



Doing Business with Los Angeles World Airports

Monthly Workshop

November 2, 2022

A G E N D A

- | | | |
|-------|---|-------------------------|
| 9:00 | Introduction – Business Opportunities –
Competitive Processes (RFP/RFBs) | JOON LEE |
| 9:20 | Concessions Overview | TITUS DECOURSEY |
| 9:30 | The Development Group Overview | MATTHEW YEUNG |
| 9:40 | Registering on RAMP Demo | JOON LEE |
| 9:50 | Business Assistance Programs: | |
| | • Business, Jobs, and Social Responsibility | SCOTT LEE |
| | • First Source Hiring Program | |
| | • Contractor Development & Bonding Program | ROSA OSORIO |
| 10:15 | Certification | SHAUN SHIMODA-KOBAYASHI |
| 10:30 | Administrative Requirements | BRIAN GARCIA |

DOING BUSINESS with Los Angeles World Airports



Rev. 11/2022

Los Angeles World Airports



- **LAX** ranked 9th in the world for passenger service
- In 2021, airlines served 48,007,284 passengers
- In 2020, airlines served 28,779,527 passengers (#5 in US)
- In 2019, airlines served 88,068,013 passengers (#2 in US)



- **Van Nuys Airport** – one of the world's busiest General Aviation airports
- Dedicated to non-commercial air travel



- **LA/Palmdale** - LAWA owns and maintains the Palmdale Land Holdings, previously an FAA-certified airport

Workshop Overview

- **Business Opportunities**
- **Competitive Processes**
- **Concessions**
- **The Development Group**
- **Registering on RAMP**
- **Business Assistance Programs**
- **Certification**
- **Administrative Requirements**
- **Next Steps**

Business Opportunities

LAWA procures hundreds of million \$ annually in Request for Bids (RFBs):

- Goods and Equipment
- Materials and Supplies
- Non-professional services.



LAWA has administered over \$14 Billion in Request for Proposals (RFPs):

- Construction Projects (Planning & Development Group)
- Professional Services including On-Call contracts.

Request For Proposals (RFP)

- A **Request for Proposal** is used for the competitive procurement of the following:
 - Capital Projects (Terminals, Runways, Railroads, etc.)
 - Professional Services (Engineering, Architectural, &/or Environmental Services, etc.)
- The award is based on the winning score according to the selection criteria which may include:
 - Concept
 - Experience
 - Cost
 - Etc.
- RFP's can be for individual items, services, or contracts.

Important RFP Information to Note

- **DUE DATE (COVID-19 info)**
 - There are no exceptions to the stated Due Date and Time
 - RFP proposal submittal must be uploaded through Box
 - Upload instructions are located on RAMP RFP page.
- **QUESTIONS & CLARIFICATIONS**
 - Must contact the designated LAWA Project Manager for RFPs.
- **AUTHORIZATION**
 - RFP must be signed by someone authorized to encumber the bidding/proposing company.
- **PRE-PROPOSAL MEETINGS**
 - Non-mandatory.

Additional RFP Requirements

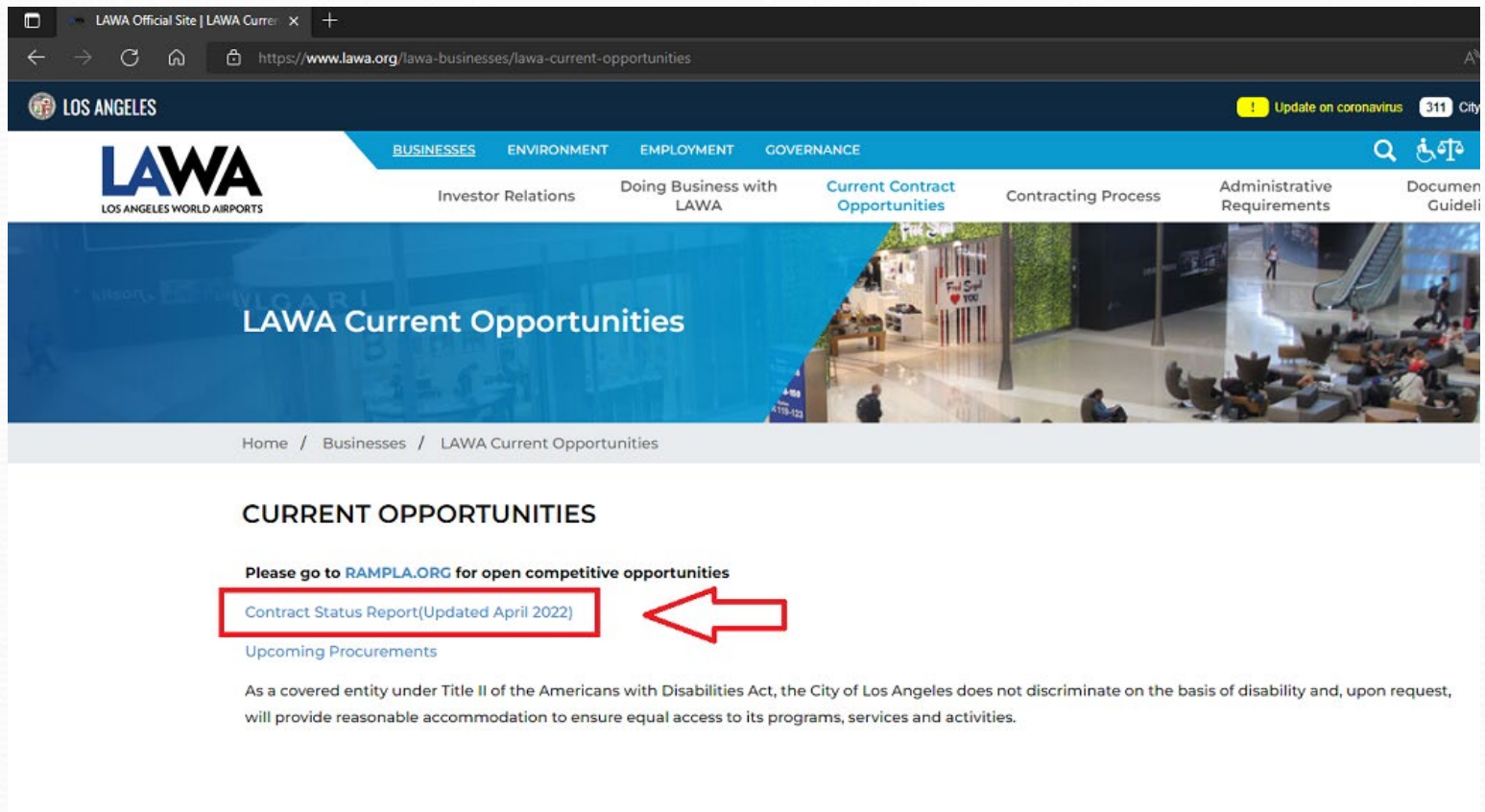
- **COMPLETION OF DOCUMENTS**
 - Any Worksheets and Administrative Requirements must be filled out as directed and returned complete, in the order received. Failure to do so may invalidate RFP.
- **BE CAREFUL**
 - Be sure to read and complete the RFP documents accurately. Failure to do so may invalidate your RFP.

