

# RUNWAY TO OPPORTUNITIES

## Doing Business with Austin-Bergstrom International Airport

### AGENDA:

Registration/Networking 6:00pm

Orientation 6:30

Welcome 6:35

Presentation 6:40

Networking 7:30 – 8:15pm



Austin-Bergstrom  
International Airport

# ORIENTATION

## Blender Hill

Small and Minority Business Resources



Photo courtesy of Page Architects



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# **WELCOME**

**Shane Harbinson**

**Austin-Bergstrom International Airport**

**Veronica Briseño Lara**

**Small and Minority Business Resources**



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# DEMYSTIFYING SECURITY

Gary Carper

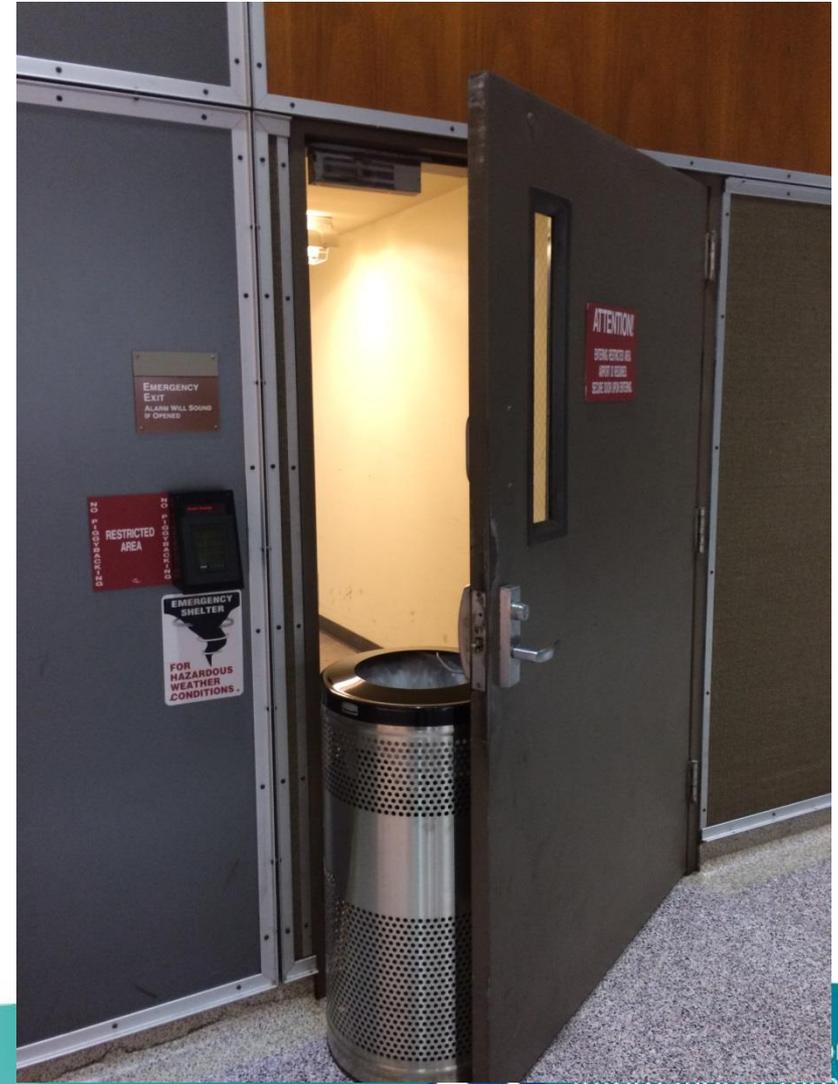
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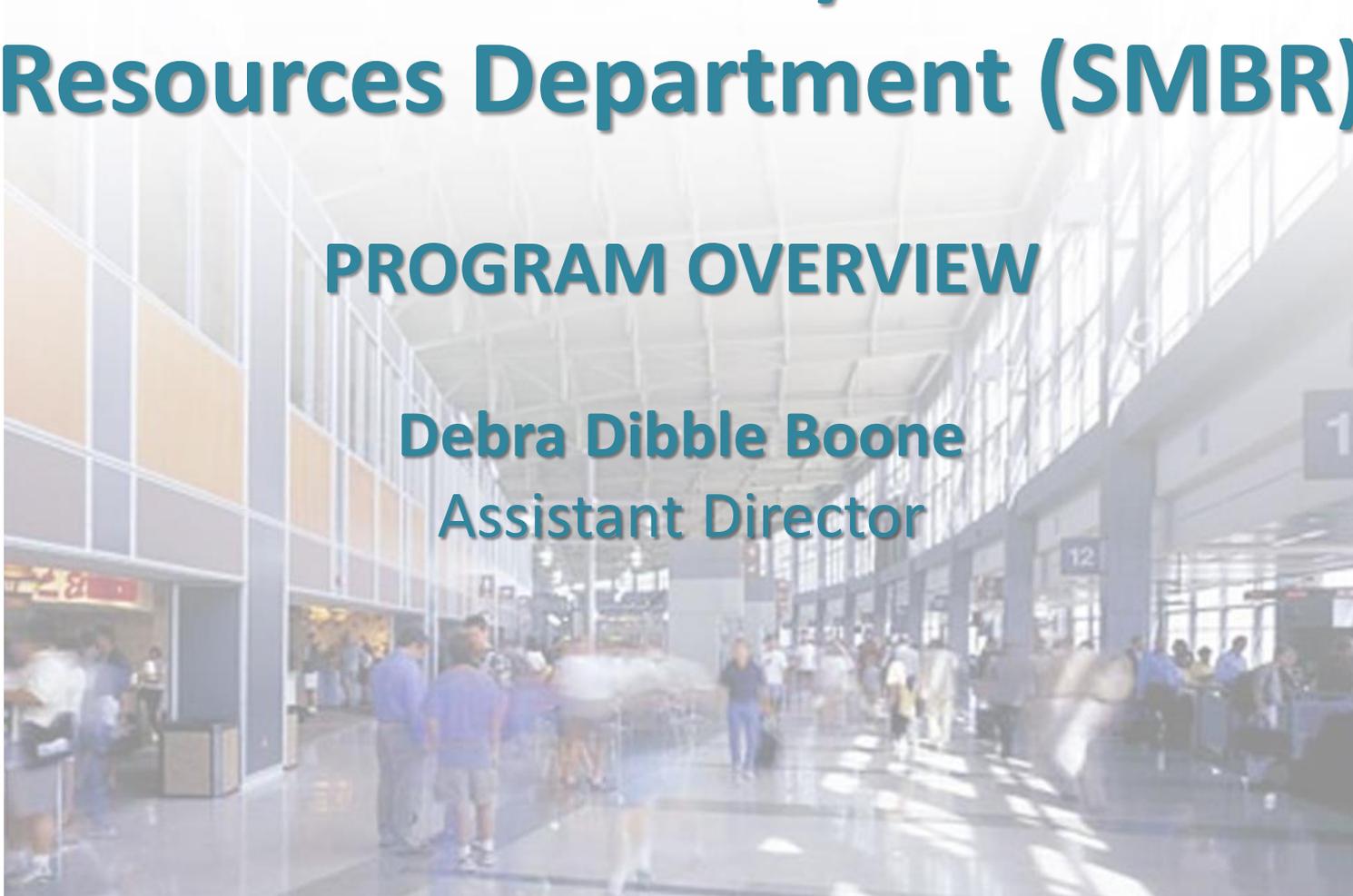
We have many safeguards in place to keep employees from “accidentally” breaking any security rules; and, we will work with you and your employees to find ways to meet your work needs.



