

# DOING BUSINESS WITH LAWA WORKSHOP

LOS ANGELES WORLD AIRPORTS

LAWA | LAX VNY

Rev 04/2025

# *Los Angeles World Airports*



- In 2024: 77 M passengers (2% increase from previous year)
- 2023, 75 M passengers (14% increase from previous year)
- 2022, 66 M passengers (#5 in US)
- 2021, 48 M passengers (#5 in US)
- 2019, 88 M 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**
- **Registering on RAMP**
- **Business Assistance Programs**
- **Certification**
- **Administrative Requirements**
- **Next Steps**

# ***Business Opportunities***

LAWA procures almost \$400 million annually in Request for Bids (RFBs):

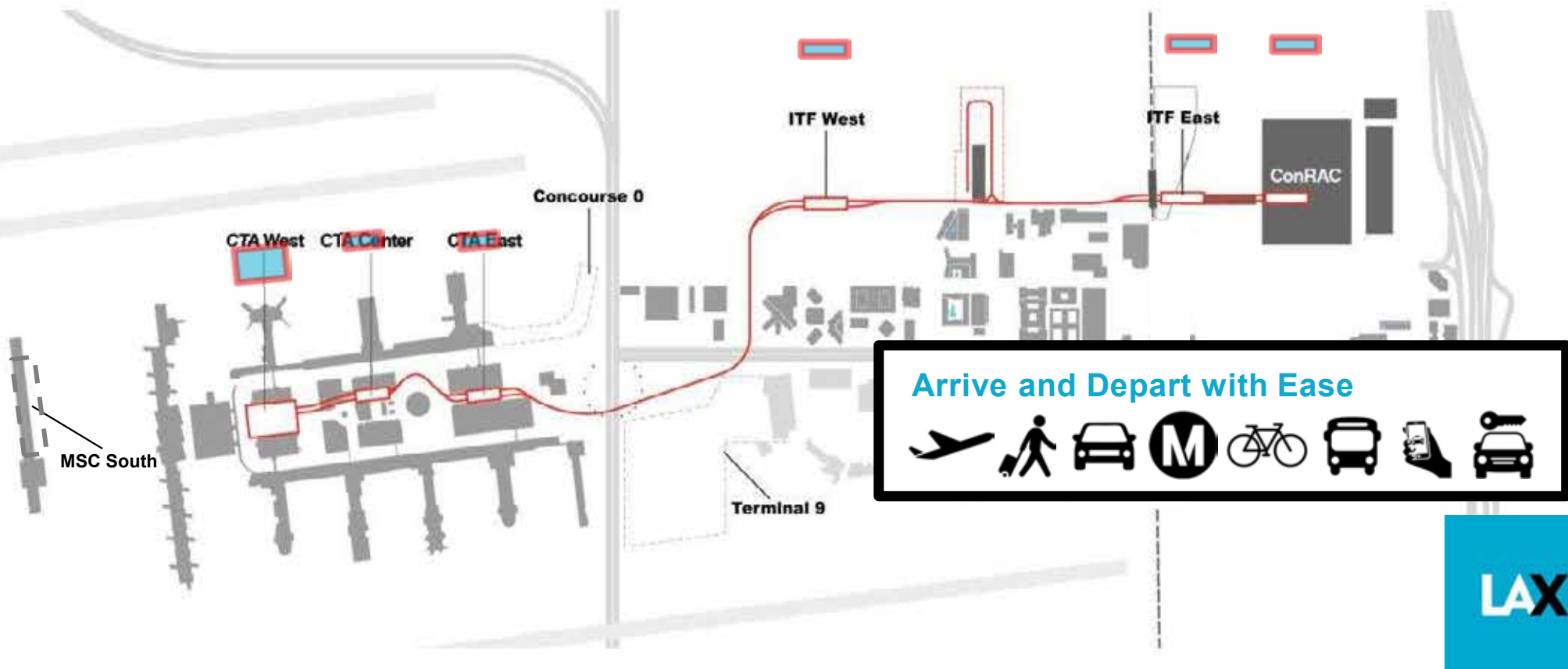
- Goods and Equipment
- Materials and Supplies
- Non-professional services.



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

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

# Efficiency and Dependability for Every Traveler



# ***Request For Proposals (RFP)***

- A **Request for Proposal** is used for the competitive procurement of:
  - 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: **Bonfire*****

- **DUE DATE**

- There are no exceptions to the stated Due Date and Time
- **RFP proposal submittal is uploaded via LAWA's eSourcing Application: BonFire.**

- **QUESTIONS & CLARIFICATIONS**

- All questions are submitted in writing through Bonfire.

- **PRE-PROPOSAL MEETINGS**

- Non-mandatory.

# ***Additional RFP Requirements***

- **COMPLETION OF DOCUMENTS**

- Any Worksheets/Submittals and Administrative Requirements must be filled out as directed and uploaded completely in Bonfire. Failure to do so may invalidate RFP.

- **BE CAREFUL**

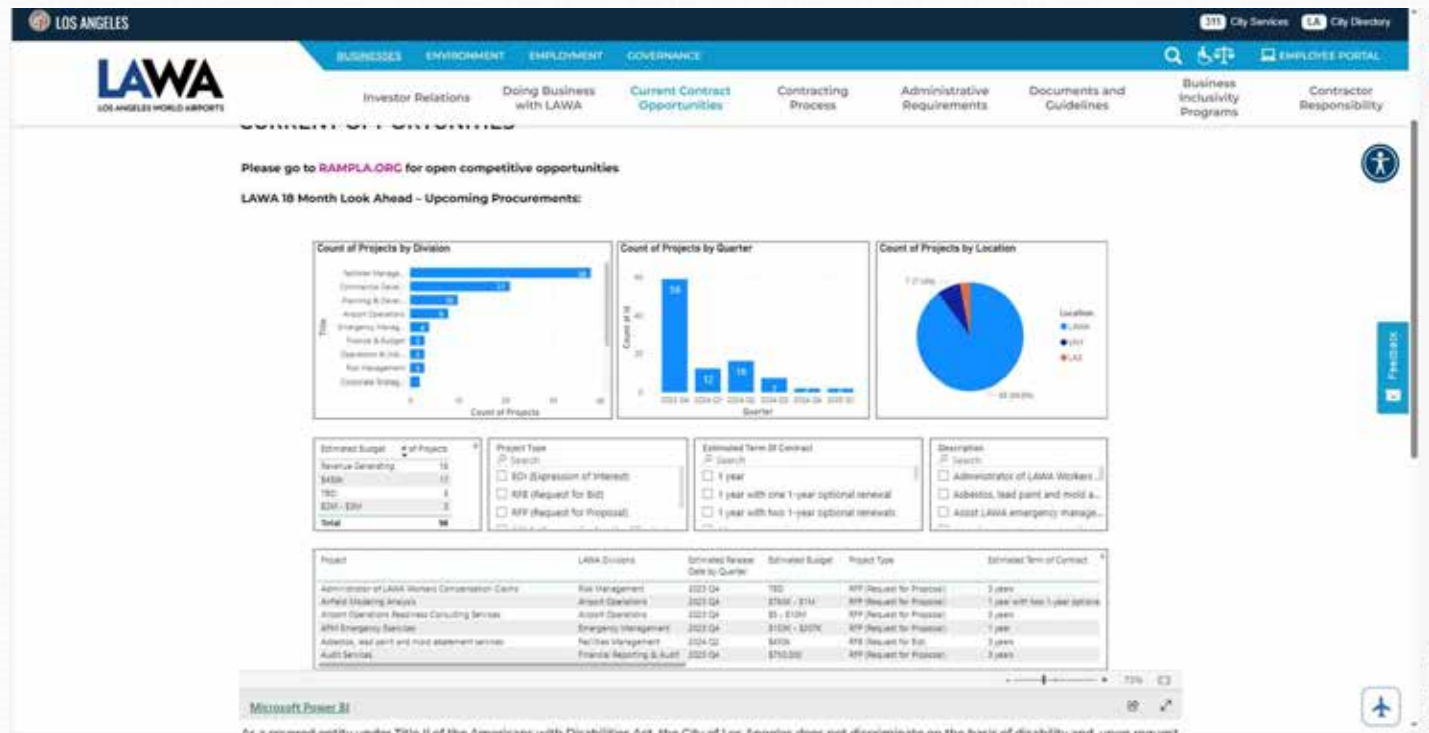
- Be sure to read and complete the RFP documents accurately. Failure to do so may invalidate your RFP.
- **DO NOT submit proposals at the last minute.**