Construction Forecast Report (Planning & Development Group)

- See Contracts and Procurements Document
- For questions, contact PDGprocurement@lawa.org

Contract Status Report (updated monthly)

- <https://www.lawa.org/en/lawa-businesses/lawa-current-opportunities>



LOS ANGELES

LAWA
LOS ANGELES WORLD AIRPORTS

BUSINESSES ENVIRONMENT EMPLOYMENT GOVERNANCE

Investor Relations Doing Business with LAWA **Current Contract Opportunities** Contracting Process Administrative Requirements Document Guideli

LAWA Current Opportunities

Home / Businesses / LAWA Current Opportunities

CURRENT OPPORTUNITIES

Please go to [RAMPLA.ORG](https://www.rampla.org) for open competitive opportunities

[Contract Status Report\(Updated April 2022\)](#)

[Upcoming Procurements](#)

As a covered entity under Title II of the Americans with Disabilities Act, the City of Los Angeles does not discriminate on the basis of disability and, upon request, will provide reasonable accommodation to ensure equal access to its programs, services and activities.

Questions?

Current Contract Status Report:

Contract #	Contract Description	Start Date	Expiration Date	Contract Value
4600006367	Yr 3 Maintenance for Fire Alarm Systems	3/10/2020	3/9/2023	800,000.00
DA 5436	Sewer storm drain & tank service-VNY-Yr3	3/11/2020	3/10/2023	1.00
DA-5436	Sewer storm drain & tank service-VNY-Yr3	3/11/2020	3/10/2023	900,000.00
4600006368	3rd Yr Emissions Testing	3/11/2020	3/10/2023	150,000.00
4600006331	4TH YEAR SAFETY SUPPLIES	3/14/2019	3/13/2023	575,000.00
DA-5541	Mobility Data Specification (MDS)	3/17/2022	3/16/2023	1,365,000.00
DA-5437	Elev,Esc,Mov Walk PM, Repair-VNY-Yr3	3/17/2020	3/16/2023	28,677,000.00
4700001924	Intensive Case Management	3/18/2020	3/18/2023	570,000.00
DA-5162	VNY Taxiway A&B, Service Roads Rehab	3/22/2017	3/21/2023	5,860,000.00
DA-5262	Change Orders 1-4, 6-10, 12-19, 21-22	3/26/2018	3/25/2023	408,029,536.19
4700002134	CF# 118411: Premium - Renewal - WW HMI,	3/28/2022	3/27/2023	65,450.00
DA-5444	Water Law Advice	4/1/2020	3/31/2023	600,000.00
DA-5272	Digital copier rental	3/21/2018	3/31/2023	3,457,421.00
4700002151	AvAirPros Workday Implementation	4/1/2022	3/31/2023	100,000.00
4700001932	Amazon Business Prime - Year 3	4/1/2020	3/31/2023	10,500.00
4600006371	Inds Hdw & Sup VNY Yr 3	5/19/2020	3/31/2023	1.00
4700002157	Covid 19 Testing Service	3/1/2022	3/31/2023	39,150.00
DA-5201	On-call Prof. Architect. Design Svcs	10/15/2017	4/14/2023	3,300,000.00
4700002139	LCP Tracker Annual License Fee	4/15/2022	4/14/2023	19,300.00
DA-5202	On-call Prof. Architect. Design Svcs	10/18/2017	4/17/2023	3,300,000.00
DA-5203	On-call Prof. Architect. Design Svcs	10/18/2017	4/17/2023	3,300,000.00
DA-5205	Services	10/18/2017	4/17/2023	5,050,000.00
DA-5539	Contract Awards to World Wide Technology	4/20/2022	4/19/2023	4,726,000.00
DA-5324	Warehouse Yr 3 Custodial Papr,GenCling,3M	10/20/2018	4/19/2023	12,099,333.00
4700002141	Risk & Insurance Consultant	4/21/2022	4/20/2023	150,000.00
DA-5440	Duct and Mold Cleaning-VNY Yr3	4/24/2020	4/23/2023	2,700,000.00
4600006369	Parts & Mats - Sec Gates - LAX, VNY-Yr3	4/27/2020	4/26/2023	450,000.00
4700002143	Reimbursable Agreement - RUE	4/29/2022	4/28/2023	139,961.93
4700001934	Extend SA term & increase value	5/1/2020	4/30/2023	180,000.00
DA 5100	Second Amendment LAMP & Related Services	5/1/2017	5/2/2023	0.320.000.00

Request For Bids (RFB)

- A **Request for Bid** is used for the competitive purchase of the following:
 - Goods
 - Equipment
 - Non-professional services.
- The contract award is made to the lowest priced bid that is deemed to be:
 - Responsive – accurate completion of the bid
 - Responsible – determined to be capable of meeting the specifications.
- Bids can be for individual items, services, or contracts from 1 to 5 years in duration.

Important RFB Information to Note

- **DUE DATE (COVID-19 Info)**
 - There are no exceptions to the stated Due Date and Time
 - RFB bid submittal must be uploaded through Box
 - Upload instructions are located on RAMP RFB page.
- **QUESTIONS & CLARIFICATIONS**
 - Must contact the designated LAWA Procurement Analyst via email for RFBs.
- **AUTHORIZATION**
 - RFB must be signed by someone authorized to encumber the bidding/proposing company.
- **PRE-BID MEETINGS**
 - Mandatory vs. Non-mandatory.

Additional RFB Requirements

- **COMPLETION OF DOCUMENTS**

- Bid, Worksheets and Administrative Requirements must be filled out as directed and returned complete, in the order received. Failure to do so may invalidate RFB.

- **PAYMENT TERMS**

- Discount terms of 25 days or more can impact your RFB evaluation.

- **DEVIATION FROM SPECIFICATIONS**

- When allowed, bidders desiring to quote on any other comparable make/brand must indicate make/brand and model name/number.

- **BE CAREFUL**

- Be sure to read and complete the bid documents accurately. Failure to do so may invalidate your RFB.

Soliciting Bids and Proposals

All City of Los Angeles RFB/RFPs are available on:

- The **Los Angeles Regional Alliance Marketplace for Procurement (RAMP)** web site:

<https://www.rampla.org>

Questions?

Current/Future Construction Opportunities

SKANSKA

REQUEST FOR PROPOSAL

Project: Roadways, Utilities & Enabling (RUE) Project at Los Angeles International Airport (LAX)
Owner: Los Angeles World Airports (LAWA) (DA-5462)

RFP#: 035LR CTA RS-X DUCT BANK

Bids Due: October 7, 2022 by 2:00pm

Skanska is soliciting in good faith all interested subcontractors, as well as certified SBE/LBE/DVBE companies for CTA RS-X DUCT BANK.

Join the RFP(s) and Download 035LR Documents at: <http://bit.ly/rueplanroom>

Mandatory Online Pre-Bid Meeting: Friday, September 23, 2022 at 10:00am. **Meeting is mandatory for prime bidders!**
Please register by clicking on the following link and clicking on the "Register" button on the Webex webpage:
<https://bit.ly/035LRorebid>

All relevant project information including plans and specifications can be found in the documents on BuildingConnected. Plans and specifications are available for viewing at our office by appointment, contact Connie Brown to schedule or download free in BuildingConnected.

Please return your bid and submit RFIs on BuildingConnected. If you need assistance getting access to BuildingConnected feel free to contact me directly at connie.l.brown@skanska.com or 951-202-3113.

This project has 20% SBE, 7% LBE, 3% LSBE and 3% DVBE participation goals for construction. All bidders should be registered with any applicable S/L/DVBE certifications in the City of LA Regional Alliance Marketplace for Procurement (RAMPS): www.rampla.org at time of bid. Should you have any questions regarding the City of LA certification process, contact Skanska DBE Compliance Coordinator, Connie Brown, at connie.l.brown@skanska.com for further assistance.