# Small & Minority Business Resources Department (SMBR)

## PROGRAM OVERVIEW

**Debra Dibble Boone**  
Assistant Director



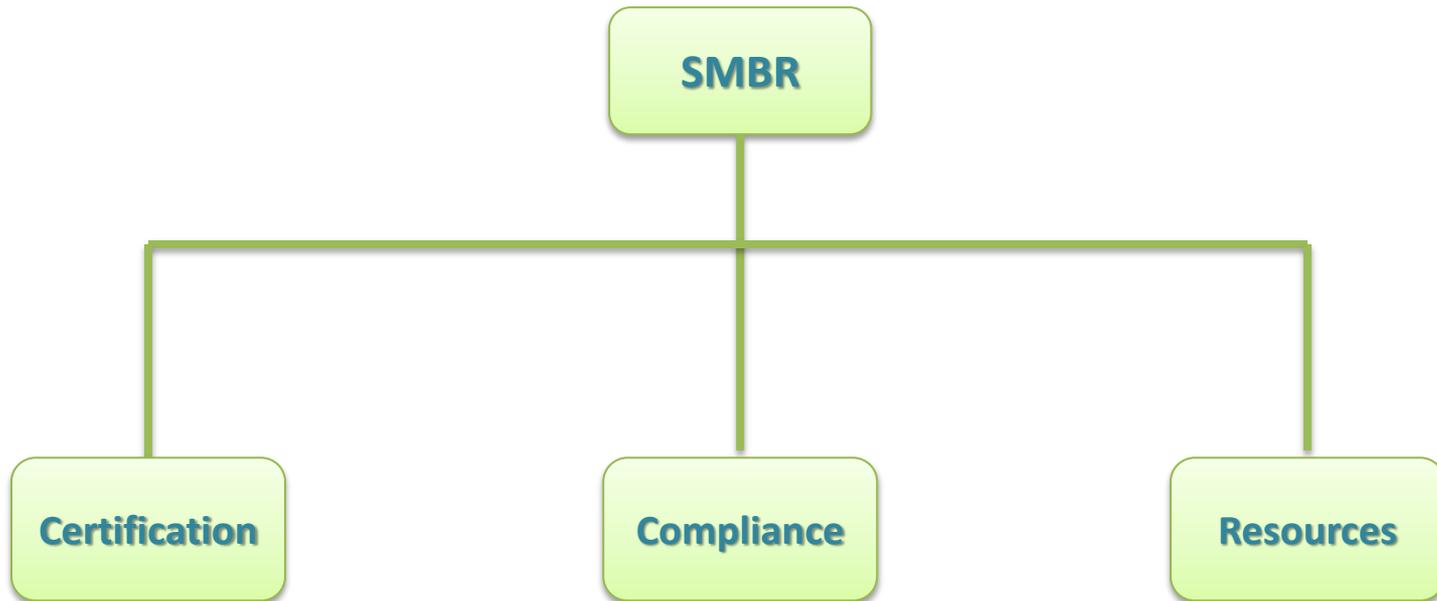
# Mission Statement

**The mission of the Small & Minority Business Resources Department is:**

**To administer the MBE/WBE Procurement Program; and provide development opportunities and resources for small businesses so that they can have affirmative access to city procurement opportunities and show productive growth.**



# SMBR Groups



# Certification Types

| Types of Certification offered by the City of Austin   | Certification | Projects/<br>Funding Source       | Applicants'<br>Max<br>PNW | Site Visit          |
|--|---------------|-----------------------------------|---------------------------|---------------------|
| Minority-Owned Business Enterprise (MBE)   | COA Certifies | City of Austin projects & funding | \$1,457,000               | COA Discretion      |
| Women-Owned Business Enterprise (WBE)  | COA Certifies | City of Austin projects & funding | \$1,457,000               | COA Discretion      |
| Dual Certification - Minority Female (MBE/WBE)   | COA Certifies | City of Austin projects & funding | \$1,457,000               | COA Discretion      |
| Disadvantaged Business Enterprise (DBE) / Airport Concession Disadvantaged Business Enterprise (ACDBE) | COA Certifies | Federal funding                   | \$1,320,000               | Federal Requirement |

Historically Underutilized Business (HUB) is a certification program offered by the State of Texas. The State of Texas accepts City of Austin certified Vendors as candidates for HUB certification for qualified applicants.



# Small Business and Social and Economic Disadvantage Individual

- Must be a small business as defined by Small Business Administration (SBA)
- Must comply with the SBA Personal Net Worth Limits
- Must be fifty-one percent (51%) owned, managed and controlled by an economically and socially disadvantaged individual
- Presumed Groups
  - Minority
    - Asian-American, African-American, Native American, Hispanic
  - Women
- Must have experience directly related to the firm's scope of work
- Must manage & control day-to-day operations



# Compliance Division

**Responsible for enforcing the M/WBE as well as the Federal DBE/ACDBE Programs on City procurements from issuance of a solicitation to the completion of the project.**

- Set/Approve MBE/WBE/DBE/ACDBE participation goals
- Educate constituents and participants on program requirements
- Review & track MBE/WBE/DBE/ACDBE utilization
- Perform audits
- Facilitate Prime/Subcontractor issues
- Determine contractor compliance



# Good Faith Efforts

## Good Faith Efforts include:

- Documented justification for not meeting MBE/WBE/DBE goals
- Notify certified firms (fax, e-mail, mail or phone)
- Publish notice in local publication
- Seek service of minority and women organizations
- Contact SMBR for assistance
- Select portions of work that will increase MBE/WBE/DBE opportunities
- Assist MBE/WBE/DBE firms with bonding, lines of credit, and insurance



# SMBR Resources

- **Outreach**
  - Monthly workshops
  - Collaboration with local small business entities
- **Bonding**
  - Consultation
  - Educational Assistance
- **Plan Room**
  - Access to Project Plans
- **Service Providers**