# Construction Forecast Report

## (LAWA Development Group)

LAWA 18 month look ahead- upcoming procurements:

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



For questions, contact [PDGprocurement@lawa.org](mailto:PDGprocurement@lawa.org)

## ***Request For Bids (RFB)***

- A **Request for Bid** is used for the competitive purchase of:
  - 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: Bonfire***

- **DUE DATE**

- There are no exceptions to the stated Due Date and Time
  - **RFB bid submittal is uploaded via LAWA's eSourcing Application: BonFire.**

- **QUESTIONS & CLARIFICATIONS**

- All questions are submitted in writing through Bonfire.

- **PRE-BID MEETINGS**

- Mandatory vs. Non-mandatory.

## ***Additional RFB Requirements***

- **COMPLETION OF DOCUMENTS**

- Any Bid Worksheets/Submittals and Administrative Requirements must be filled out as directed and uploaded completely in Bonfire. Failure to do so may invalidate RFP.

- **DEVIATION FROM SPECIFICATIONS**

- When allowed and as indicated, bidders may quote on any other comparable make/brands; please indicate make/brand and model name/number.

- **BE CAREFUL**

- Be sure to read and complete/upload the bid documents in Bonfire. 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>
- Bonfire  
<https://lawa.bonfirehub.com/portal/?tab=openOpportunities>

# 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/035LRprebid>

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.brown@skanska.com](mailto:connie.brown@skanska.com) or 951-202-3113.

This project has 20% SBE, 7% LBE, 3% LDBE 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 (RAMP): [www.ramp-la.org](http://www.ramp-la.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.brown@skanska.com](mailto:connie.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 [http://www.laweb.org/index.cfm?section=contract\\_business\\_insurance](http://www.laweb.org/index.cfm?section=contract_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 Santa Road, Brea, CA 92609

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 subcontracting opportunities under Skanska USA Civil for work on Roadways, Utilities & Enabling (RUE) Project at LAX

<http://bit.ly/rueplanroom>



# **AIRPORT DEVELOPMENT GROUP**

# \$30 BILLION TRANSFORMATION

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Airport Development Group, Economic Impact Team

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LAWA | LAX VNY

# Economic Impact Team: Inclusivity & Workforce Development



- Establishes CIP Inclusivity & Workforce standards
- Monitors compliance & Prompt Payment
- Contractor Partnering & Engagement
- XBE Capacity Building
- Measure and report CIP economic impact
- LCP Tracker implementation
- Incorporate Best Practices & Track Lessons Learned

# \$30 Billion Capital Improvement Program

LAWA has the industry's largest and most complex Capital Improvement Program

## Terminal Development Program

- The West Gates at Tom Bradley International
- Terminal 1.5, 2, 3, 4, 5, 6
- Terminal 4.5 Core
- Terminal 5.5 Core
- West Gates Extension

## Airport Development Program

- New Roads and Improvements
- Cargo Complex

## LAX Wayfinding Program

## Landside Access Modernization Program

- Automated People Mover System
- Consolidated Rent-A-Car Facility
- Auxiliary Curbs
- LAX Economy Parking Facility

## Airfield and Terminal Modernization Program

- New elevated roads and entrance to LAX
- Airfield enhancements

## LAX Landscape Program

# CIP Projects Operational by 2028

## Terminals

- Terminal 2/3 Modernization
- TBIT Core & APM Interface
- Terminal 6 Modernization
- Terminal Cores
- Midfield Satellite Concourse (MSC) South
- TBIT Optimization
- Terminal 4 Baggage Handling System
- Terminal 4/5 Modernization
- Landscaping Improvement Program
- Wayfinding Program

## Landside (LAMP)

- Consolidated Rent-A-Car (CONRAC)
- Automated People Mover (APM)
- ITF Auxiliary Curbs
- Receiving Station – X (RS-X)
- Smart Parking System Infrastructure

## Airside (Taxiway & Runways)

- Taxiway D Extension Project
- North Airfield Exit Taxiways
- Taxilane C6 Reconstruction
- Enabling Taxiway C East Extension
- Enabling Taxiway D and E Easterly Extension
- Taxilane C7 and C8 Reconstruction
- Taxiway C East Extension Phase 1

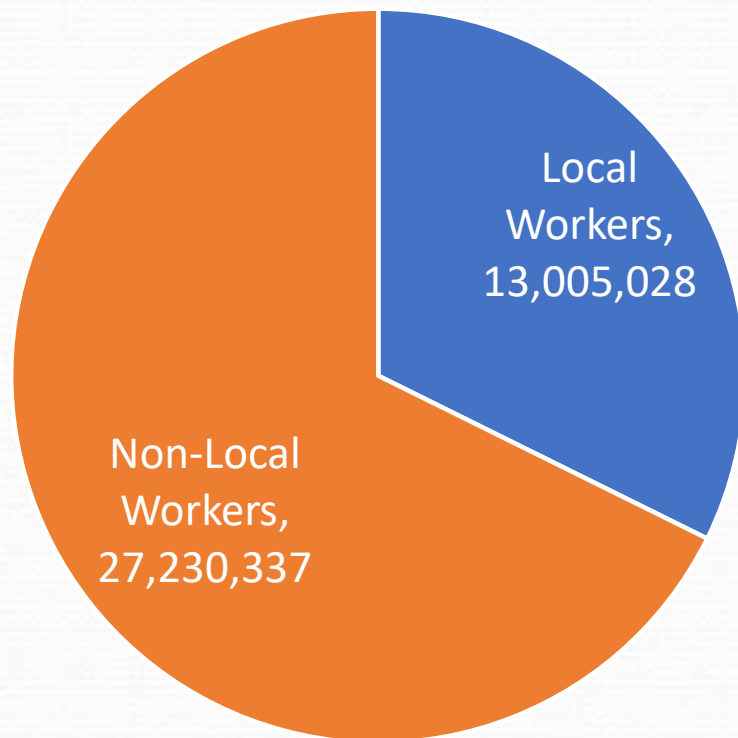
# Owner of Choice

An architectural rendering of a modern building with extensive glass facades. The building features a multi-level walkway with glass railings. A white van is parked on a street in the foreground. The sky is blue with light clouds. The left side of the image is overlaid with a dark blue semi-transparent rectangle containing white text.

