



RUNWAY TO OPPORTUNITIES

**Doing Business With
Austin-Bergstrom International Airport**



Austin-Bergstrom
International Airport





ORIENTATION

Blender Hill

Small & Minority Business Resources



Austin-Bergstrom
International Airport



WELCOME

Shane Harbinson

Austin-Bergstrom International Airport

Veronica Briseño Lara

Small & Minority Business Resources



Austin-Bergstrom
International Airport





DEMYSTIFYING SECURITY

Towanda Cordon

Austin-Bergstrom International Airport



Austin-Bergstrom
International Airport





Small & Minority Business Resources Department (SMBR)

Runway To Opportunities

February 26, 2015

www.austintexas.gov/smbr



SMBR PROGRAM OVERVIEW

Tamela Saldaña

Elton Price

Small & Minority Business Resources



Austin-Bergstrom
International Airport

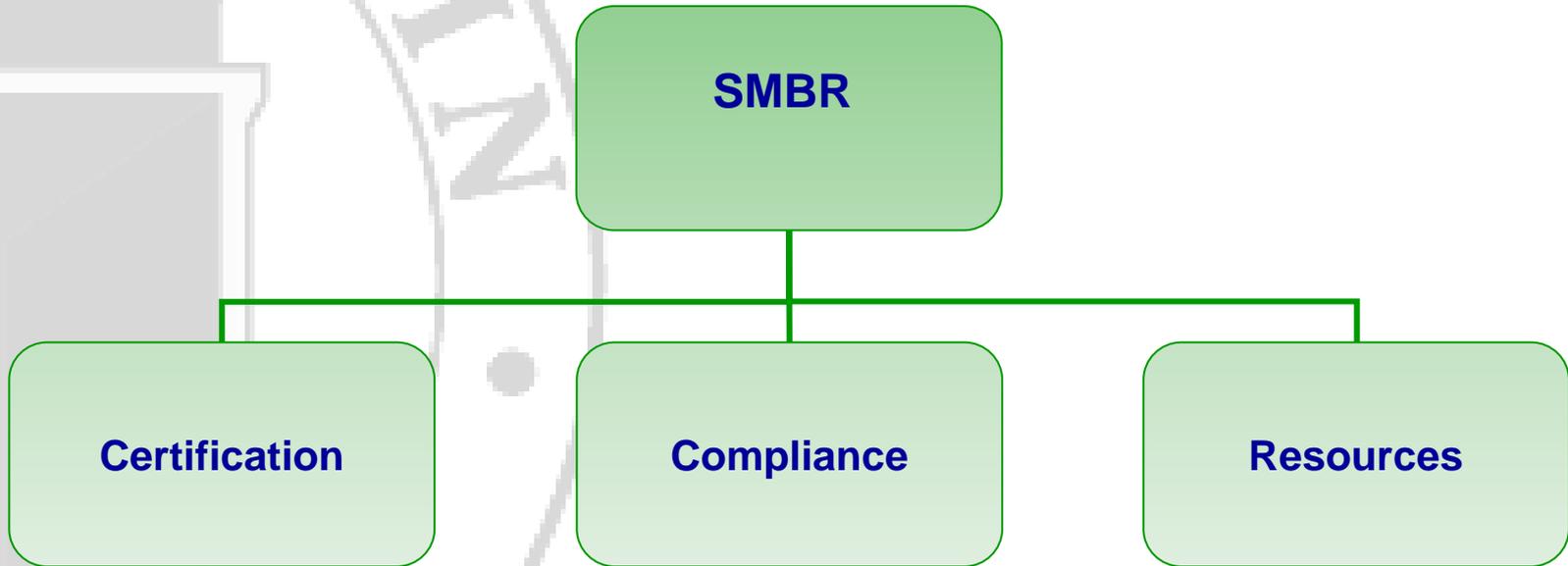


Mission Statement

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



SMBR Resources

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

Compliance Division

Compliance is responsible for enforcing the program on City procurements from solicitation to the completion of a project.