Skanska intends to conduct itself in good faith with all interested subcontractors as well as certified S/L/DVBE firms looking for subcontract opportunities on this project. Subcontractor may be requested to furnish a bond, if required Skanska will pay bond premium up to 1%. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Assistance to S/L/DVBE subcontractors and S/L/DVBE suppliers in obtaining bonding, lines of credit, or other capital financing is available through the DOT Bond Assistance Program at (800) 532-1169. You can learn more about the City of LA's Contractor Development and Bonding Program (CDBP) at https://www.labavn.org/index.cfm?fuseaction=misc.business_insurance.

Skanska is an EEO/AA/Vet/Disability Employer.

On behalf of the Skanska team, thank you for your interest in our project.

Kind Regards,

Connie Brown

Skanska LAWA RUE Project Phone 1 951-202-3113

Skanska USA Civil 1995 Agua Mansa Road Riverside, CA 92509

About the Project

LAWA has awarded a five-year Design Build (DB) contract to Skanska USA Civil West California District, Inc., for design and construction services for the Roadways, Utilities & Enabling (RUE) Project at Los Angeles International Airport (LAX). This project will construct a number of key individual projects that are either directly related to the Landside Access Modernization Program (LAMP), or will provide a utility service or enabling work for a LAMP related project or facility. To learn more and register for bid opportunities visit the LAWA RUE Public Planroom at: <http://bit.ly/rueplanroom>

- Keep an eye out for sub-contracting opportunities under Skanska USA Civil for work on Roadways, Utilities & Enabling (RUE) Project at LAX
- Latest CTA RS-X Duct Bank RFP opportunity closed October 14th at 2:00pm

<http://bit.ly/rueplanroom>

LAWA Concessions Overview

What is a concession?

An **Airport Concession** is defined as:

- A. Business located at the **Airport** engaged in the sale of consumer goods or services to the public under an agreement w/ 1) the **Airport**, or 2) another **Concessionaire**
- B. Business conducting one or more of the following activities (even if it does not maintain an office or store at the Airport, as long as activities take place at the Airport):
 - Managing contracts and subcontracts (e.g. Terminal Commercial Manager / URW)
 - Web-based or other electronic business where passengers can access in the terminals (e.g. WiFi)
 - Advertising business providing displays or messages to the public at the Airport (e.g. JCD)

Does LAWA manage all concessions at LAX?

Yes, using two (2) concession management models –

1. Direct management for airport-wide concession services (currency exchange, luggage carts, etc.), and for Food & Beverage and Retail concessions in Terminals 4, 5, 7, and 8.
2. Via Terminal Commercial Manager (TCM) for Terminals 1, 2, 3, 6, and TBIT.

LAWA's Current Concession Operators

LAX - BUSINESS RELATIONSHIP MANAGERS

Commercial Development Division

Main Line (424) 646-7200



Company Name	Concession Type	Business Relationship Managers (BRM)
Aiclear LLC	Expedited Travel Service	Benet P Yowarski (Concessions)
Areas USA LAX, LLC	Food and Beverage	Vimal A Patel (Concessions)
Bank of America	ATM	Benet P Yowarski (Concessions)
Bottling Group LLC	Vending Machines	Vimal A Patel (Concessions)
DFS Group LP	Duty-Free Retail	Neil E Malabuyoc (Concessions)
DN Dakota/JME LAX 8549 Pucks LLC	Food and Beverage	Vimal A Patel (Concessions)
DN Dakota/JME LAX 8589 Farmers LLC	Food and Beverage	Vimal A Patel (Concessions)
Host International Inc	Food and Beverage	Vimal A Patel (Concessions)
Hudson-Magic Johnson Enterpr-Concourse Venture LLC	Retail Shops	Neil E Malabuyoc (Concessions)
JCDecaux Airport Inc	Advertising	Denise G Sample (Concessions)
LAX Retail Magic 2 JV	Retail Shops	Neil E Malabuyoc (Concessions)
LAX Retail Magic 3-4 JV	Retail Shops	Neil E Malabuyoc (Concessions)
Lenlyn Limited	Currency Exchange	Neil E Malabuyoc (Concessions)
Smarte Carte Inc	Luggage Carts	Neil E Malabuyoc (Concessions)
URW Airports LLC	Food/Beverage & Retail	Benet P Yowarski (Concessions)
XpresSpa LAX Airport LLC	Spa Services	Vimal A Patel (Concessions)

LAWA Concession Opportunities

How do I get my business at the airport?

Concessions are selected via an open competitive solicitation basis (aka Bid/Award process, e.g. RFB, RFP, etc.). To be notified of any opportunities, interested parties may:

- Register with the LA City website (rampla.org)
- Reach out to LAWA's Terminal Commercial Manager, URW, to learn more about opportunities available in terminals managed by the TCM (Terminals 1, 2, 3, 6, and TBIT).

Other than an RFP issued by LAWA, how can I get my business at the airport?

- Educate yourself on partnership opportunities. Airport Concessions Disadvantaged Business Enterprise (ACDBE) is a certification your business may qualify for.
- Educate yourself on concession companies and research their ACDBE opportunities.
- Competitive Evaluation Process (CEP) through TCM.

LAWA Concession Timelines

When do LAWA concession agreements expire?

- LAWA direct F&B and retail concession agreements expire on 6/30/25
- Service agreements have various expiration dates (e.g. ATM, luggage carts)
- Depending on the agreement, there may be an opportunity to extend the agreement (case by case basis).
- Unit Concession Agreements (UCAs) managed by TCM have various expiration dates.

How long are LAWA concession agreements?

The average term for a concession agreement is up to 10 years.

Concessions Contact

Concessions Questions:

LAWA Commercial Development

- (424) 646-7200
- CDGopportunities@lawa.org

Terminal Commercial Manager (URW)

- (310) 646-1770

The Development Group (TDG) Procurement

What We Do:

- Procure construction and professional services to advance the development of projects at our airports.
- Oversee the procurement process to ensure fair and legal competition for all TDG projects.
- Assist with addenda, pre-bid/proposal conferences, contract conformance, and other processes related to procuring these services.

TDG Procurement – Current Contracts



THE DEVELOPMENT GROUP
PLANNING, DESIGN, & CONSTRUCTION

Vendor Name	Contract Number	Contract Description
LAX INTEGRATED EXPRESS SOLUTION	DA-5277	APM Part 1
LA GATEWAY PARTNERS LLC	DA-5322	ConRAC
TURNER PCL A JOINT VENTURE	DA-4971	MSC North
AUSTIN COMMERCIAL LP	DA-5262	TBIT Core & APM Interface
SKANSKA USA CIVIL WEST	DA-5462	Roadways, Utilities & Enabling Projects
SWINERTON BUILDERS	DA-5305	ITF West
PARSONS TRANSPORTATION GROUP	DA-5135	Project/Construction Management
HENSEL PHELPS CONSTRUCTION CO	DA-5288	Airport Police Facility
JACOBS PROJECT MANAGEMENT CO	DA-5133	Project/Construction Management
CLARK CONSTRUCTION	DA-5395	Receiving Station-X Phase 1
SULLY MILLER CONTRACTING CO	DA-5389	Taxiway P
GRIFFITH COMPANY	DA-5417	Secured Access Area Post
IPCT JV LLC	DA-5128	Project Control & Project Mngmt Services
LEA + ELLIOTT INC	DA-5132	Project/Construction Management
ARUP AMERICAS INC	DA-5474	Principal Architecture Engineering RFP
HENSEL PHELPS CONSTRUCTION CO	DA-5507	Baggage Handling System
VANIR ASL LLC	DA-5137	Project/Construction Management
HILL INTERNATIONAL INC	DA 5129	Project Controls Support Services
AMERICAN AIRLINES INC	DA-5502	Reimbursable Agreement - T4 Electrical
JACOBSEN DANIELS ASSOCIATES LL	DA-5134	Project/Construction Management
GRANITE CONSTRUCTION COMPANY	DA-5396	Taxiway A Rehab Phase 2 - VNY
DELTA AIR LINES INC	DA-5455	Reimbursable Agreement
SULLY MILLER CONTRACTING CO	DA-5460	Runway 7R-25L Rehabilitation
SMITH-EMERY LABORATORIES	DA-5483	Specialty Inspection & Material Testing Services