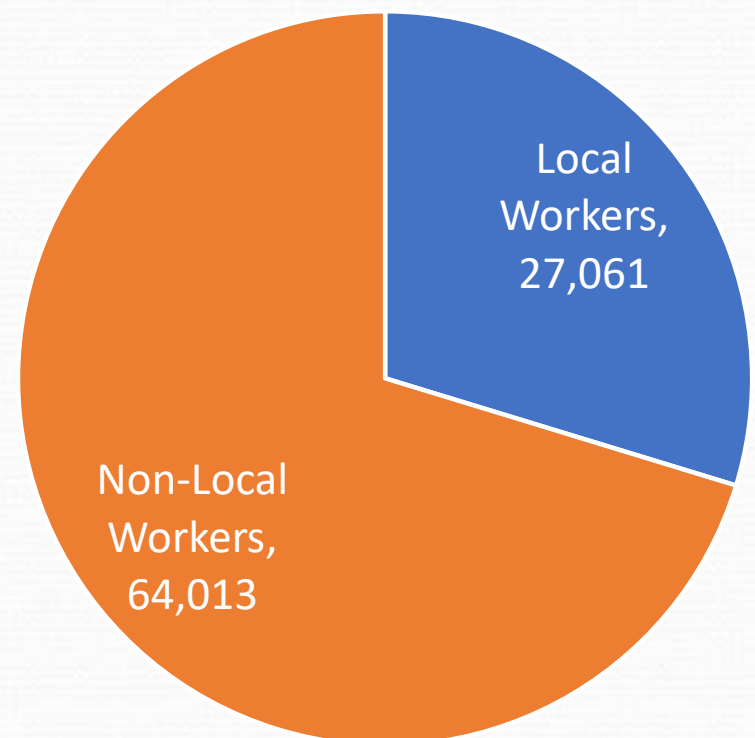
- Prompt Payment
- Design and Construction Handbook
- Insurance Requirements
- Inclusivity & Economic Impact
  - Microbusiness Inclusion
  - Mentor Protégé Programs
  - Internship and Education Programs
- LAWA Contractor Assessment

# Economic Impact: Quality Career Jobs

Total Worker Hours: **40,235,365**



Total Workers: **91,074**





# Economic Impact: Inclusivity & Workforce Development

- XBE Participation
- Mentor Protégé
- Partnering
- Capacity Building
- HireLAX Program
- Local Worker Hiring
- Internships
- K-12 STEM Education

# Contracting Opportunities

Project	Awarded	Contractor	Sub Opportunities
Wayfinding Program	Yes	Webcor	Yes
ATSAC Hub Design Bid Build	Yes	Aldridge Electric	Yes
VNY Taxiways Reconstruction	Yes	Griffith Company	Yes
RUE	Yes	Skanska	Yes
ITF Auxiliary Curbs Project	Yes	Swinerton Builders	Yes
ATMP Roadways	Yes	Skanska Flatiron	Yes
Landscaping Improvements	Yes	Hensel Phelps	Yes
Cargo Modernization	Yes	Hensel Phelps (LAX Community Partners	Yes

# MATOC Construction, Design Build – Sub Opportunities

## Large

AECOM Hunt  
Austin Commercial LP  
Balfour Beatty  
Clark Construction  
Flatiron West, Inc.  
Granite Construction  
Griffith Company  
Hensel Phelps  
McCarthy Building Companies, Inc.  
PCL Construction  
Skanska USA  
Sully-Miller Contracting Company  
Swinerton  
The Whiting-Turner Contracting Company  
Turner Construction and Skidmore,  
Owings, & Merrill LLP  
W.E. O'Neil Construction  
Webcor Builders

## Medium

Kemp Bros. Construction  
Myers & Sons Construction  
Pinner Construction  
Silverado Construction  
Xcel Mechanical Systems, Inc.

## Small

Birdi Systems, Inc.  
J-Squared General Contractors  
Lucas Builders, Inc.  
Mata Construction Services  
Miaden Buntich Construction, Co.  
Premier Interior Development  
Steve Bubalo Construction Co.  
TEC Constructors & Engineers  
Technion Contractors TCI

# Stay Connected

Questions about  
opportunities:

[TDGprocurement@lawa.org](mailto:TDGprocurement@lawa.org)

Sophia Cavalli  
Industry Relations  
[scavalli@lawa.org](mailto:scavalli@lawa.org)  
Office: 424-646-8953  
Cell: 949-244-7117

## JOIN OUR NETWORK!

ImpactLAX





# CONCESSIONS

# ***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 with 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 passengers can access in the terminals (e.g. WiFi)
  - Advertising business providing displays or messages to the public at the Airport (e.g. JCD)

# ***LAWA Concessions Overview***

## **Does LAWA manage all concessions at LAX?**

Yes, using two (2) concession management models:

### **A. Direct Agreements through LAWA**

- Business Relationship Manager (BRM) manages agreements for airport-wide concession services (currency exchange, luggage carts, etc.), Food & Beverage and Retail concessions in Terminals 4, 5, 7, and 8.

### **B. Indirect Agreements through URW**

- URW (Unibail-Rodaco-Westfield) is the Terminal Commercial Manager for LAWA (somewhat like a Property Manager)
- Manages concessions in Terminals 1, 2, 3, 6, and TBIT via Unit Concession Agreements

# ***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 on RAMPLA ([www.rampla.org](http://www.rampla.org)) and Bonfire ([www.lawa.bonfirehub.com](http://www.lawa.bonfirehub.com)).
- LAWA concession agreements have various expiration dates. Registering with RAMPLA and Bonfire ensures you will be notified when new opportunities are available.

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

- Educate yourself on partnership opportunities and research their ACDBE opportunities.
- Reach out to URW to learn more about opportunities available in terminals managed by them.

# 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)
AlclearLLC	Expedited Travel Service	Monica Tucker
Areas USA LAX, LLC	Food and Beverage	Vimal A Patel
Bank of America	ATM	Monica Tucker
Bottling Group LLC	Vending Machines	Vimal A Patel
Crews Hospitality, LLC	Food and Beverage	Vimal A Patel
DFS Group LP	Duty-Free Retail	Neil E Malabuyoc
DN Dakota/JME LAX 8549 Pucks LLC	Food and Beverage	Vimal A Patel
DN Dakota/JME LAX 8589 Farmers LLC	Food and Beverage	Vimal A Patel
Grab LAX JV, LLC	Mobile Ordering & Delivery Platform	Benet P Yowarski
Host International Inc	Food and Beverage	Vimal A Patel
Hudson - Magic Johnson Entreprises Concourse Ventures LLC	Retail Shops	Carolyn Nelson
JCDecaux Airport Inc	Advertising	Denise G Sample
LAX Retail Magic 2 JV	Retail Shops	Carolyn Nelson
LAX Retail Magic 3-4 JV	Retail Shops	Carolyn Nelson
Lenlyn Limited	Currency Exchange	Carolyn Nelson
Smarte Carte, Inc.	Luggage Carts	Neil E Malabuyoc
URW Airports LLC	Food/Beverage & Retail	Benet P Yowarski



