



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

### **Monthly Workshop**

**September 7, 2022**

## **A G E N D A**

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|--------------|--|--|
| <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>NEIL MALABUYOC</i>  |
| <b>9:30</b>  | <b>The Development Group Overview</b>  | <i>CLIFF CORTES</i>  |
| <b>9:40</b>  | <b>Registering on RAMP 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>ANTONIO DUPRE</i><br><i>SCOTT LEE</i><br><i>ROSA OSORIO</i> |
| <b>10:15</b> | <b>Certification</b>   | <i>ELAINE LUONG-HUYNH</i>                                      |
| <b>10:30</b> | <b>Administrative Requirements</b>   | <i>BRIAN GARCIA</i>  |