TDG Procurement – Opportunities & Contact Info

- **RAMP**

<https://www.rampla.org/s/>

- **LAWA**

www.lawa.org

Contract Status Report and Potential Opportunities:

<https://www.lawa.org/lawa-businesses/lawa-current-opportunities>

- **TDG Procurement**

pdgprocurement@lawa.org

Cliff Cortes, Procurement Supervisor

Registering w/RAMP...

LOS ANGELES

Update on coronavirus City Services City Directory

RAMP
REGIONAL ACCESS TO MARKET PROGRAM

Home Search For Opportunities Business Profiles Support LOGIN

SEARCH FOR BID OPPORTUNITIES

Opportunity

Title or Keyword

Category

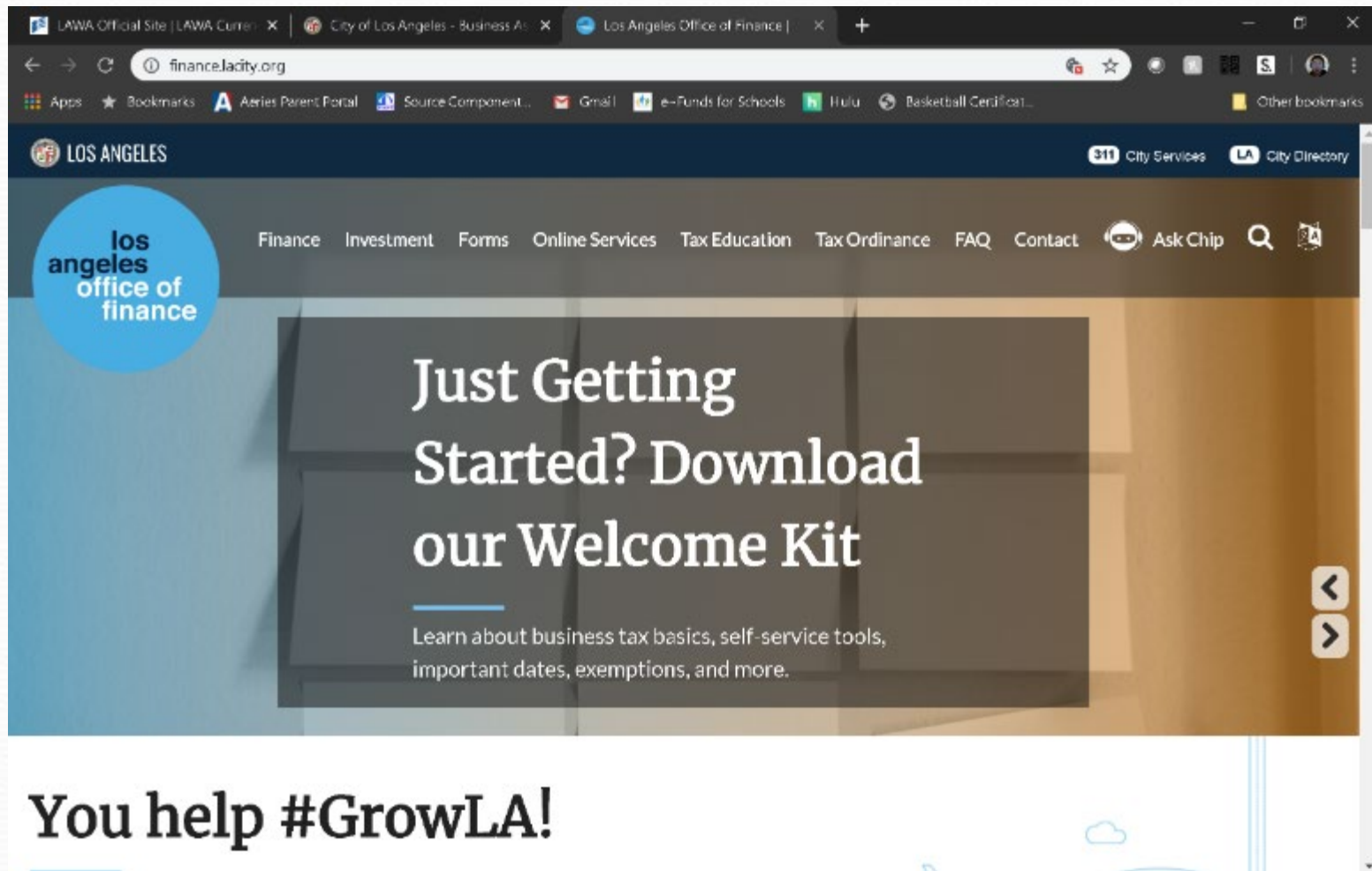
Status

Type

Search

Join RAMP to access contracting opportunities from regional partners.

<https://finance.lacity.org/>



United States Census Bureau

You are here: [Home](#) > [Business & Industry](#) > [NAICS](#)

North American Industry Classification System

[Main](#) [History](#) [Development Partners](#) [Federal Register Notices](#) [NAICS](#) [FAQs](#)

NAICS Search:

Enter keyword or 2-6 digit code

2017 NAICS Search

Enter keyword or 2-6 digit code

2012 NAICS Search

Enter keyword or 2-6 digit code

2007 NAICS Search

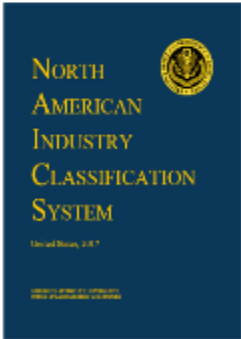
Reference Files

- 2017 NAICS
- 2012 NAICS
- 2007 NAICS
- 2002 NAICS
- 1997 NAICS
- Commentaries
- Downloadable Files
- NAICS Update Process Fact Sheet (PDF, 145KB)

Contact Us

Census.US.naics@commerce.gov

2017 NAICS Manual



[View or download this publication](#)

[PDF, 7.5MB]

Announcements

The revised 2022 NAICS Update Process Fact Sheet is now available [PDF, 146KB]

The 2017 NAICS Manual is now available here to view or download

NAICS 2017 Revision is final

August 08, 2016 [PDF, 290KB]
North American Industry Classification System—Revision for 2017; Notice, Vol. 81, No. 152

2017 NAICS Structure [XLSX, 84KB]

2017 NAICS to 2012 NAICS [XLSX, 59KB]

2012 NAICS to 2017 NAICS [XLSX, 59KB]

August 04, 2016 [PDF, 325KB]
North American Industry Classification System (NAICS)—Updates for NAICS 2017; Notice, Vol. 80, No. 149

August 09, 2014 [PDF, 292KB]
2017 North American Industry Classification System (NAICS) Revision - Notice Regarding Implementation of the Factoryless Goods Producer Classification in NAICS 2017; Notice, Vol. 79, No. 148