## ***Concessions Contacts***

### **LAWA Commercial Development**

(424) 646-7200

Email: *CDGopportunities@lawa.org*

### **URW**


Michelle Miller, Director of Leasing

Email: *michelle.miller@URW.com*




# **REGISTERING ON RAMP**

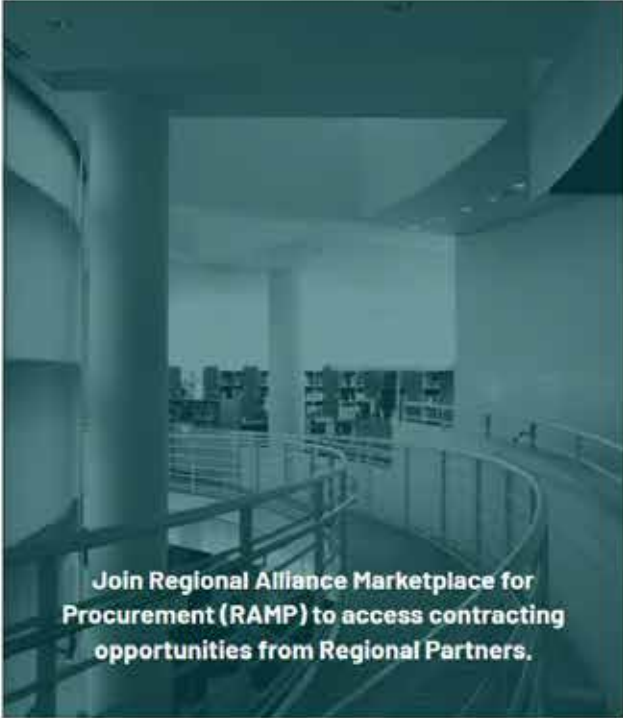
# *Registering w/RAMP...*

LOS ANGELES

311 City Services LA City Directory



[Home](#) [Search For Opportunities](#) [Business Profiles](#) [Support](#) [Login/Register](#)



Join Regional Alliance Marketplace for Procurement (RAMP) to access contracting opportunities from Regional Partners.

## SEARCH FOR BID OPPORTUNITIES

Opportunity

Category

Status

Type

[Search](#)

## RECENT OPPORTUNITIES

# Bonfire

## (Strategic Sourcing Division)

- Procurement Portal:
  - <https://lawa.bonfirehub.com/portal/?tab=openOpportunities>

The screenshot displays the LAWA Procurement Portal interface. At the top, the LAWA logo is on the left, and 'Log In' and 'Register' buttons are on the right. The main heading is 'Procurement Portal Los Angeles World Airports (LAWA)'. Below this, there's a 'Department' dropdown menu set to 'All'. Two tabs are visible: 'Open Public Opportunities' (active) and 'Past Public Opportunities'. A search bar is located to the right of the tabs. The main content area features a table with the following columns: Status, Ref. #, Project, Department, Close Date, Days Left, and Action. Five opportunities are listed, all with a status of 'OPEN'. Each row includes a 'View Opportunity' button. At the bottom, there are links for 'Technical Support', 'Portal Security', 'Terms of Service', 'Privacy Policy', and 'Site Map'. The footer indicates the portal is 'Powered by Bonfire'.

Status	Ref. #	Project	Department	Close Date	Days Left	Action
OPEN	0031-2024-04-RFP-215544	Mass Notification System RFP (Personal Services)	Information Technology	Aug 13th 2024, 2:00 PM PDT	2	<a href="#">View Opportunity</a>
OPEN	0057-2024-08-RFP-216241	Request for Proposals for a Revolving Credit Facility (Personal Services)	Finance & Budget	Aug 27th 2024, 2:00 PM PDT	16	<a href="#">View Opportunity</a>
OPEN	0016-2024-01-RFP-214355	Lease Opportunity - Non-Aviation Airport Property 6550 Odessa Avenue, Van Nuys, CA 91406 (Personal Services)	Property	Sep 10th 2024, 2:00 PM PDT	30	<a href="#">View Opportunity</a>
OPEN	0032-2024-04-RFP-216225	16755 Roscoe Blvd Property Lease RFP (Personal Services)	Property	Sep 26th 2024, 2:00 PM PDT	46	<a href="#">View Opportunity</a>
OPEN	0033-2024-04-RFP-216062	RFQ for Multiple Award Task Order Contracts -MATOC- for Design Build and Construction Services (Construction)	Planning & Development	Sep 26th 2024, 2:00 PM PDT	46	<a href="#">View Opportunity</a>



# **BUSINESS ASSISTANCE PROGRAMS**

# LOS ANGELES WORLD AIRPORTS (LAWA)

## BUSINESS, JOBS & SOCIAL RESPONSIBILITY DIVISION



**BUSINESS ENGAGEMENT &  
DEVELOPMENT**



**WORKFORCE DEVELOPMENT**



**STRATEGY & POLICY**



**STRATEGIC PARTNERSHIPS**

## What we do

LAWA established BJSR in 2018 AS THE ONLY division WHOSE SOLE FUNCTION IS to drive ENTERPRISE strategies to advance economic impact & inclusion BY:

**Addressing** barriers to business and workforce participation.

**Aligning** LAWA strategy, values, culture, and operations.

**Boosting** LAWA's positive economic impact on local communities.

**Connecting** local workers to LAWA's public & private sector career opportunities.

**Developing** business and workforce capacity in LAWA's market.

**Increasing participation** of small, local, diverse, and historically under-utilized businesses.

# LOS ANGELES WORLD AIRPORTS (LAWA)

## BUSINESS, JOBS & SOCIAL RESPONSIBILITY DIVISION



### **BUSINESS ENGAGEMENT & DEVELOPMENT**

**Contractor  
Development &  
Bonding Assistance**

Outreach & Training  
Events

Contract Finance  
Assistance Program



### **WORKFORCE DEVELOPMENT PROJECTS**

First Source Hiring  
Program

**JobsatLAX.ORG**

Hiring & Training  
Events



### **ECONOMIC IMPACT STRATEGY & POLICY**

Inclusivity Scoring  
& Evaluation Policy

**LAWA 2025  
Disparity Study &  
Market  
Assessment**



### **STRATEGIC PARTNERSHIPS**

**Airport Minority  
Advisory Council  
(local, regional,  
national)**

Workforce  
Development  
Taskforce

LA Unified School  
District

LA Community College  
District

# LOS ANGELES WORLD AIRPORTS (LAWA)

## BUSINESS, JOBS & SOCIAL RESPONSIBILITY DIVISION



### MEET THE BJSR TEAM



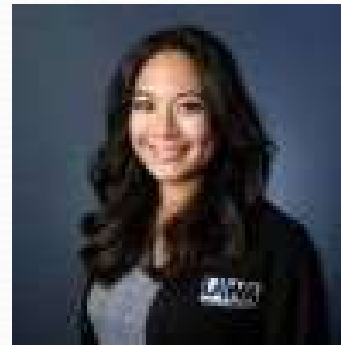
**AMBER MESHACK**

**DIRECTOR OF BUSINESS, JOBS,  
AND SOCIAL RESPONSIBILITY**



**ESTHER LANDIN**

**SENIOR WORKFORCE DEVELOPMENT  
MANAGER**



**KANEL ARCENO**

**MANAGEMENT ANALYST**



**LAYLA RAAD**

**BUSINESS AFFAIRS MANAGER**

### BJSR CONTACT INFORMATION

For general inquiries, contact the Business, Jobs & Social Responsibility Division at **[BusinessandJobs@lawa.org](mailto:BusinessandJobs@lawa.org)**  
or **(424) 646 -7300**



# First Source Hiring Program

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

# First Source Hiring Program



LAX contractors, lessees, and licensees are required to participate.

