



Doing Business with Los Angeles World Airports

Monthly Workshop

October 4, 2023

A G E N D A

9:00	Introduction – Business Opportunities – Competitive Processes (RFP/RFBs)	<i>JOON LEE</i>
9:20	The Development Group Overview	<i>SOPHIA CAVALLI</i>
9:30	Concessions Overview	<i>TITUS DECOURSEY</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>ESTHER LANDIN</i> <i>ESTHER LANDIN</i> <i>MICHAEL NG</i>
10:15	Certification	<i>SHAUN SHIMODA-KOBAYASHI</i>
10:30	Administrative Requirements	<i>SYLVIA GARCIA</i>