May 2012

is this page helpful? [Yes](#) [No](#)

BUSINESS, JOBS

& SOCIAL RESPONSIBILITY

THE FUTURE
IS NOW

OUR MISSION

- Maximize access to business and job opportunities
- Ensure that local, diverse communities benefit from LAWA'S investments
- Set the global airport standard for public corporate social responsibility

LAWA
LOS ANGELES WORLD AIRPORTS

LAWA BUSINESS, JOBS & SOCIAL RESPONSIBILITY DIVISION



BUSINESS

- Business Navigation & Support
- Business Inclusion Contract Requirements
- Contractor Development
- Bonding Assistance Program
- Contract Finance Assistance Program
- Workforce Recruitment & Sourcing
- Diversity, Equity, Inclusion Engagement
- Targeted Outreach & Engagement

businessandjobs@lawa.org
424-646-7300

www.lawa.org/groups-and-divisions/business-jobs-and-social-responsibility

LAX: OPPORTUNITIES- ACTIVE PROJECTS

PROJECT	LAMP BUSINESS INCLUSION REQUIREMENTS				
	PHASE	SBE	LBE	LSBE	DVBE
	DESIGN	22%	8%	3%	3%
	BUILD	18%	7%	5%	3%
	O & M	17%	10%	5%	3%

APM

CONRAC	PHASE	SBE	LBE	LSBE	DVBE
	DESIGN	18%	50%	10%	3%
	BUILD	22%	20%	5%	5%
	O & M	20%	7%	5%	3%

ITF-W	PHASE	SBE	LBE	LSBE	DVBE
	DESIGN & BUILD	20%	10%	5%	3%
Plus all firms named in the proposal					

PROJECT NAME	DEVELOPER or PRIME	APPROX. PROJECT VALUE
LAMP Automated People Mover	LINXS	\$3,100,000,000
Southwest Airlines 1.5	Hensel Phelps	\$493,000,000
United Airlines	Hensel Phelps	\$536,800,000
Southwest Airlines	Hensel Phelps	\$612,000,000
Midfield Satellite Concourse North (MSC North)	Turner-PCL	\$1,427,700,000
Delta Terminal Project Enabling	Clark-McCarthy	\$268,000,000
LAMP Utilities & Enabling (LULEP)	Myers-Griffith	\$309,530,000
Delta Sky Way Program	S&P/STV JV	\$1,900,000,000
Delta Hangar	Skanska	\$50,000,000
North Central Outfall Sewer	Steve Bubalo	\$10,700,000
Runway 7L 25R Reconstruction	Granite	\$51,000,000
Terminal Cores & APM Interface	Austin Commercial	\$336,531,000

SBE: Small Business Enterprise; LBE: Local Business Enterprise; LSBE: Local Small Business Enterprise; DVBE: Disabled Veteran Business Enterprise

LAX: WHAT YOU SHOULD KNOW



KNOW YOUR AGENCY

Do your Research

Understand opportunities & priorities

Understand administrative requirements

Develop relationships with agency staff

Register with RAMP

Attend workshops hosted by agency



STAY READY

Get (STAY) certified

Focus your business- do one thing & do it well

Build your capacity- look for training and mentor opportunities

Understand your finances- understand bonding, cash flow, insurance, taxes, credit

Network

Use the Project Labor Agreement to your Advantage



KNOW YOUR CUSTOMER

Understand the project: design, procurement and bid package schedule

Understand your contract

Plan for "the gap"

Develop relationships with your prime

Be careful about your bid- Bid to make a PROFIT

BE PREPARED

The doors of opportunity are open.

Prepare to walk through.

LAX: SMALL BUSINESS POLICIES & SUPPORT



ESTABLISH LAWA CONTRACTOR RECRUITMENT PIPELINE PARTNERSHIPS

Build a pipeline of firms at various levels of readiness



LAX BUSINESS NAVIGATION & SUPPORT OFFICE

Help small, local, diverse firms navigate LAWA and connect to resources



BUILDLAX- THE LAWA CONTRACTOR DEVELOPMENT ACADEMY

Provides small contractors support and preparation to address the challenges they may encounter accessing contract opportunities on LAWA projects.

BUSINESS RESOURCES

For general inquires, contact the Business Jobs and Social Responsibility Division at BusinessandJobs@lawa.org or (424) 646 -7300.



First Source Hiring Program

**Business, Jobs & Social
Responsibility Division (BJSR)**

Program Description

- The First Source Hiring Program (FSHP) is a valuable resource to connect LAX employers with job seekers.
- The program requires employers and their sub-contractors to participate by posting and promoting their jobs on www.jobsatlax.org.
- Applicants can apply directly on the company's website or directly on the www.jobsatlax.org website.
- Contractors can post their jobs manually and communicate with job seekers directly.
- Currently the website has 100,000+ active job seeker accounts and 50,000+ searchable resumes.

Next Steps for Selected Contractors

- Contact FSHP to register once a LAX contract has started by reaching Scott Lee at slee7@lawa.org for guidance and technical assistance needs.
- Complete the “FSHP Company Profile Form” located under the “Employment” tab on www.JobsatLAX.org
- Designate a liaison to work with FSHP (i.e. Manager, Human Resources personnel, etc.).
- Work with the FSHP team to post jobs online and utilize the features of the system to hire prospective employees.

FIRST SOURCE HIRING PROGRAM

For more information, please contact:

Business, Jobs & Social Responsibility
First Source Hiring Program
6053 W. Century Blvd., Suite 300
Los Angeles, CA 90045
Phone: (424) 646-7300

Websites: www.jobsatlax.org

Email: slee7@lawa.org

LAWA Contractor Development & Bonding Program

“Doing Business with Los Angeles World Airports”

Rosa Osorio
Senior Account Manager
550 S Hope Street, Suite 1835
Los Angeles, CA 90071
Cell: 213-327-5259
rosa@imwis.com



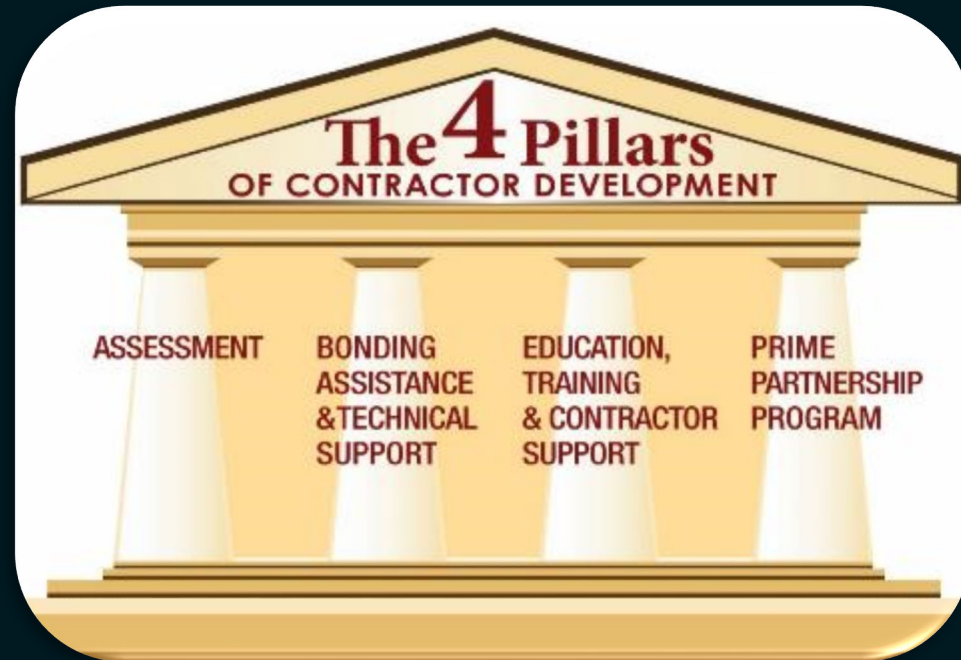
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LAWA Contractor Development Program Services

To reduce the barriers of bonding/capacity, enabling greater and successful participation of small, local, minority, women and disabled veteran owned businesses in public contract opportunities.