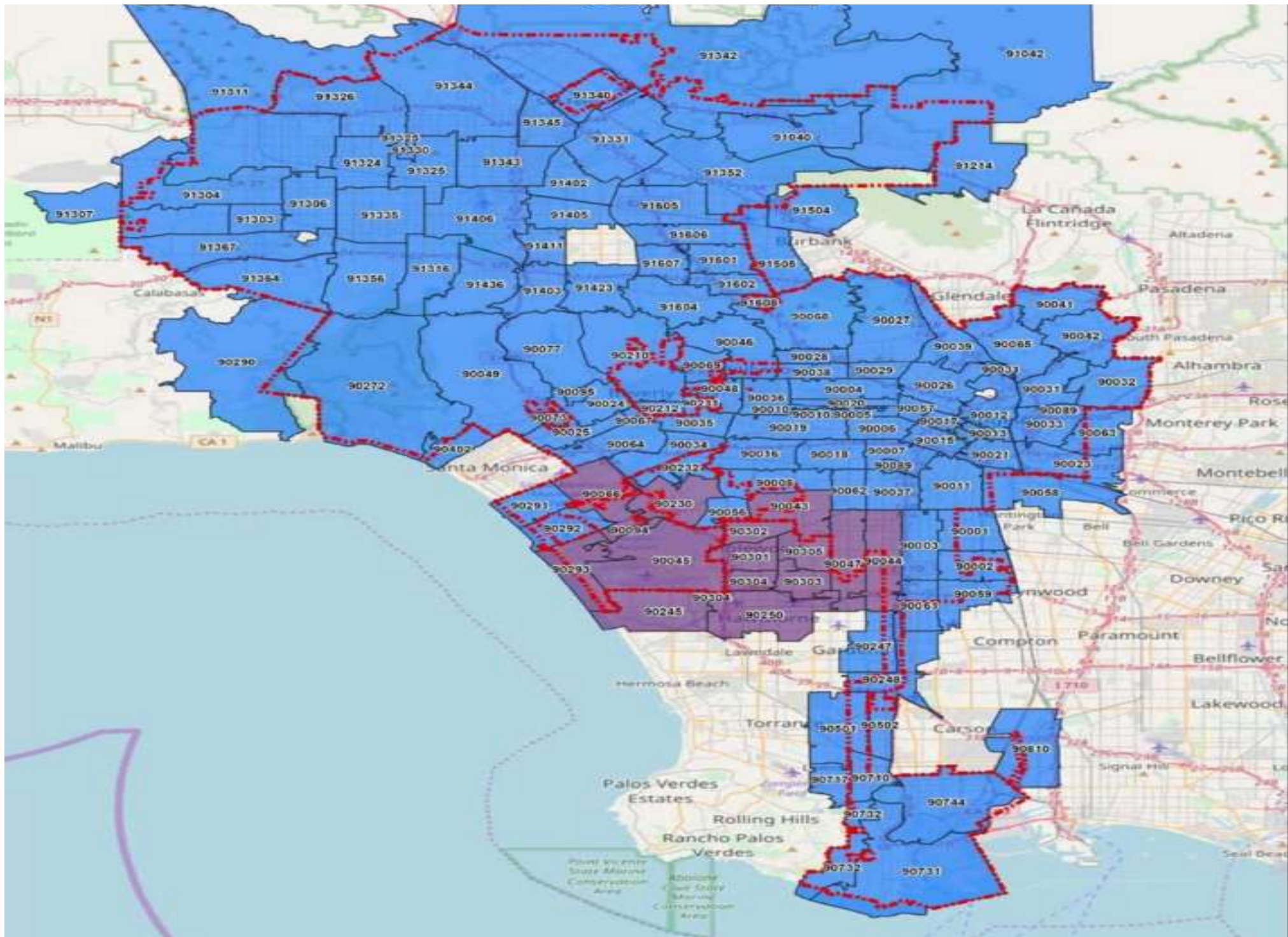


Free resource to provide LAX employers with a pool of local qualified applicants.



Provides an economic development benefit for communities impacted by airport operations.





# Potential Benefits & Resources



Targeted  
Recruitment



Tax Credits



Subsidized  
Wages



Job Fairs

# Next Steps for Selected Contractors

1

**Designate a liaison to work with FSHP (i.e., Manager, Human Resources personnel, etc.) within 30 days of contract execution.**

2

**Contact BJSR at [BusinessandJobs@lawa.org](mailto:BusinessandJobs@lawa.org) to register for FSHP.**

3

**Notify BJSR of employment opportunities at least 10 days before releasing them to the public.**

OPPORTUNITIES AWAIT IN YOUR COMMUNITY

## Discover Exciting Career Opportunities at LAX Airport.

[Search Jobs](#)

### 50,000

Total Jobs at the Airport

### 300

Number of Employers

### \$15 Billion

Value of Ongoing Projects

## Upcoming Events

[Explore all Events →](#)

## Featured Opportunities

Sign Language Interpreters, Communication Access Real-Time Transcription, Assistive Listening Devices, or other auxiliary aids and/or services may be provided upon request. To ensure availability, you are advised to make your request at least 72 hours prior to the meeting you wish to attend. Due to difficulties in securing Sign Language Interpreters, five or more business days notice is strongly recommended. For additional information, please email us at [businessandjobs@lawa.org](mailto:businessandjobs@lawa.org)

[Job Search](#)

**Popular Job Categories:** [Information Technology](#) [Food & Beverage](#) [Security](#) [Transportation, Logistics, and Parking](#)

[Engineering and Construction Support](#) [Administrative/Office](#) [Retail/Customer Service](#)



# First Source Hiring Program

*For more information, please contact:*

Business, Jobs & Social Responsibility

7301 World Way West

Los Angeles, CA 90045

**(424) 646-7300**

**[BusinessandJobs@lawa.org](mailto:BusinessandJobs@lawa.org)**

# LAWA Contractor Development & Bonding Program

**“Doing Business with Los Angeles World Airports”**

Renata Torres  
*Contractor Development Manager*



*... Of Like Minds*

A HUB International Company |

**LAWA** | **LAX** **VNY**

# 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.



Merriwether & Williams  
INSURANCE SERVICES

*... Of Like Minds*

A HUB International Company |

LAWA

LAX VNY

# LAWA Contractor Development Program Services

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- ❑ 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



Merriwether & Williams  
INSURANCE SERVICES

*... Of Like Minds*

A HUB International Company |

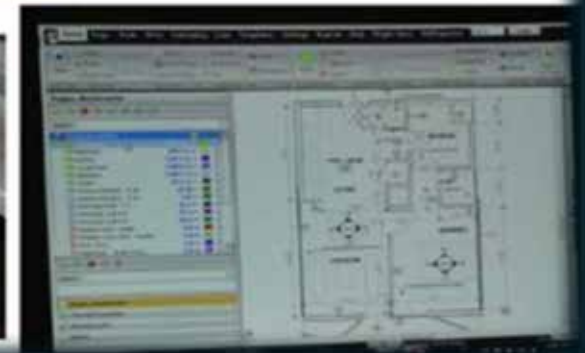
LAWA

LAX VNY

# LAWA Contractor Development Technical Assistance

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



Merriwether & Williams  
INSURANCE SERVICES

... Of Like Minds

A HUB International Company |

LAWA | LAX VNY

# 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



Merriwether & Williams  
INSURANCE SERVICES

... Of Like Minds

A HUB International Company |

LAWA | LAX VNY

# LAWA Contractor Development Contract Monitoring

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



Merriwether & Williams  
INSURANCE SERVICES

*... Of Like Minds*

A HUB International Company |

LAWA

LAX VNY

# LAWA Contractor Development Program Services

For More Information On The Program, Please Contact

## Merriwether & Williams Insurance Services

Contractor Development and Bonding Program  
Tel. 213.258.3000 | [www.imwis.com](http://www.imwis.com) | [mwisinfo@imwis.com](mailto:mwisinfo@imwis.com)



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INSURANCE SERVICES

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Pacific Asian  
Consortium  
in Employment

# PACE Business Development Center

OVERVIEW

City of Los Angeles



# Mission

**Pacific Asian Consortium in Employment** Business Development Center, PACE BDC, is a local non-profit 501(C)(3) organization that aims to advance the wealth of the communities we serve.