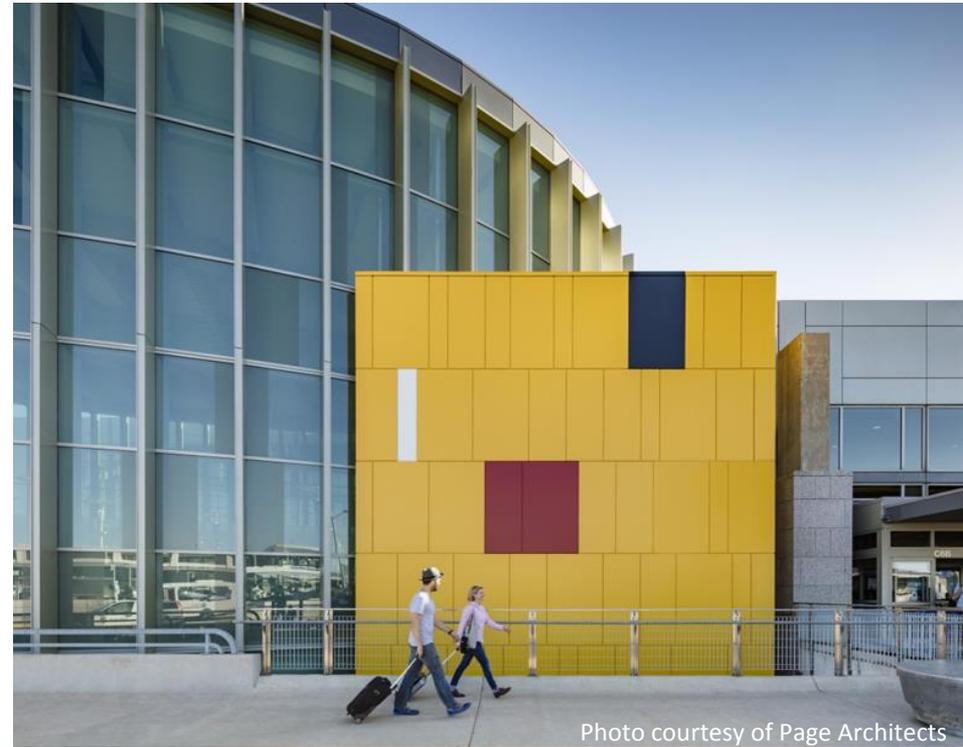


Photo courtesy of Page Architects



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# Contacting SMBR

**City of Austin**  
**Small & Minority Business Resources**  
**4201 Ed Bluestein Blvd.**  
**Austin, TX 78721**  
**Phone: (512) 974-7600**

[www.austintexas.gov/smbr](http://www.austintexas.gov/smbr)



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# CCO Program Overview

**Garrett Cox**

**Capital Contracting Office**



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# Presentation Purpose

- **Construction Procurement Process**
- **Anti-Lobbying**
- **Vendor Connection/Advertisements**
- **Prevailing Wage Requirements**
- **Professional Services Procurement Process**
- **Tips**



# Solicitation Information

- **Advertisement – Two to Six weeks:**
  - **Vendor Connection (Construction & Professional Services)**
- **CD's are available at 505 Barton Springs Road, Suite and at plan rooms located throughout the city.**
- **Anti-Lobbying or No Contract Period**
- **Attend Pre-Bid or Pre-Response Meetings Conference (Mandatory Pre-Bids are a must as bid will not be Accepted from a Bidder who did not attend).**



# Bid Certification

- **Successful Responsive/Responsible Bidder is certified and all bidders are notified.**
- **A Bid is considered “certified” when all reviews and Approvals have been successfully conducted**
- **Bid Bond is returned to each bidder with exception of low Bidder.**
- **Bid Bond is returned to Awarded Bidder after contract Execution.**
- **Council awards contract to certified low bidder.**



# Prevailing Wage Enforcement

## Monitor wage compliance for active City of Austin construction contracts

- Workers must be paid no less than the Prevailing Wage requirements set forth by the Dept. of Labor (DOL) and/or the \$13.03 minimum wage required by City Ordinance, whichever is higher
- City conducts Site visits to include worker observations, interviews and payroll audits
- Initial site visit performed within 25 working days of “Notice to Proceed” being issued to Contractor
- Contractor is subject to penalty for failure to comply, per Gov. Code 2258



# Professional Services Procurement

- **Government Code 2254, Qualifications-Based Selection (QBS) Process**
  - Request for Qualifications (RFQ) issued through Vendor Connection to procure construction related professional services: engineering, architecture, landscape architecture, surveying
  - Evaluate qualifications of firms, selection based on “most highly qualified” firm
  - Recommendation made to Council to select highest ranked firm
  - Council authorizes staff to negotiate & execute a contract with selected firm at a fair and reasonable price



# Consultant Debrief Process

- After contracts are executed for specific solicitations, we conduct debriefings with firms upon request
- The purpose is to identify things that can be improved within the firm's statement of qualifications submittal
- Evaluation process overview, analysis of scoring, review statement of qualifications, summarize feedback from evaluation panel, request feedback from firms



# How to Respond

- Responses must be received no later than due date and prior to time indicated in the solicitation documents:  
**One Texas Center, 505 Barton Springs Road, Suite 1045-C**
- Responses and Compliance envelope will be time stamped when received.
- Bids will be opened publically:  
Bidder Names and Bid Prices will be read aloud
- Bidder or Proposer must be registered with City of Austin prior to Council Award
- Technical Review will be conducted after public opening



# Some Non-Responsive Issues

## Bidder or Proposer is notified if Non-responsive when:

- Person signing documents does not have signature authority
- No Bid Guaranty (if applicable)
- Failure to attend Mandatory Pre-bid, if applicable
- Failure to demonstrate Minimum Experience requirements
- Failure to submit MBE/WBE Compliance documents
- Failure to acknowledge Addenda
- Bidder is Debarred or Suspended
- Failure to Sign Bid Form (if applicable)
- Unacceptable Safety Record (if applicable)
- Violation of Anti-Lobbying Ordinance



# TIPS!

- Register as a vendor through Vendor Connection and if already registered, update your profile, particularly with email address.

[https://www.ci.austin.tx.us/financeonline/vendor\\_connection/index.cfm](https://www.ci.austin.tx.us/financeonline/vendor_connection/index.cfm)

- Check opportunities/Subscribe to solicitations of interest (online).
- Review solicitation documents carefully – ask for clarifications in writing.
- Attend Pre-Bid Conferences (Mandatory Pre-Bids )
- Ask questions.