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LAWA Contractor Development Program Services

- ❑ Obtaining or Increasing Bonding Capacity
- ❑ Contractor Development, Capacity Building and Technical Services
- ❑ Dedicated Account Manager (Business Development)
- ❑ Agency Collateral Support
 - ❑ Bid, Performance & Payment Bonds for Qualified Contractors
- ❑ Third Party Funds Administration
- ❑ Accounting Cost Subsidy
 - ❑ \$3,200 for CPA Prepared Financial Statements
- ❑ Weekly Bid, Project and Event Email Alerts



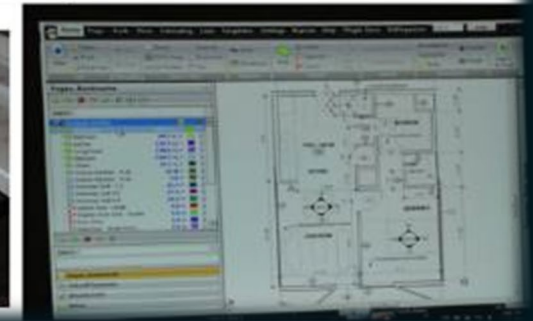
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LAWA Contractor Development Technical Assistance

- ❑ Assessment & Work Plan
- ❑ Contractor Profile
- ❑ Certifications
- ❑ Capacity Building
- ❑ Bid Document Review
- ❑ Contract Monitoring
- ❑ Monthly Workshops & Coaching
- ❑ Construction Training Academy
 - ❑ Bidding & Estimating
 - ❑ Contract Award Management



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LAWA Contractor Development Bid Document Review

Bid Review Disclaimer: Bid Review is a courtesy for contractors enrolled in the Contractor Development and Bonding Program and who meet the minimum requirements. Neither Merriwether & Williams Insurance Services nor Metro Agency is responsible for errors, oversights, omissions or misstatements made in the preparation of the Bid Review.

- ☐ Attend Pre-Bid
- ☐ Review Plans & Specs
- ☐ Assist with Identifying Risks
- ☐ Assist with Identifying Required Bid Documents
- ☐ Schedule Additional Meetings Prior to Bid Submission
- ☐ Follow Up After Bidding Process

LAWA Contractor Development Contract Monitoring



- ☐ Contract Review with Contractor
- ☐ Project Kick-off
- ☐ Monthly Site Visits (If Applicable)
- ☐ Status Reports
- ☐ Construction Schedule
- ☐ Cost Management
- ☐ Closeout



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LAWA Contractor Development & Bonding Program

“Doing Business with Los Angeles World Airports”

Rosa Osorio
Senior Account Manager
550 S Hope Street, Suite 1835
Los Angeles, CA 90071
Cell: 213-327-5259
rosa@imwis.com



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GETTING CERTIFIED

Small Business Enterprise (SBE-Proprietary)

Local Business Enterprise (LBE)

Local Small Business (LSB (formerly Small Local-now online)

**Disabled Veterans Business Enterprise
DVBE (LAWA)**

Certification Recognition

Local Small Business Enterprise (LSBE) (LAWA)

Federal Programs

Disadvantaged Business Enterprise (DBE)

Airport Concessions DBE (ACDBE)

SBE (Proprietary) Certification

Requirements:

- Firm is independently owned and operated
- Firm meets small business criteria set forth by the Small Business Administration (8a) Business Development Program or State DGS Small Business Program, whichever standard is higher

Advantage:

- Certification provides additional opportunities in competing against non-certified subcontractors for procurement opportunities calling for SBE (Proprietary)-certified firms

Process:

- If certified by one of the agencies on the chart in the following slide, provide copy of the certification or approval letter; OR if not, submit SBE (Proprietary) Application for processing.
- Certification is good for two years.

Applying:

- Go to <https://bca.lacity.org/Uploads/cca/SBE%20%28Proprietary%29%20Application.pdf>

Types of Projects: Construction, professional and non-professional projects valued over \$150,000.

SBE (Proprietary) Certification

If your firm is currently certified with one of the following agencies you do **NOT** need to go through the Certification process, simply submit a copy of your certification to a Certification analyst or with your bid/proposal.

CERTIFYING AGENCY	CERTIFICATION	ACCEPTED BY LAWA FOR SBE (PROPRIETARY)?
<u>Federal Small Business Administration (SBA)</u>	SBA 8(a) Business Devpt. Program	Yes
<u>State of California Department of General Services (DGS)</u>	SB, SB-Public Works, SB (micro)	Yes
<u>California Department of Transportation (CALTRANS)</u>	SMBE, SWBE, DBE	Yes
<u>L.A. County Metropolitan Transportation Authority (METRO)</u>	SBE, DBE	Yes
California Unified Certification Program (CUCP) Agencies: <ul style="list-style-type: none"> • California Department of Transportation (CALTRANS) • <u>City of Fresno</u> • <u>City of Los Angeles</u> • <u>L.A. County Metropolitan Transportation Authority (METRO)</u> • <u>San Diego County Regional Airport Authority (SAN)</u> • <u>San Francisco Bay Area Rapid Transit District (BART)</u> • <u>San Francisco International Airport (SFO)</u> • <u>San Francisco Municipal Transportation Agency (SFMTA)</u> • <u>San Mateo County Transit District (SAMTRANS)</u> • <u>Santa Clara Valley Transportation Authority (VTA)</u> 	DBE	Yes
<u>US Women's Chamber of Commerce (USWCC)</u>	WOSB, EDWOSB	Yes
<u>Women's Business Enterprise Council West (WBEC-WEST)</u>	WOSB	Yes
<u>National Women Business Owners Corporation (NWBOC)</u>	WOSB, EDWOSB	Yes
<u>City of Los Angeles</u>	SBE, SLB	Yes
<u>County of Los Angeles</u>	LSBE	Yes

LBE Certification

Requirements:

- Must have business workspace within County of Los Angeles boundaries:
 - Headquartered (physically conducts and manages all operations) in the County; **OR**
 - at least 50 of its full-time employees perform work within the boundaries of the County at least 60 percent of their total hours worked on annual basis; **OR**
 - at least half of its full-time employees work within the boundaries of the County at a minimum of 60 percent of their total regular hours worked on annual basis.
- City of Los Angeles Business Tax Registration Certificate
- Current on all City & County taxes
- Licenses, permits, etc to provide goods and/or services under NAICS codes

Advantage:

- Certified LBEs on procurement contracts over \$150,000 are given an 8% deduction on the bid amount or 8 points toward the proposal score

Process (on-line in RAMP):

- LBPP Application Form completed by Local Business
- Application posted by firm on RAMP (Mayor's website) & verified by BCA/LAWA
- Certification valid for five years.

LBE Certification

Example: Any type of business, the major eligibility criteria is business workspace/headquarters located within LA County boundaries

NOTE: LAWA does not accept Harbor's LBE or LA County LSBE certification. LBE Certification does not apply to contracts that involve the expenditure of funds that are not entirely within LAWA's control; i.e., grants, federal funds, etc.