PACE BDC gives individuals the tools to develop sustainable businesses and successfully manage their finances.



# PACE BDC Operates:

**MBDA Business  
Center**

**ProcureLA**

**Business  
Source  
Centers –  
Hollywood &  
Pico Union**

**PACE Financial  
Corporation &  
CDFI**

**GO-Biz  
Technical  
Assistance  
Program**

**SBA Women's  
Business  
Center**

# PHILOSOPHY

To be a partner of choice by providing the tools and resources that help businesses thrive so that they create lasting impact in our communities.

***How do we do this...??***

PACE BDC provides no-cost advising services and low-cost educational programs to entrepreneurs and business owners looking to start or grow their small business.

**PACE BDC business advisors work with entrepreneurs and business owners in one-on-one sessions in the areas of:**

- **Management**
- **Marketing**
- **Sales**
- **Finance**
- **Accounting**
- **Other required disciplines for business growth, expansion, and innovation**

*PACE BDC aspires to develop the diverse Los Angeles community by empowering small business owners with the knowledge, tools, and resources to successfully tap the mainstream marketplace and achieve their dreams.*

*As part of that effort...*

# MBDA Center Threshold Requirements

- **Business Must Be Minority Owned, Defined as being Socially and Economically Disadvantaged**
- **Must Have An Annual Revenue of \$500,000+**

*To empower minority businesses and contribute to the development of a robust and diverse Los Angeles business community.*



POWERED BY  
MINORITY BUSINESS  
DEVELOPMENT AGENCY

# The MBDA Center Provides:

1. One-on-one counseling
2. Identify contracting opportunities
3. Guidance on public agencies and others' bidding processes
4. Help creating marketing strategies and connecting with local, state, and federal agencies
5. Registration instructions for government & private sector supplier vendor portal systems
6. Contract sourcing, RFP and RSOQ review and analysis
7. Bid/proposal and budget development assistance
8. Small business certifications assistance
9. Access to capital/funding and networking and matchmaking events
10. Workshops on government and private sector contracting and other relevant topics.



**Connecting Small Businesses with L.A.'s Big Opportunities**

## **Program Requirements:**

1. Be a for-profit within the City of LA
2. Have an active BTRC with the City of LA that is current & in good standing
3. Have a commercial location w/ valid lease, etc. (home based businesses are not eligible)
4. Must identify the negative economic impact of COVID-19
5. Must be in good standing with the CA Secretary of State, if applicable

*Businesses participating in the ProcureLA Program are not guaranteed to be awarded work with the City of Los Angeles or its partners.*

## Provides:

- **Access to Business Assistance Services**
- **Access to Procurement Bulletins:** Ongoing (electronic) notification of procurement opportunities and related resources.
- **Counseling Sessions:** Individualized training, strategic planning consulting, and small group training.
- **Bid Proposals and Submission Assistance:** Assists clients in drafting and submitting proposal bids and contract negotiations.
- **Access to Resources:** Business matchmaking (identifying appropriate prime and sub-contractors), workforce assistance (HR needs), referral, and partner search.
- **Follow-up technical assistance** to ensure contract specifications (insurance, bonding, labor requirements, etc.) CFAP.\*
- **Assistance in staging and follow-up** contract reporting requirements.
- **Workshops/Trainings** - 6 modules
- **Supplier Diversity Conference/Matchmaking Events**

*\*CFAP: Up to \$350,000; Term- up to 24 months; 10-12% fixed interest. Working capital to cover early project cost expenditures under contract awarded.*

**PACE BDC OFFERS ALL OUR SERVICES IN  
VARIOUS LANGUAGES, INCLUDING SPANISH,  
CHINESE, KOREAN, THAI, PERSIAN, AND OTHER  
LANGUAGES**

## **CONTACT PACE TODAY!**

Contact PACE to take advantage of our one-on-one counseling services and the many workshops, trainings, and other business opportunities we offer!

**PACE BDC Main Line: 213-353-9400**

**Lynna Ochoa**  
**Procurement Manager**  
[lochoa@pacela.org](mailto:lochoa@pacela.org)

[www.paceLABdc.org](http://www.paceLABdc.org)  
[WWW.PACELABdc.org/mbda](http://WWW.PACELABdc.org/mbda)

**THANK YOU!!**

50  
YEARS



Pacific Asian  
Consortium  
in Employment



PACE BDC OVERVIEW



# **CERTIFICATION**

# ***GETTING CERTIFIED***

**Small Business Enterprise (SBE-Proprietary)**

**Local Business Enterprise (LBE)**

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

**Local-State Disabled Veterans Business Enterprise  
DVBE (LAWA)**

## **Recognition**

**Local Small Business Enterprise (LSBE) (LAWA)**

## **Federal Programs (Final Rule changes as of 5/9/2024)**

**Disadvantaged Business Enterprise (DBE)**

**Airport Concession 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 **five** years (**formerly 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 LAW 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>L.A. County Metropolitan Transportation Authority (METRO)</u>	SBE, DBE	Yes
<b>California Unified Certification Program (CUCP) Agencies:</b> <ul style="list-style-type: none"> <li>• California Department of Transportation (CALTRANS)</li> <li>• <u>City of Fresno</u></li> <li>• <u>City of Los Angeles</u></li> <li>• <u>L.A. County Metropolitan Transportation Authority (METRO)</u></li> <li>• <u>San Diego County Regional Airport Authority (SAN)</u></li> <li>• <u>San Francisco Bay Area Rapid Transit District (BART)</u></li> <li>• <u>San Francisco International Airport (SFO)</u></li> <li>• <u>San Francisco Municipal Transportation Agency (SFMTA)</u></li> <li>• <u>San Mateo County Transit District (SAMTRANS)</u></li> <li>• <u>Santa Clara Valley Transportation Authority (VTA)</u></li> </ul>	DBE	Yes
<u>US Women's Chamber of Commerce (USWCC)</u>	WOSB, EDWOSB	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

## **Advantage:**

- LBE certification provides additional opportunities in competing against non-certified subcontractors for procurement opportunities calling for LBE-certified firms.