# **ABIA Projects**

**Lyn Estabrook & Janice White**  
**Project Management Supervisors**

**Austin-Bergstrom International Airport**

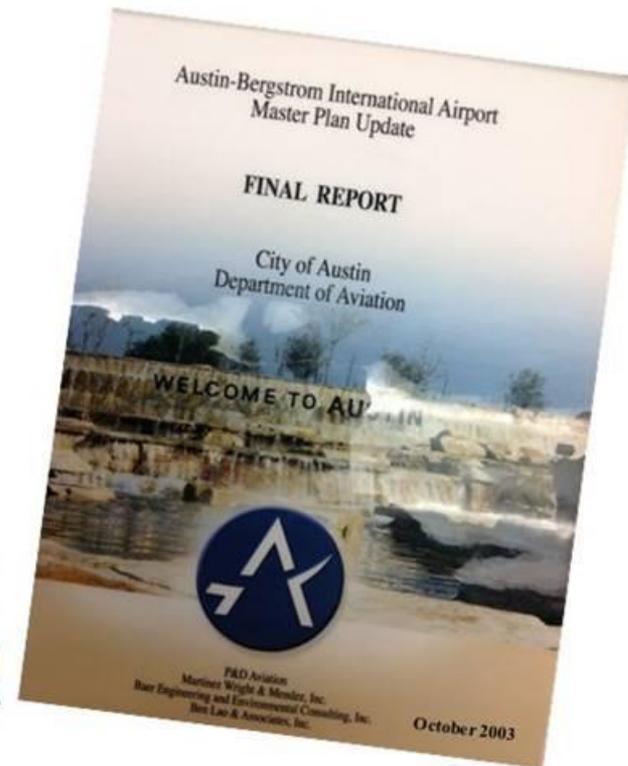
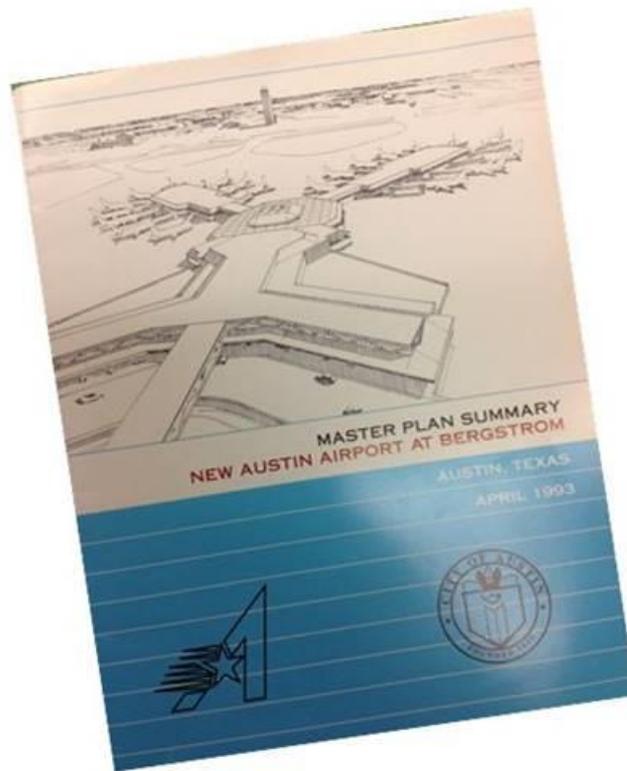


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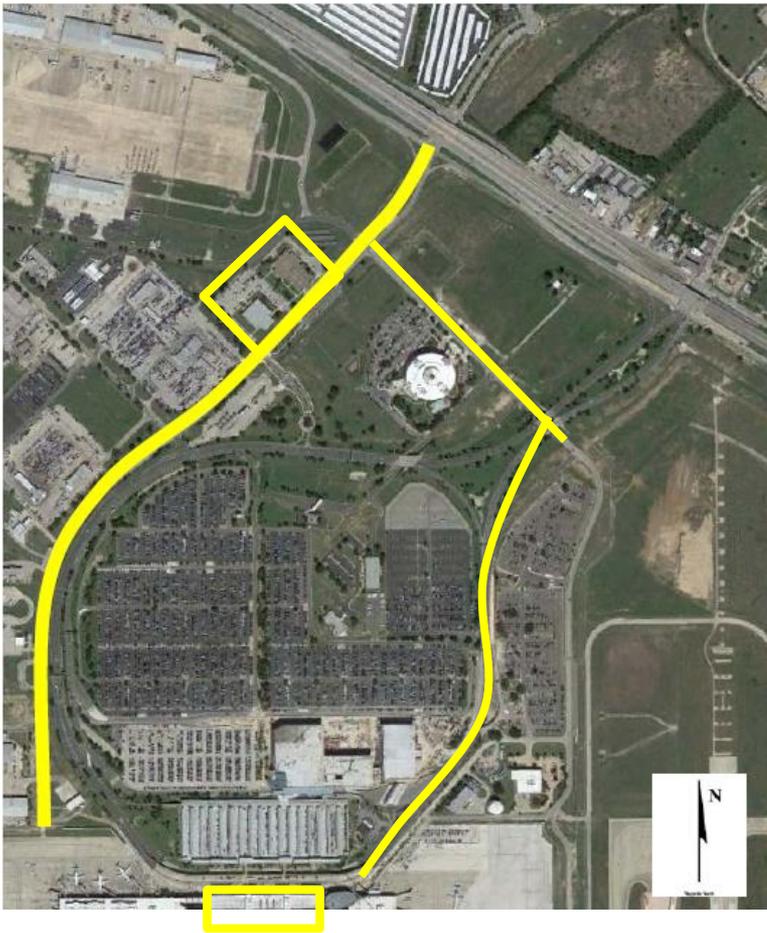
# Airport Projects Overview



# Master Plan Update 2017 Procurement



# Airport Facility Improvements



## Pending Design & Construction Projects:

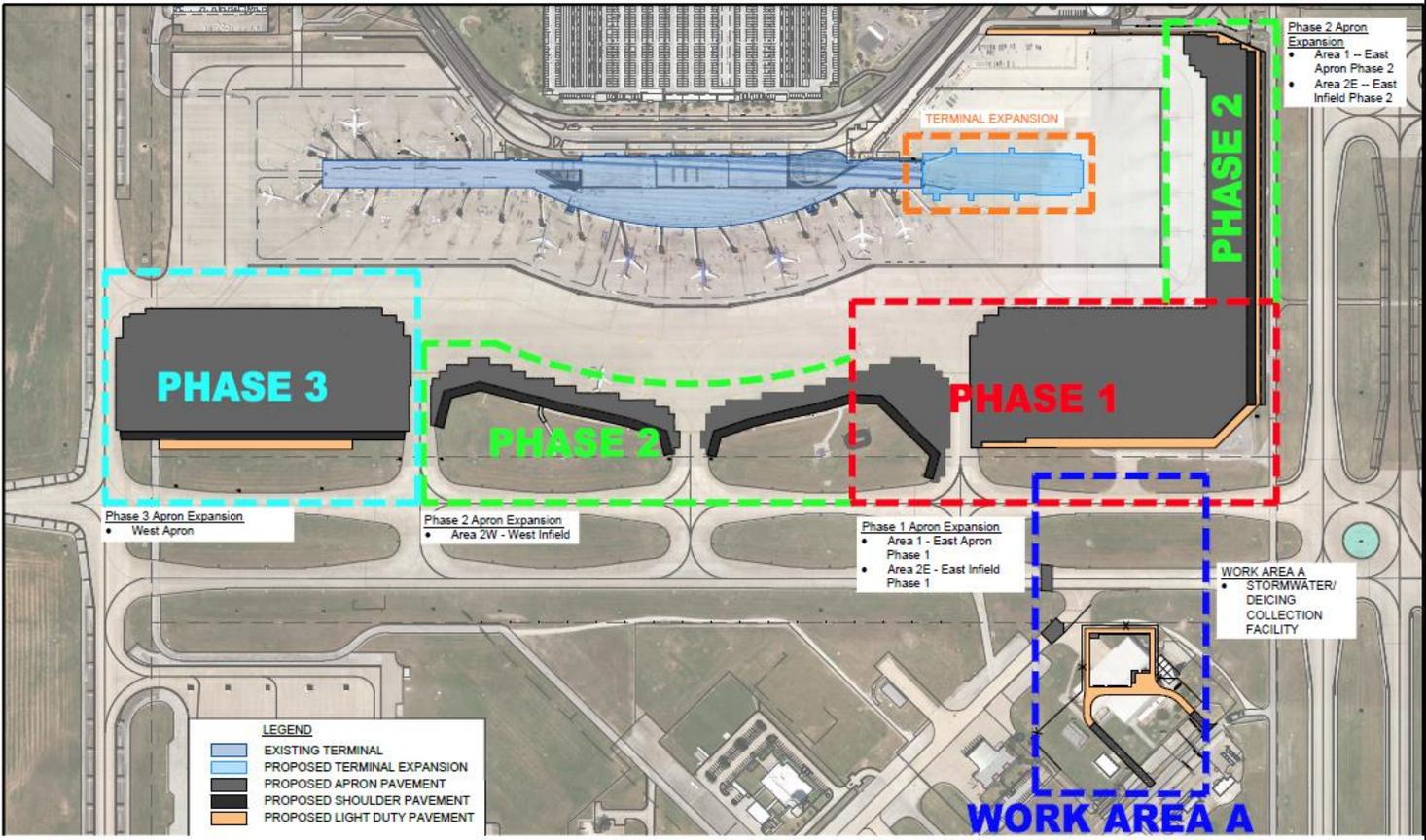
- Roadway and Pedestrian Improvements Phase 2 & 3
- Campus Signage Improvements
- Campus HVAC Improvements
- Building and Fence Replacement
- Consolidated Maintenance Facility
- Information Systems Admin Building (Design and Construction)
- Baggage Handling System – Design Build