Also, virtual business offices, PO Box centers, mail centers, or other temporary business locations are not eligible for LBE certification.

Local Small Business (LSB) Certification (formerly Small Local; changed as of 8/7/2021)

Requirements:

- Principal office located in the County of Los Angeles **(must be eligible or qualified for LBE Certification first)**
- Gross receipts (including affiliates) for the previous fiscal year must be less than \$5 million (formerly \$3 million)
- City of Los Angeles Business Tax Registration Certificate

Advantage:

- Certified LSB responsible bidders on procurement contracts under \$100,000 given a 10% deduction on their bid amount

Process (on-line in RAMP (fka BAVN) as part of LBPP (LBE) Application Form):

- Apply on-line, Application is reviewed, a copy of current taxes, and BTRC will be requested as part of required documents
- Certification process is simple and good for 30 months or two and a half years

Applying:

- Go to <https://www.rampla.org>

Type of Contracts: Mostly goods and commodities.

DVBE (LAWA) Certification

Requirements:

- Must be certified by any one of three agencies, two Federal, one State of California (**see following slide**) **and either certified as LBE(LA) or**
- Must **also** have business workspace within the State of California:
 - Headquartered (physically conducts and manages all operations) in the State; **OR**
 - at least 50 of its full-time employees perform work within the boundaries of the State at least 60 percent of their total hours worked on annual basis; **OR**
 - at least half of its full-time employees work within the boundaries of the State at a minimum of 60 percent of their total regular hours worked on annual basis.
- City of Los Angeles Business Tax Registration Certificate
- Current on all City, County, & State taxes

Advantage:

- Certified DVBE(LAWA)s on procurement contracts over \$150,000 are given an 8% deduction on the bid amount or 8 points toward the proposal score

Recognized for DVBE (LAWA) Certification

CERTIFYING AGENCY	CERTIFICATION	ACCEPTED BY LAWA AS DVBE (LAWA)?
U.S. Department of Veterans Affairs*	Service-Disabled Veteran-Owned Small Business (SDVOSB)	Yes
U.S. Small Business Administration*	Service-Disabled Veteran-Owned Small Business (SDVOSB)	Yes
State of California	Disabled Veteran Business Enterprise (DVBE)	Yes

*The Federal SDVOSB must be headquartered or have employees working at a business workspace in California in order to be certified as a DVBE (LAWA)

- **If a firm, after uploading a completed DVBE(LAWA) Affidavit in RAMP, is verified as being certified by one of the Federal agencies as an SDVOSB and is also verified as certified as a City of Los Angeles LBE, that firm may be granted DVBE (LAWA) certification..**

DVBE (LAWA) Certification

Process (on-line in RAMP):

- Affidavit of Eligibility downloaded and completed by Disabled Veterans Business firm
- Affidavit posted by Disabled Veterans Business firm on RAMP (Mayor's website) & verified by LAWA
- Analyst reviews Affidavit and sends email to firm requesting required documents (if applicable)
- Certification valid for five years.
- An optional site visit may be conducted to verify State of California location.

Applying:

- After registering on RAMP, download a DVBE(LAWA) Affidavit and apply online by completing and uploading the Affidavit.

Example: Any type of business

NOTE: DVBE (LAWA) Certification does not apply to contracts that involve the expenditure of funds that are not entirely within LAWA's control; i.e., grants, federal funds, etc.

LAWA's Local Small Business Enterprise (LSBE) Certification Recognition

- **There is no separate LSBE certification process with the City of Los Angeles or with LAWA. In order to qualify as a LAWA LSBE, a firm must be certified as an SBE(Proprietary) and LBE**
- **What happens if I have LSBE certification from the County of Los Angeles?**
 - Your firm will be recognized as an SBE (Proprietary) by LAWA.
 - However, you must submit a LBPP Application with the City of Los Angeles in RAMP.
 - If your firm meets the City of Los Angeles' LBE criteria and consequently obtains LBE certification, your firm will then be recognized as both an LBE and LSBE by LAWA.

LAWA's Local Small Business Enterprise (LSBE) Certification Recognition

Advantage: LSBE(LAWA) recognition provides additional opportunities in competing against non-recognized subcontractors for procurement opportunities calling for LSBE (LAWA)-recognized firms

Example: Any type of business

NOTE: As mentioned previously, LAWA does not accept LA County LSBE Certification for Local Business Enterprise Certification Recognition.

DBE/ACDBE Certification Requirements

	DBE	ACDBE
Ownership & Control Requirements	For-profit, independent business that is at least 51% owned <u>and</u> controlled by socially and economically disadvantaged individuals (Asian-Pacific, Black, Hispanic, Native American, Subcontinent Asian, Women)	
Qualifying Owner's Personal Financial Limit	Less than \$1,320,000 (excluding equity in primary residence and applicant business)	
Business Gross Receipts Limit, (Including Affiliates)	Small Business Administration Industry Size Standards up to \$28.48* million (averaged over 3 years)	\$56.42 million (averaged over 3 years)
Type of Business	Any	A business that is: (a) located on the airport selling consumer goods or services to the public (excludes taxi, custodial & security services, and aeronautical activities) OR (b) Suppliers of goods and services to concessionaires (includes management, advertising, & web-based contractors)