## **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; *updated 3/27/2024, online*)**

## **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 2% deduction on their bid amount

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

- Apply on-line, application is reviewed, if qualified or eligible for LBE first, then a copy of current taxes, and BTRC will be requested as part of required documents

## **Applying:**

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

**Type of Contracts:** Mostly goods and commodities.

# ***Local-State DVBE (LAWA) Certification***

## **Requirements:**

- Must be certified by one of two agencies, one Federal, one State of California (**see following slide**)
- 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 Local-State DVBE (LAWA) Certification***

<b>CERTIFYING AGENCY</b>	<b>CERTIFICATION</b>	<b>ACCEPTED BY LAWA AS DVBE (LAWA)?</b>
<b>U.S. Department of Veterans Affairs* (now U.S. SBA)</b>	<b>Service-Disabled Veteran-Owned Small Business (SDVOSB)</b>	<b>N/A</b>
<b>U.S. Small Business Administration*</b>	<b>Service-Disabled Veteran-Owned Small Business (SDVOSB)</b>	<b>Yes</b>
<b>State of California (Dept. of General Services)</b>	<b>Disabled Veteran Business Enterprise (DVBE)</b>	<b>Yes</b>

\*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 the Federal SBA as an SDVOSB and is also verified as certified as a City of Los Angeles LBE, that firm may be granted DVBE (LAWA) certification..**

# ***Local-State DVBE (LAWA) Certification***

## **Process (on-line in RAMP):**

- Affidavit of Eligibility downloaded and completed by firm requesting Local-State DVBE(LAWA) Certification
- Affidavit posted by applicant firm on RAMP (Mayor's website) & verified by LAWA
- Analyst reviews Affidavit, verifies business information 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, signing and dating, then 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) 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, we do not recognize the County's LSBE certification for City of LA/LAWA LBE certification. You must submit an online LBPP Application with the City of Los Angeles in RAMP.
    - If your firm meets the City of Los Angeles' LBE criteria and obtains LBE certification, your firm will then be recognized as both an LBE and LSBE (LAWA) for contract credit by LAWA.

# ***LAWA's Local Small Business Enterprise (LSBE) 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
<b>Ownership &amp; Control Requirements</b>	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)	
<b>Qualifying Owner's Personal Financial Limit</b>	Less than <b>\$2,047,000*</b> (excluding equity in primary residence, retirement accounts, and applicant business)	
<b>Business Gross Receipts Limit, (Including Affiliates)</b>	Small Business Administration Industry Size Standards up to <b>\$31.84** million</b> (averaged over 5 years)	\$56.42 million (averaged over 5 years)
<b>Type of Business</b>	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) <b>OR</b> (b) Suppliers of goods and services to concessionaires (includes management, advertising, & web-based contractors)

\* Increased as of 5/9/2024 from \$1.32 million, adjusted every 3 years

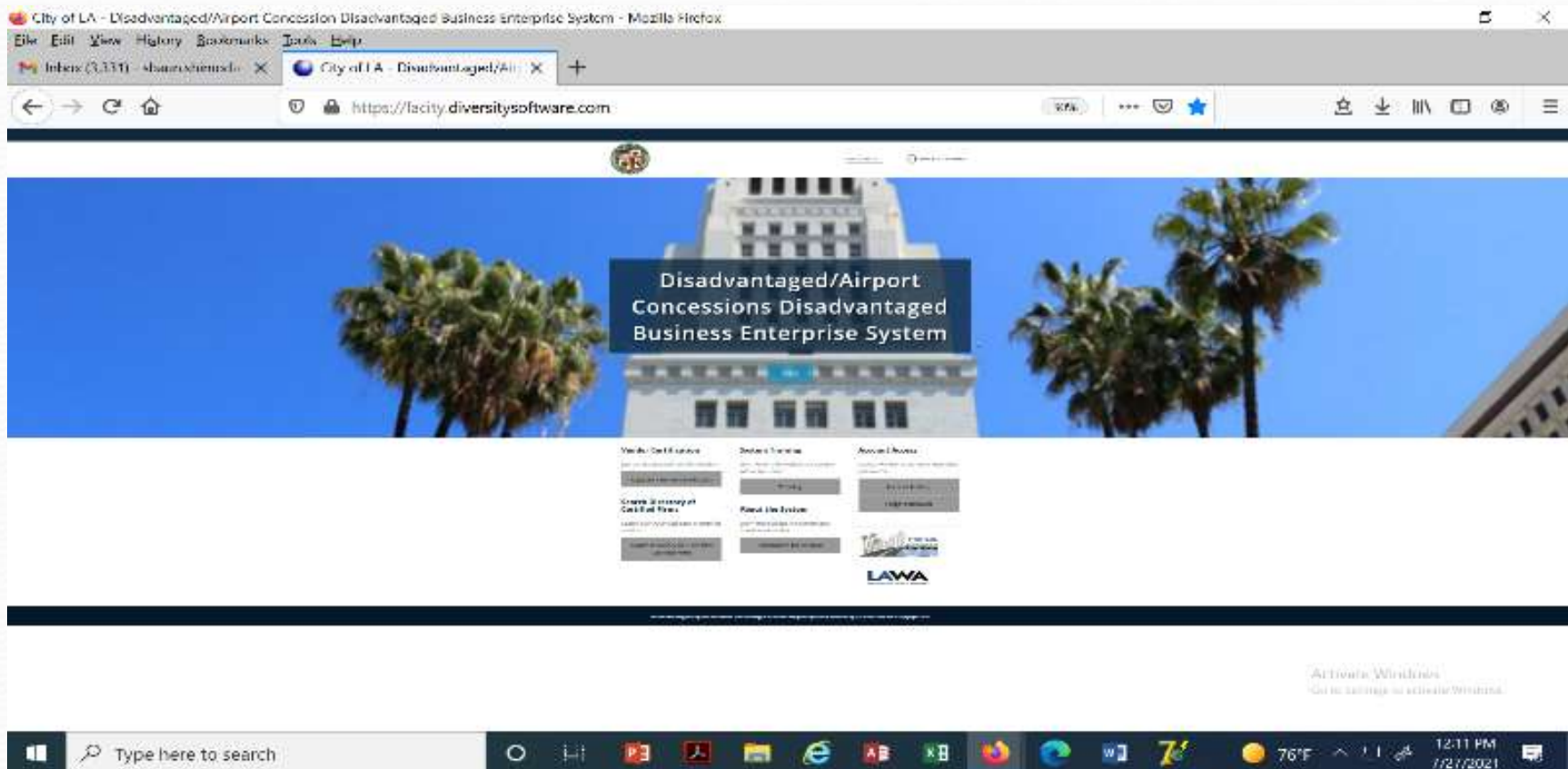
\*\*Increased from \$30.72 million, effective March 1, 2025, adjusted annually

# DBE / ACDBE Certification

## Applying for DBE or ACDBE Certification:

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

# ***New DBE/ACDBE Certification Requirements as of 5/9/2024 Final Rule***

- **New Applications, Interstate Certification Applications and Annual Update Packages:**
- The Affidavit of Certification and Annual Update Declaration Forms have been replaced by a Declaration of Eligibility. **The DOE does not need to be notarized.**
- The new DOE replaces the old Annual Update Declaration Form.
- The new DOE is now one of the required documents to apply for Interstate DBE and/or ACDBE Certification. DBE/ACDBE Interstate applicant firms no longer need to submit their original certification application package to the State they are applying to.
- The Personal Net Worth Form has been replaced by an updated PNW Form. **The New PNW Form does not need to be notarized.**

# ***DBE/ACDBE Certification Process***

## **1. Preliminary Intake Review:**

Submitted documents are checked for completeness. Any missing documents will be requested.