# Parking Garage – West Lot A



# Terminal and Apron Expansion



# Terminal and Apron Expansion

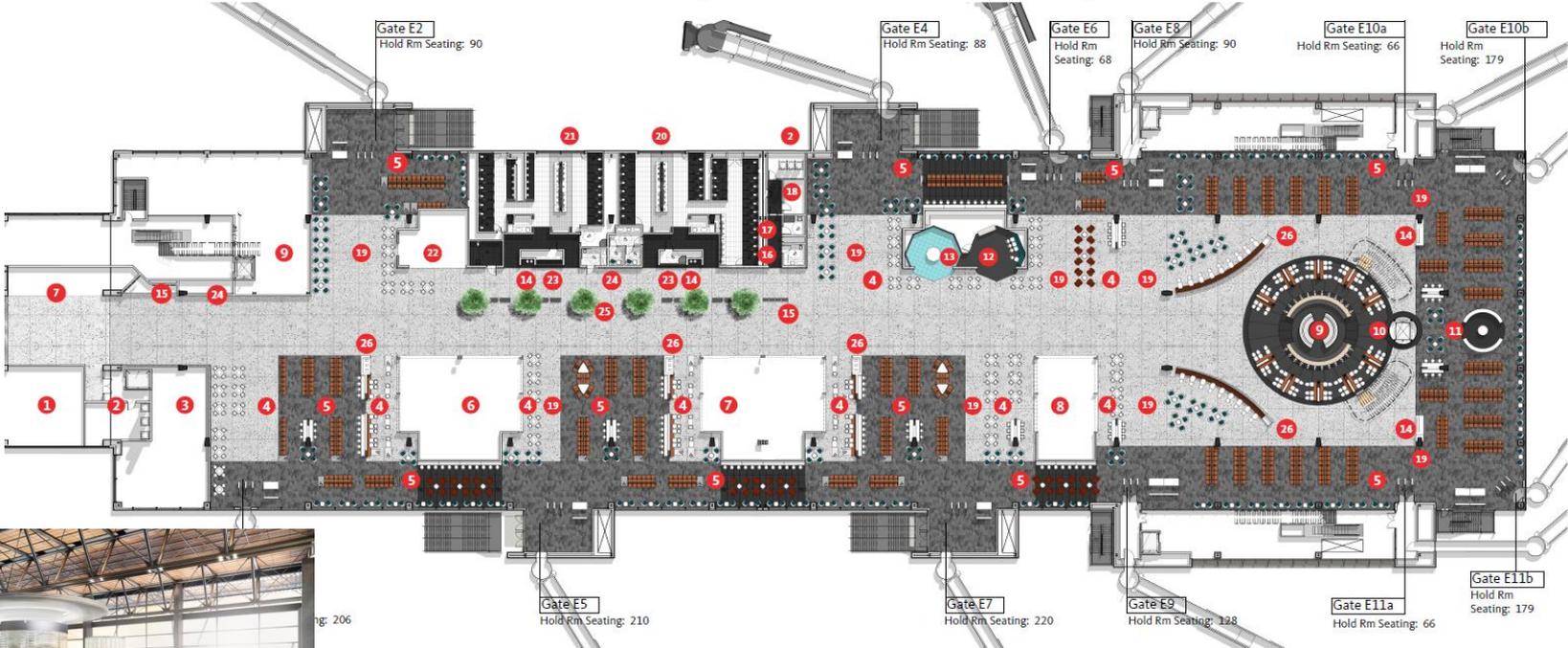


Fig. 206



# Terminal and Apron Expansion



# ABIA PURCHASING

Valerie Slaughter

Austin-Bergstrom International Airport

- Provides support to Aviation for non-construction Operations & Maintenance purchases.
- Performs informal solicitations for commodities and services up to \$50,000.00.
- Partners with City's Central Purchasing department on formal solicitations over \$50,000.00.

## Key Recommendation

- Register to become a vendor with the City
  - Provides opportunities to respond to solicitations for commodities and services



# **CURRENT & FUTURE BUSINESS OPPORTUNITIES**

**Francisco “Kiko” Garza  
Susana Carbajal**

**Austin-Bergstrom International Airport**



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# Landside Development – ABIA Retail



## ABIA Retail Buildings - Design Inspiration

- The ABIA retail buildings design is inspired by the Airport Campus vocabulary. A modular grid system is established that is then infilled with panels of metal, wood, or metal-wood laminate such as Phobos and glass.
- Exposed structure reveals Terminal Building vocabulary of exposed structural elements.
- "Soft over-roof" element of an over-awning element that protects the space below is also seen in the Airport terminal.
- As a ground feature learn from Presidential Building: the retail elements take inspiration from ABIA's logo and the idea of flying. Light with exaggerated angled forms. The roof forms also offer opportunities for rain water collection to use for irrigation.