*Increased from \$26.29 million, effective March 1, 2022

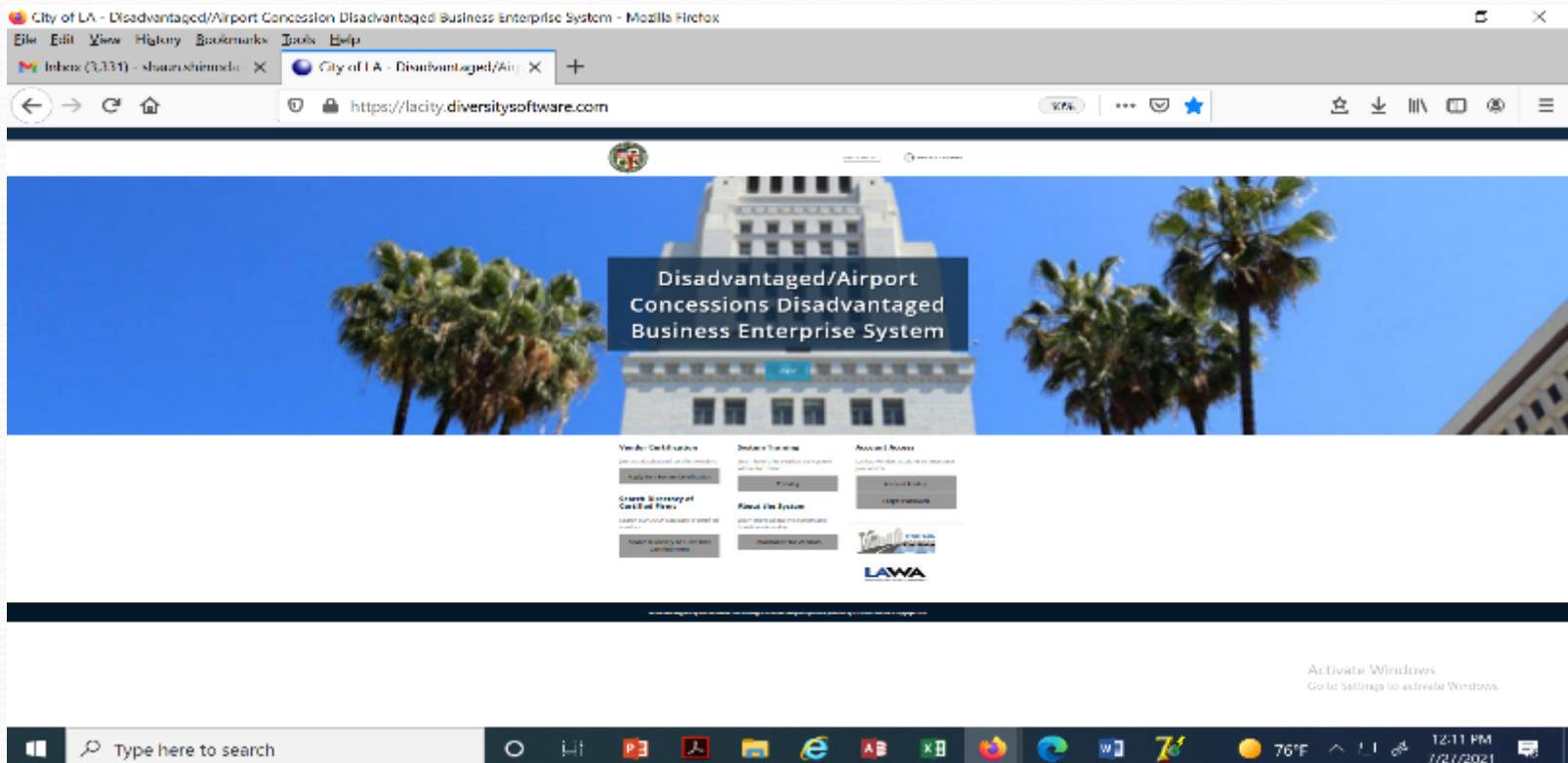
DBE / ACDBE Certification

Applying for DBE or ACDBE Certification:

Please note: New as of March 2021

For potential new DBE/ACDBE applicant firms, please use the weblink below to register and apply.

Click here to access the <https://lacity.diversitysoftware.com/>



DBE / ACDBE Certification

Advantage:

- Certification provides additional opportunities in competing against non-certified subcontractors
- Marketing exposure through nationwide, statewide, and citywide databases
- One stop shop – the City's DBE/ACDBE certifications are honored throughout CA (CUCP includes CALTRANS, Metro, etc.)
- DBE/ACDBE certification is good until or unless removed for cause; e.g., change in ownership or control, exceeds size standards or personal net worth or failure to cooperate.

ACDBE Examples:

- On-line and hard copy airport magazine publisher
- On-line digital advertising vendor
- Vehicle Service and Maintenance Provider off the LAWA campus who performs CHP-standard vehicle inspections and services. Staff also repairs, services, and maintains tour buses and shuttle vans that transport travelers to and from LAX.
- Vending machine operator providing baby products
- Dark Chocolate Manufacturer, candy and other products

DBE/ACDBE Certification Process

1. Preliminary Intake Review:

Submitted documents are checked for completeness

2. Desk Audit:

Supporting documents are reviewed to determine eligibility for certification, additional information may be requested

3. Mandatory Site Visit (Due to COVID-19, virtual or telephonic):

Interview applicant at the business location; physical verification that business exists, additional information may also be requested

4. Final Review for Approval/Denial

Start the Certification Process Today!

Getting Certified

For more information:
<http://bca.lacity.org>

Certification Helpline
(213) 847-2684
bca.certifications@lacity.org

Shaun Shimoda-Kobayashi, LAWA Certification Manager
(213) 847-2650
shaun.shimoda-kobayashi@lacity.org

Elaine Luong-Huynh, LAWA Certification Analyst
(213) 847-2436
elaine.luong@lacity.org

Directories of Certified Firms:

CUCP: <https://californiaucp.dbesystem.com/> Directory City of LA go to <http://bca.lacity.org> ->
Certification Listings -> go to <https://bca.lacity.org/CertificationListings/DBETable.php>



ADMINISTRATIVE REQUIREMENTS

Administrative Requirements

Due with bid/proposal

- Affidavit of Non-Collusion (*Form: Notary signature*)
- Bid Bond (*Form, project specific*)*
- Bidder Contribution Limits (*Form CEC 55, >\$100,000*)
- Contractor Responsibility Program (*Form, Board approval*)
- Equal Benefits Ordinance (*Form, project specific*)*
- Municipal Lobbying Ordinance (*Form CEC 50, > \$25,000*)
- Vendor Identification Form
- Subcontractor Participation Plan
- *Iran Contracting Act of 2010*
- Insurance (pricing only), if greater than \$1 million...requirements...

Administrative Requirements

Selected Bidder/ Proposer Requirements

- Affirmative Action Plan (*Language*)
- Assignment of Anti-Trust Claims (*Language*)
- Child Support Obligations (*Language*)
- First Source Hiring Program (*LAX only*)
- Labor Peace Agreement (*Language, concessions only*)
- Living Wage Ordinance/Service Contractor Worker Retention Ordinance (*Language; if applicable, complete the Correct Exemption Form*)*
- Insurance (*Form*)

Administrative Requirements

Administrative Requirements Website:

<http://www.lawa.org> - > About LAWA - >
Business Opportunities - > Administrative Requirements

Next Steps...

1. Check the products and services that LAWA needs on www.lawa.org -> Business Opportunities -> What LAWA Buys as well as the LAWA Construction Forecast Report. Additionally, reach out to Prime Contractor and potential business partners.



2. Research applicable CERTIFICATION Programs and APPLY.



3. Register on Los Angeles Regional Alliance Marketplace for Procurement—RAMP— at <https://www.rampla.org>



4. Check the Expiring Contracts Report at <https://www.lawa.org/en/lawa-businesses/lawa-current-opportunities> for contracts that are about to expire.



Next Steps...

5. Contact Business Jobs & Social Responsibility Division for upcoming Outreach Events.



6. Attend any relevant pre-bid/proposal meetings (refer to RFB/P)



7. Research LAWA's Contractor Development & Bonding Program for technical assistance.



8. Research LAWA's First Source Hiring Program for any employee needs.



9. If applying, contact the Contract Administrators of the RFB/P regarding questions on the scope of work.

Next Steps... (cont.)

- 10. Contact LAWA's Strategic Sourcing Division (Contract Services Unit) regarding Administrative Requirements at (424) 646-5380 or go to www.lawa.org
- > About LAWA - > Business Opportunities - >
Administrative Requirements**

Contact Information

LAWA Business, Jobs & Social Responsibility	Main Line: (424) 646-7300	businessandjobs@lawa.org	https://www.lawa.org/groups-and-divisions/business-jobs-and-social-responsibility
LAWA Strategic Sourcing Division	PSD Main Line: (424) 646-5380	Purchasing: (424) 646-7392	https://www.lawa.org/en/groups-and-divisions/procurement
City of Los Angeles Contractor Development and Bonding Program (Rosa Osorio, Sr. Account Manager)	(213) 327-5259		rosa@imwis.com
First Source Hiring Program	(424) 646-7300		slee7@lawa.org
LAWA Risk Management Insurance Compliance Section	(424) 646-5480		
Department of Public Works, Bureau of Contract Admin.	bca.certifications@lacity.org		
Los Angeles Regional Alliance Marketplace for Procurement (RAMP)	https://www.rampla.org		
The Development Group (TDG)	pdgprocurement@lawa.org		
Commercial Development Division	(424) 646-7200		

DOING BUSINESS with Los Angeles World Airports



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