## **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](mailto:bca.certifications@lacity.org)

**Shaun Shimoda-Kobayashi**, LAWA Certification Manager

(213) 847-2650

[shaun.shimoda-kobayashi@lacity.org](mailto:shaun.shimoda-kobayashi@lacity.org)

**Elaine Luong-Huynh**, LAWA Certification Analyst

(213) 847-2436

[elaine.luong@lacity.org](mailto:elaine.luong@lacity.org)

**Tatiana Diaz**, LAWA Certification Analyst

(213) 847-2675

[tatiana.diaz@lacity.org](mailto:tatiana.diaz@lacity.org)

**Paul Man**, LAWA Certification Analyst

(213) 473-2160

[paul.man@lacity.org](mailto:paul.man@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***

## ***Forms Due with Bid/Proposal***

### Mandatory

- Vendor Identification Form
- Affidavit of Non-Collusion (*Must be notarized*)
- Municipal Lobbying Ordinance Bidder Certification (*CEC Form 50*)
- Bidder Contributions (*CEC Form 55*)
- Equal Benefits Ordinance Compliance Affidavit
- Contractor Responsibility Program Questionnaire & Pledge

### Project-specific

- Iran Contracting Act of 2010 Compliance Affidavit
- Subcontractor Participation Plan & Affidavit
- Bid/Proposal Bond

# ***Administrative Requirements***

## ***Selected Bidder/ Proposer Requirements***

The following administrative requirements are read-only:

- Affirmative Action Plan
- Assignment of Anti-Trust Claims
- Child Support Obligations
- Living Wage/Service Contractor Worker Retention Ordinances
- First Source Hiring Program (LAX only)
- Labor Peace Agreement (concessions only)

The following forms are required prior to the start of the contract:

- Business Tax Registration Certificate
- Insurance

# *Administrative Requirements*

Administrative Requirements Website:

<http://www.lawa.org>

Businesses → Administrative Requirements



## ***Next Steps...***

1. Check the products and services that LAWA needs on [www.lawa.org](http://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](http://www.lawa.org)  
- > About LAWA - > Business Opportunities - >  
Administrative Requirements**

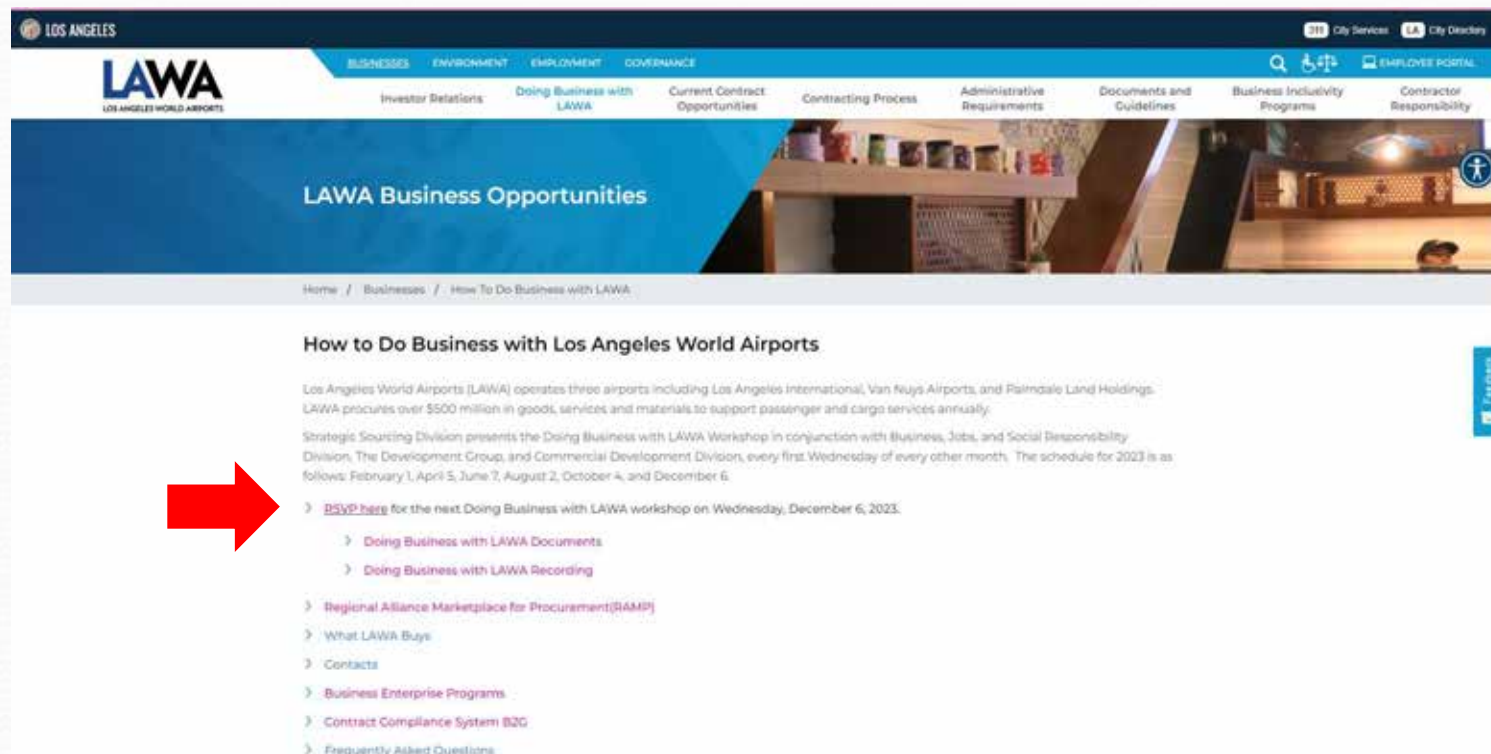
# Contact Information

<b>LAWA Strategic Sourcing Division</b>	<a href="mailto:SSDComplianceunit@lawa.org">SSDComplianceunit@lawa.org</a>	<a href="https://www.lawa.org/en/groups-and-divisions/procurement">https://www.lawa.org/en/groups-and-divisions/procurement</a>
<b>LAWA Business, Jobs &amp; Social Responsibility</b>	Main Line: (424) 646-7300 <a href="mailto:businessandjobs@lawa.org">businessandjobs@lawa.org</a>	TBD
<b>City of Los Angeles Contractor Development and Bonding Program</b> (Rosa Osorio, Sr. Account Manager)	(213) 327-5259	<a href="mailto:rosa@imwis.com">rosa@imwis.com</a>
<b>First Source Hiring Program</b>	(424) 646-7300	<a href="mailto:businessandjobs@lawa.org">businessandjobs@lawa.org</a>
<b>Bonfire Registration</b>	<a href="https://lawa.bonfirehub.com/portal/?tab=openOpportunities">https://lawa.bonfirehub.com/portal/?tab=openOpportunities</a>	
<b>Department of Public Works, Bureau of Contract Admin.</b>	<a href="mailto:bca.certifications@lacity.org">bca.certifications@lacity.org</a>	
<b>Los Angeles Regional Alliance Marketplace for Procurement (RAMP)</b>	<a href="https://www.rampla.org">https://www.rampla.org</a>	
<b>The Development Group (TDG)</b>	<a href="mailto:tdgprocurement@lawa.org">tdgprocurement@lawa.org</a>	
<b>Commercial Development Division</b>	(424) 646-7200	

# Doing Business with LAWA Workshop

(*will no longer use Eventbrite*)

- How to Do Business with Los Angeles World Airports:
  - <https://www.lawa.org/lawa-businesses/how-to-do-business-with-lawa>





# THANK YOU

## Contact Us



424 646-7392



[SSDComplianceunit@lawa.org](mailto:SSDComplianceunit@lawa.org)



<https://www.lawa.org/lawa-businesses/how-to-do-business-with-lawa>