# Landside Development - Scott Airport Parking



# Airside Development – South Terminal

LoneStar Airport Holdings in partnership with,  
Hunt Construction Group, an AECOM Company



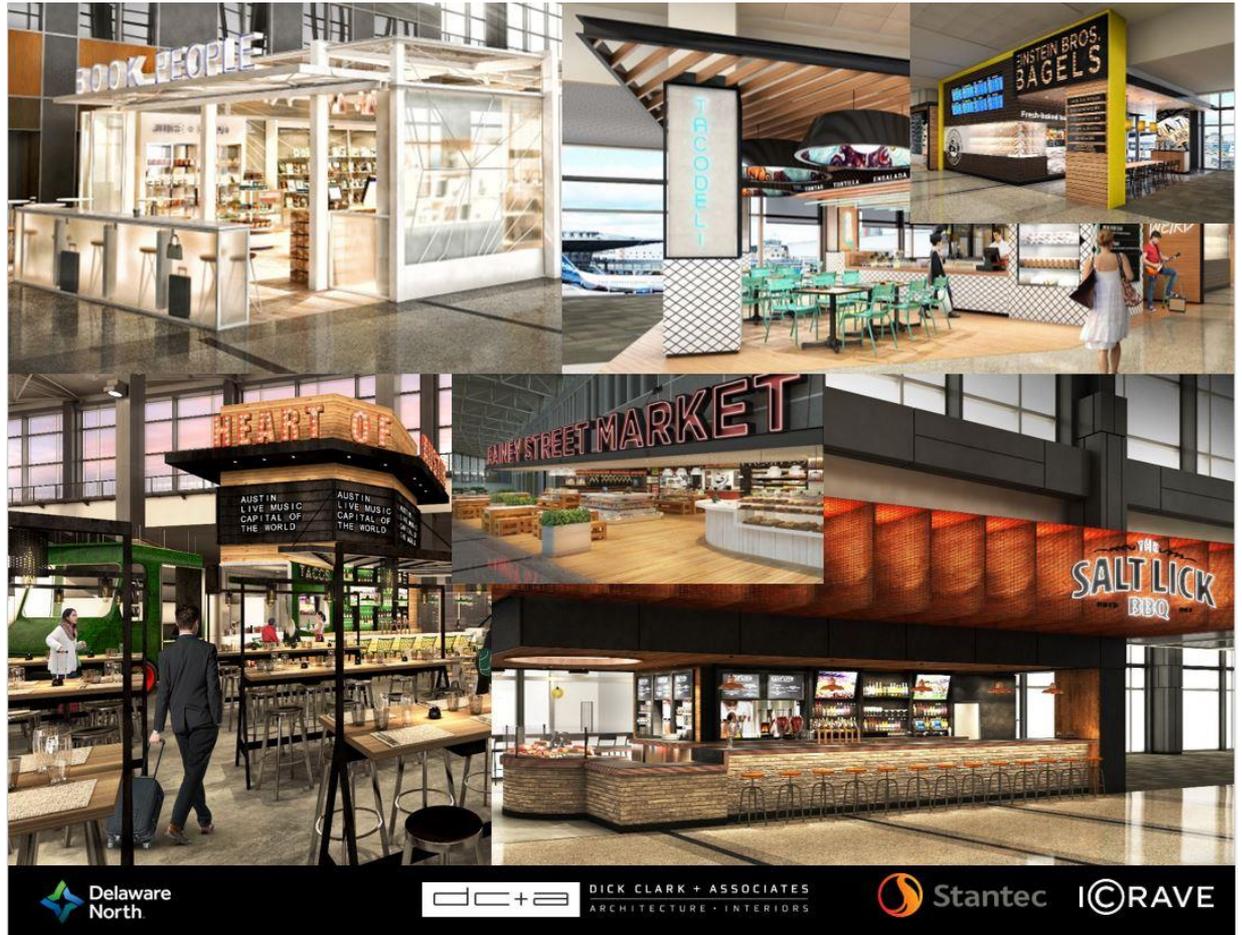
ABIA – South Terminal Rehabilitation & Renovation

- \$10 million-dollar project
- Complete rehabilitation of the existing South Terminal
- Project Start: June, 2016
- Project Completion: March, 2017
- Airside & Landside Civil Works, Building Interior & Exterior Renovations, Electrical, Mechanical Opportunities
- Contact: Jill Mitchell, Project Manager – Hunt Construction



