black Contractors Association Incorporated

What We Want You to Know

Participant Composition

❖ **79 Primes**

❖ **313 Subcontractors**

Areas of Expertise



What We Want You to Know



... Of Like Minds

Our Role:

- **Small Local Business Engagement**
- **Policy Consulting for Los Angeles World Airports**
- **City's Contractor Development & Bonding Program Administrator**
- **Guide for Today's Event**

Today's Program

- I. Welcome, Introductions & What We Want You to Know**
- II. Small, Local, & Diverse Inclusion Initiatives to Date**
- III. Los Angeles World Airports' (LAWA) Vision**
- IV. Landside Access Modernization Program Update**
- V. LAWA Business Inclusion Panel Discussion**
- VI. What We've Learned - What's in the Works - What to Expect Next**
- VII. Networking Reception**

Small, Local, & Diverse Inclusion Initiatives

Progress To Date:

- **February 5, 2016**
 - ❖ **LAMP Industry Forum**
- **February 29, 2016**
 - ❖ **Chambers & Community Luncheon**
- **March 17, 2016**
 - ❖ **Board of Airport Commissioners unanimously adopt to include professional services in LAWA's Local Business Preference Program**

Small, Local, & Diverse Inclusion Initiatives

- **April 6, 2016**
 - ❖ **Merriwether & Williams convenes construction & professional services focus groups**
- **April 21, 2016**
 - ❖ **Board adopts Local Business Enterprise (LBE) and all Local Small Business Enterprise (LSBE) principles and recommends draft ordinance for City Council approval**
- **June 9, 2016**
 - ❖ **LAWA releases Automated People Mover (APM) Request for Qualifications (RFQ)**



*Los Angeles
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Vision

Deborah Flint

Chief Executive Officer
Los Angeles World Airports



*Los Angeles
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Vision

Nolan V. Rollins

Commissioner

Board of Airport Commissioners



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Landside Access Modernization Program Update

Roger A. Johnson

Deputy Executive Director
Los Angeles World Airports

LAMP Components

APM	CONRAC	Terminals	Metro	ITFs	Roads
<ul style="list-style-type: none"> • APM Fixed Facilities • APM Operating System • Other components 	<ul style="list-style-type: none"> • Customer Service Building • Rental Car Storage • Vehicle prep and light maintenance 	<ul style="list-style-type: none"> • Terminal interface for pedestrian bridges • Vertical cores 	<ul style="list-style-type: none"> • Interface with Metro at 96th Street Metro Station (<i>Metro Project</i>) 	<ul style="list-style-type: none"> • Pick-up/drop-off curbs • Commercial modes • Parking 	<ul style="list-style-type: none"> • Roadways, site work, utilities
\$2.7B	\$1.0B	\$400M	By Metro	\$600M	\$800M



APM & Other LAMP Components



APM Subcontracting Opportunities

Today's Forum is focused on APM

- **The APM contract will be the first of its kind in the history of the City of Los Angeles**
- **Unique subcontracting opportunities**
- **Design, Build, Finance, Operate and Maintain (DBFOM)**

APM Subcontracting Opportunities

Design

- Civil
- Structural
- Roadways
- Electrical

- Architectural
- Landscaping
- Etc.

Build

- All facets of construction & construction management

Finance

- Variety of financial services

Operate & Maintain

- 30+ years of skilled jobs
- Workforce development & training

Anticipated APM Dates

- RFQ Release.....June 9, 2016
- Pre-Submittal Meeting.....June 20, 2016
- Small Business Forum.....July 12, 2016
- Statement of Qualifications Due.....August 11, 2016
- Board Action.....September 15, 2016
- Release Draft RFP.....September 27, 2016

LAWA Business Inclusion Panel Discussion



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Welcome to Panel

Valeria C. Velasco

Vice President

Board of Airport Commissioners

LAWA Business Inclusion Panel Discussion

What We've Learned

What We've Learned

- **LAWA's commitment and leadership**
 - ❖ **Change in the paradigm for Local & Small Business (LSB) engagement**
- **Significant progress to date**
 - ❖ **Stakeholder input and collaboration**
 - ❖ **New policy pending City Council approval of ordinance**
 - ❖ **RFQ for APM with significant consideration for inclusion**

What's in the Works

What's in the Works

- **Dedicated Access Point (DAP):**
 - ❖ **Centralized source for LSBs to register and post profile of firms' capabilities**
 - ❖ **Source for primes to advertise and draw from to meet LSB inclusion goals**
 - ❖ **Private and secure system to upload documents to support LSB qualifications**
 - ❖ **Technical assistance to better position LSBs for opportunities through Contractor Development and Bonding Program connection**

What's in the Works

- **Innovative Approaches to Subcontracting**
 - ❖ **Unbundling and right-sizing of subcontracts for LSBs**
- **LAWA Small Business Contract Advocate**
 - ❖ **Provide support and mediation on contract-related issues**

What to Expect Next

What to Expect Next

- **First of many events**
- **Continuous feedback**
 - ❖ **Help inform RFP**
 - ❖ **On-going forum to listen and adapt**
- **Networking Reception**
 - ❖ **Room Layout & Resources**
 - ❖ **Outreach and Outcomes**

Networking Reception

- Financial Services
- Architectural Design
- Engineering Design
- Operations & Maintenance
- Construction
- Workforce Development



Thank You!
Let the Networking Begin!
