



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

### **Monthly Workshop**

**October 6, 2021**

### **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>Concessions Overview</b>   | <i>MELANIE TORRES</i>  |
| <b>9:30</b>  | <b>TDG Overview</b>   | <i>CLIFF CORTES</i>  |
| <b>9:40</b>  | <b>Registering on LABAVN 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>CLARENCE ESPINOSA</i><br><i>CLARENCE ESPINOSA</i><br><i>ROSA OSORIO</i> |
| <b>10:15</b> | <b>Certification</b>  | <i>SHAUN SHIMODA-KOBAYASHI</i>   |
| <b>10:30</b> | <b>Administrative Requirements</b>  | <i>QUINNETTE MCLEOD</i>  |