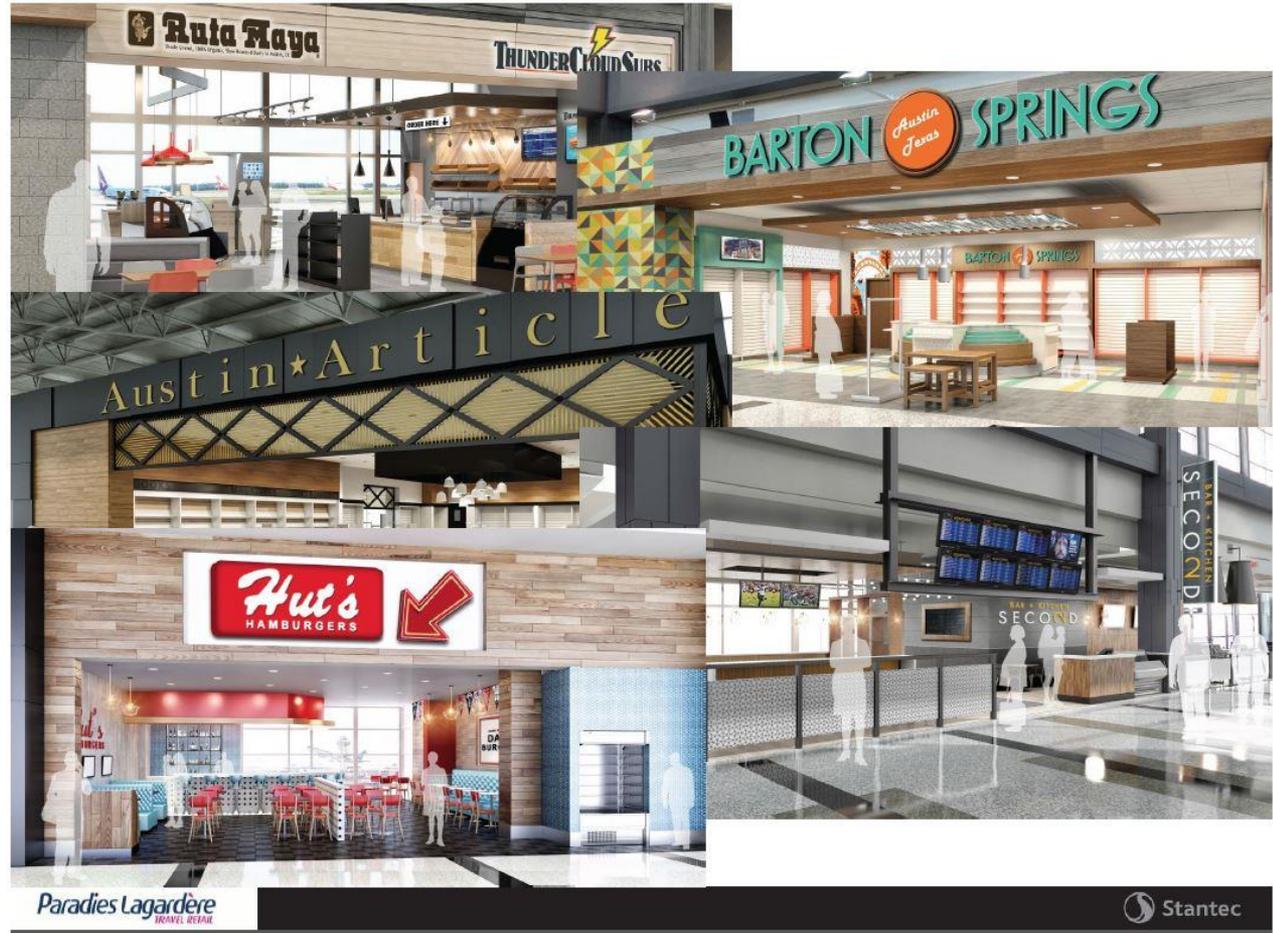
# Terminal Concession Renovations

## – Delaware North



# Terminal Concession Renovations

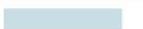
– Paradies Lagardere

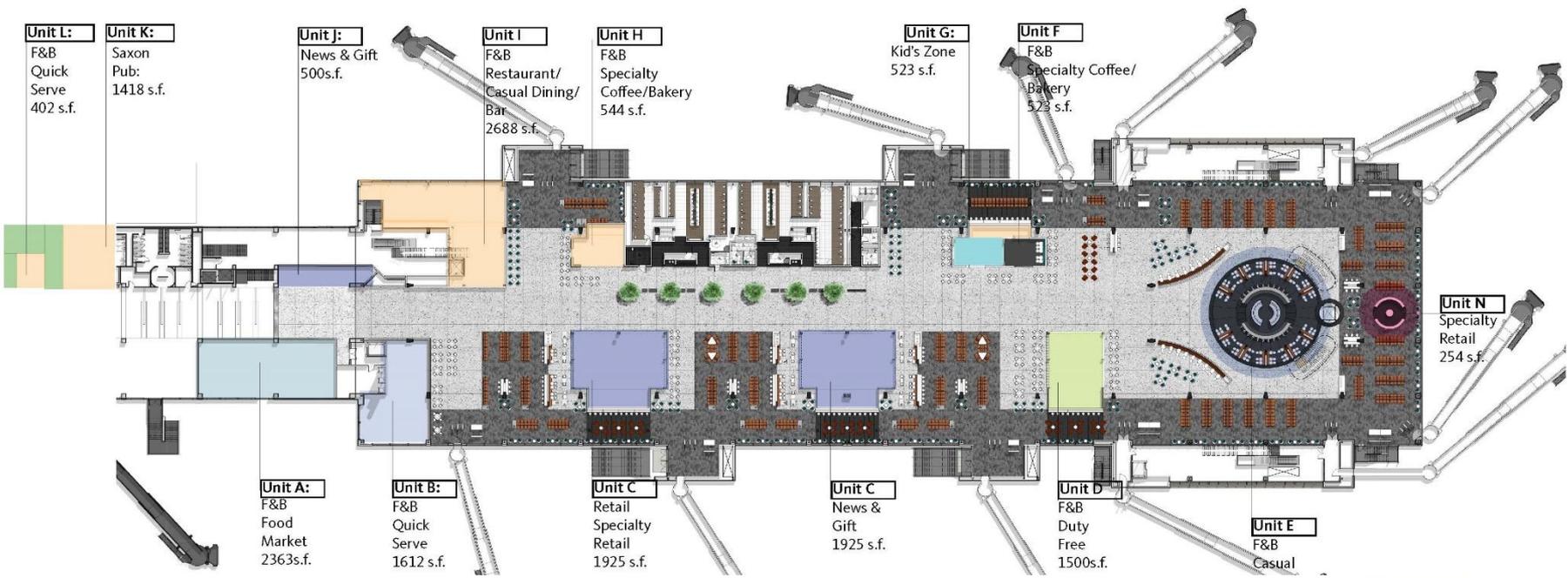


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# Upcoming Terminal Business Opportunities

## Proposed Concessions Layouts

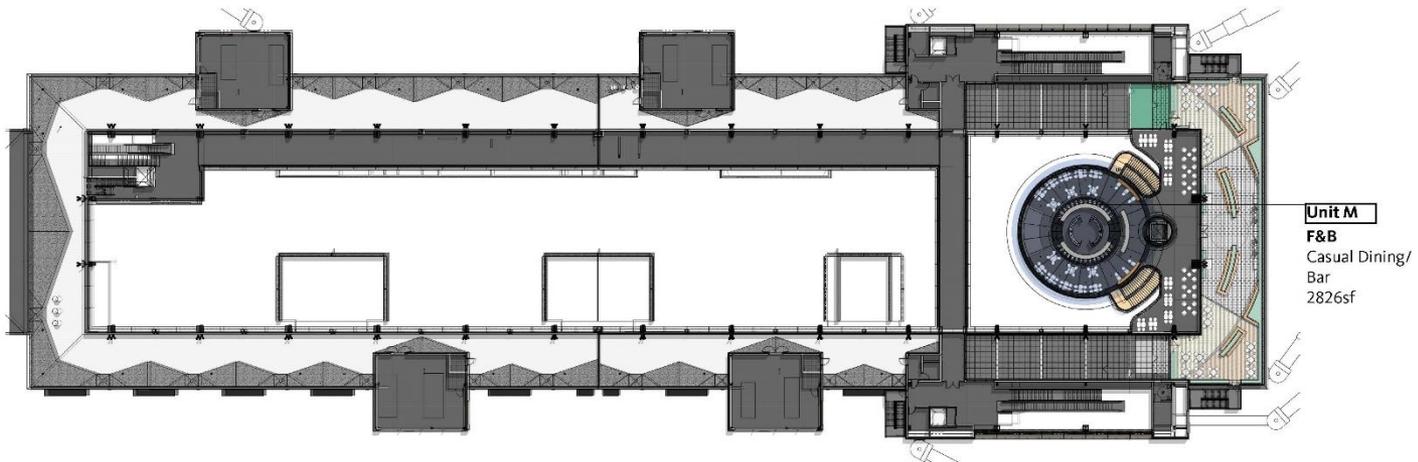
|   |                              |   |                              |
|---|------------------------------|---|------------------------------|
|  | F&B: Fast Food (Food Market) |  | Retail: Specialty: Kids Zone |
|  | Specialty Retail             |  | Retail: Specialty            |
|  | F&B                          |  | F&B: Quick Serve             |
|  | Duty Free                    |   |                              |



