



Doing Business with Los Angeles World Airports

Monthly Workshop

December 7, 2022

A G E N D A

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|--------------|--|---|
| 9:00 | Introduction – Business Opportunities –
Competitive Processes (RFP/RFBs) | <i>JOON LEE</i> |
| 9:20 | Concessions Overview | |
| 9:30 | The Development Group Overview | <i>CLIFF CORTES</i> |
| 9:40 | Registering on RAMP Demo | <i>JOON LEE</i> |
| 9:50 | Business Assistance Programs: | |
| | <ul style="list-style-type: none">• Business, Jobs, and Social Responsibility• First Source Hiring Program• Contractor Development & Bonding Program | <i>LISSETTE COVARRUBIAS</i>

<i>ROSA OSORIO</i> |
| 10:15 | Certification | <i>ELAINE LUONG-HUYNH</i> |
| 10:30 | Administrative Requirements | <i>QUINNETTE MCLEOD</i> |