# Upcoming Terminal Business Opportunities

## Proposed Concessions Layouts

F&B: Quick Serve

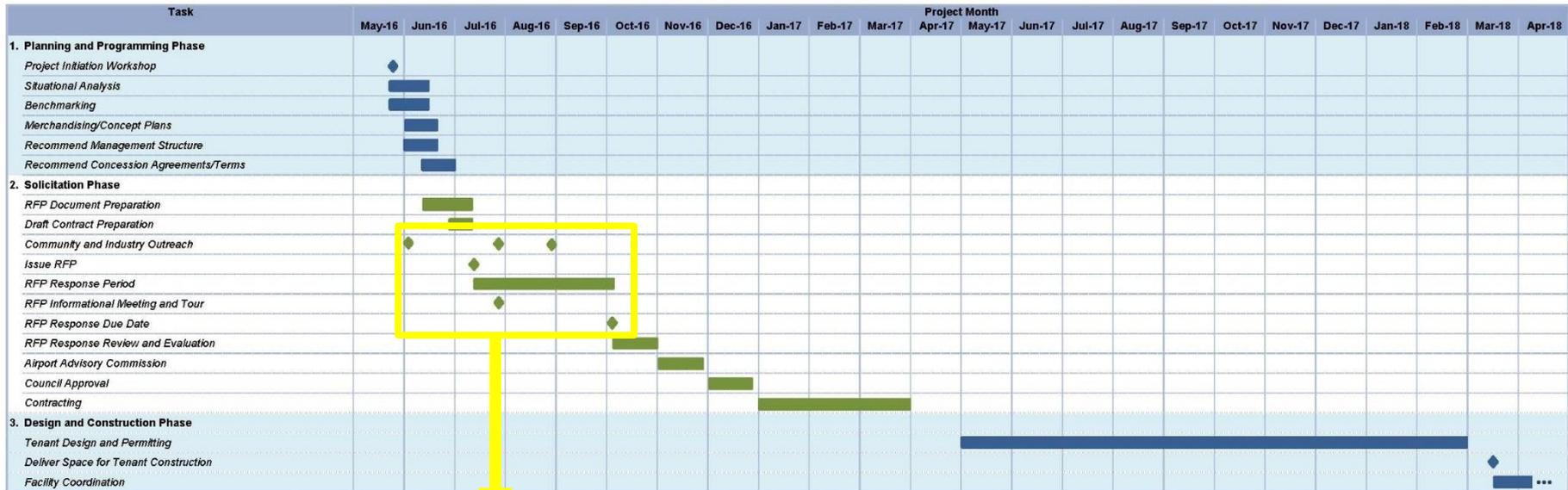


# Upcoming Terminal Business Opportunities



# Upcoming Terminal Business Opportunities

Austin-Bergstrom International Airport  
Concessions Planning and Development Project Schedule



**RFP Outreach: June, and August**

**RFP Issued: Mid July**

**RFP Pre Response Meeting: July/August**

**RFP Due: October**

\*All Dates Subject to change



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# Challenges for Small Businesses

- Large Investment
- Small Spaces
- Operating Hours
- Operating Costs
- Delivery/Storage
- Security
- Employee Badging
- Employee Parking
- Customer Dwell Time



# How to Participate

## A Variety of Participation Structures

- Direct Lease (Airport or Developer)
- Sublease to a Prime Concessionaire
- Joint Venture
- Licensing



# How to Participate – What to Do Next

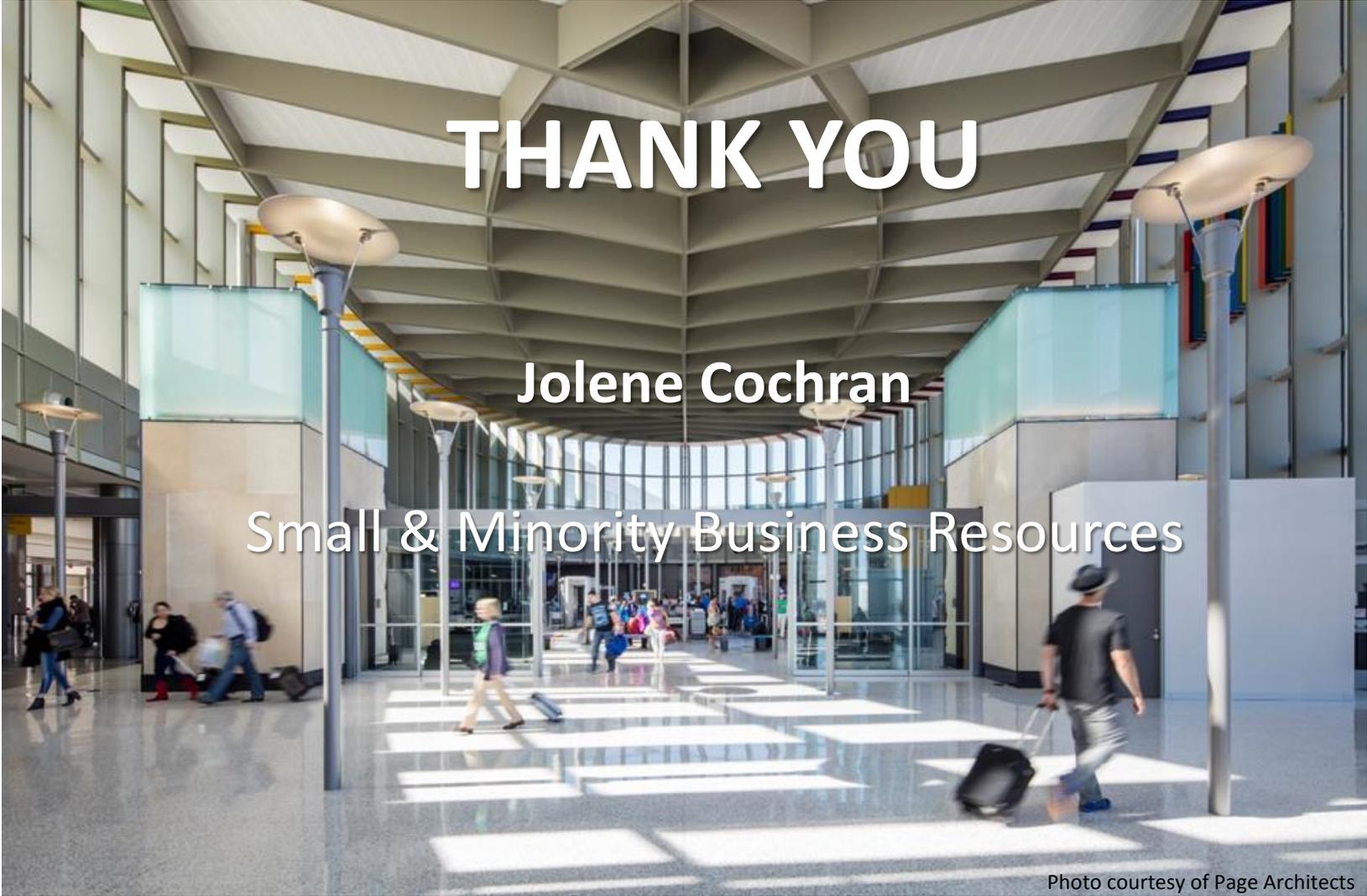
## Learn About Opportunities

- Attend Outreach
- Begin Networking / Keep Networking

## Take Advantage of Time

- Start Certification
- Start Business Planning
  - What is your concept
  - Plan an approach
  - Arrange Financing
  - Start Designing





# THANK YOU

Jolene Cochran

Small & Minority Business Resources

Photo courtesy of Page Architects



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