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

Compliance Facts

- Goals are not a quota
 - Proposers/contractors must either meet goals or perform Good Faith Efforts
 - If neither is achieved, the bid/proposal will not be considered
- The MBE/WBE goal can only be met by using City of Austin certified MBE/WBE firms for commodities/services listed in the solicitation
- Dually certified firms can be counted as either MBE or WBE *but not both*
- Post-award program violations may result in a sanction

Good Faith Efforts

- Good Faith Efforts includes:
 - Justification for not meeting MBE/WBE/DBE goals
 - Notify certified firms (fax, e-mail, mail or phone call)
 - Negotiate in good faith with interested MBEs and WBEs
 - Publish notice in a local publication
 - Seek services of minority and women organizations
 - Contact SMBR for assistance
 - Select portions of work that will increase MBE/WBE opportunities
 - Assist MBE/WBE firms with bonding, lines of credit, and insurance

Certification Types

Types of Certification offered by the City of Austin	Certification	Projects/ Funding Source	Applicants' Max PNW	Site Visit
Minority-Owned Business Enterprise (MBE)	COA Certifies	City of Austin projects & funding	\$1,454,000	COA Discretion
Women-Owned Business Enterprise (WBE)	COA Certifies	City of Austin projects & funding	\$1,454,000	COA Discretion
Dual Certification – minority female (MBE/WBE)	COA Certifies	City of Austin projects & funding	\$1,454,000	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 Economic Disadvantage

- Must be a small business as defined by Small Business Administration (SBA)
- Personal Net Worth Limits
- Fifty-one percent (51%) owned, managed and controlled by a 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

Contacting SMBR

City of Austin

Small & Minority Business Resources

4201 Ed Bluestein Blvd.

Austin, TX 78721

Phone: (512) 974-7600

www.austintexas.org/smbr



CMD PROGRAM OVERVIEW

Edward Campos

Contract Management Department



Austin-Bergstrom
International Airport



Runway to Opportunities



Your **partner** in capital project delivery!

Contract Management Department

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)
 - Austin-American Statesman (Construction)
- CD's are available at 505 Barton Springs Road, Suite 1045 and at plan rooms located throughout the city.
- Anti-Lobbying or No Contact 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 the 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***
 - Prevailing Wage requirements set forth by the Department of Labor (DOL) in all construction solicitations
 - City enforces payment of prevailing wages by conducting site visits (including worker observation/ interviews) and payroll audits
 - Initial site visits performed within 3 weeks 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***
 - Competence
 - Qualifications
 - Fair and Reasonable Price
- ***Qualifications-Based Selection Process***
 - RFQ issued through Vendor Connection
 - Selection based on “most highly qualified” firm through QBS process
 - Recommendation made to Council to select highest ranked firm
 - Council authorizes staff to negotiate & execute contract

Debrief Process

- Questions on Procurement Process
- Questions on Responses from other firms
- Final Scores
- Executed Contract(s) Required Prior to Debrief

How to Respond

- Responses must be received no later than due date and prior to time indicated in the solicitation documents:
 - 105 W. Riverside Dr., Suite 210
- Responses and Compliance envelope will be time stamped when received.
- Bids will be opened publically:
 - Bidder Names and Base Bid Prices will be read aloud
- Bidder or Proposer must be registered with City of Austin or Bid prior to Council Award
- Technical Review will be conducted after public opening:
 - Ensure all required documents have been provided

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
- 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.
- Attend vendor education sessions.



CAPITAL IMPROVEMENTS PROGRAM OVERVIEW AND ABIA PURCHASING

Joe Medici

Austin-Bergstrom International Airport



Austin-Bergstrom
International Airport





Runway to Opportunities – Doing Business with ABIA

February 26, 2015





5-Year Capital Improvement Program 2016-2020

5-Year Capital Improvement Program FY2016-2020

in millions, estimated

		FY 15			\$240	
		FY 16			\$137	
		FY 17			\$13	
		FY 18			\$17	
		FY 19			\$16	
		<u>FY 20</u>			<u>\$48</u>	
		Total			\$471	

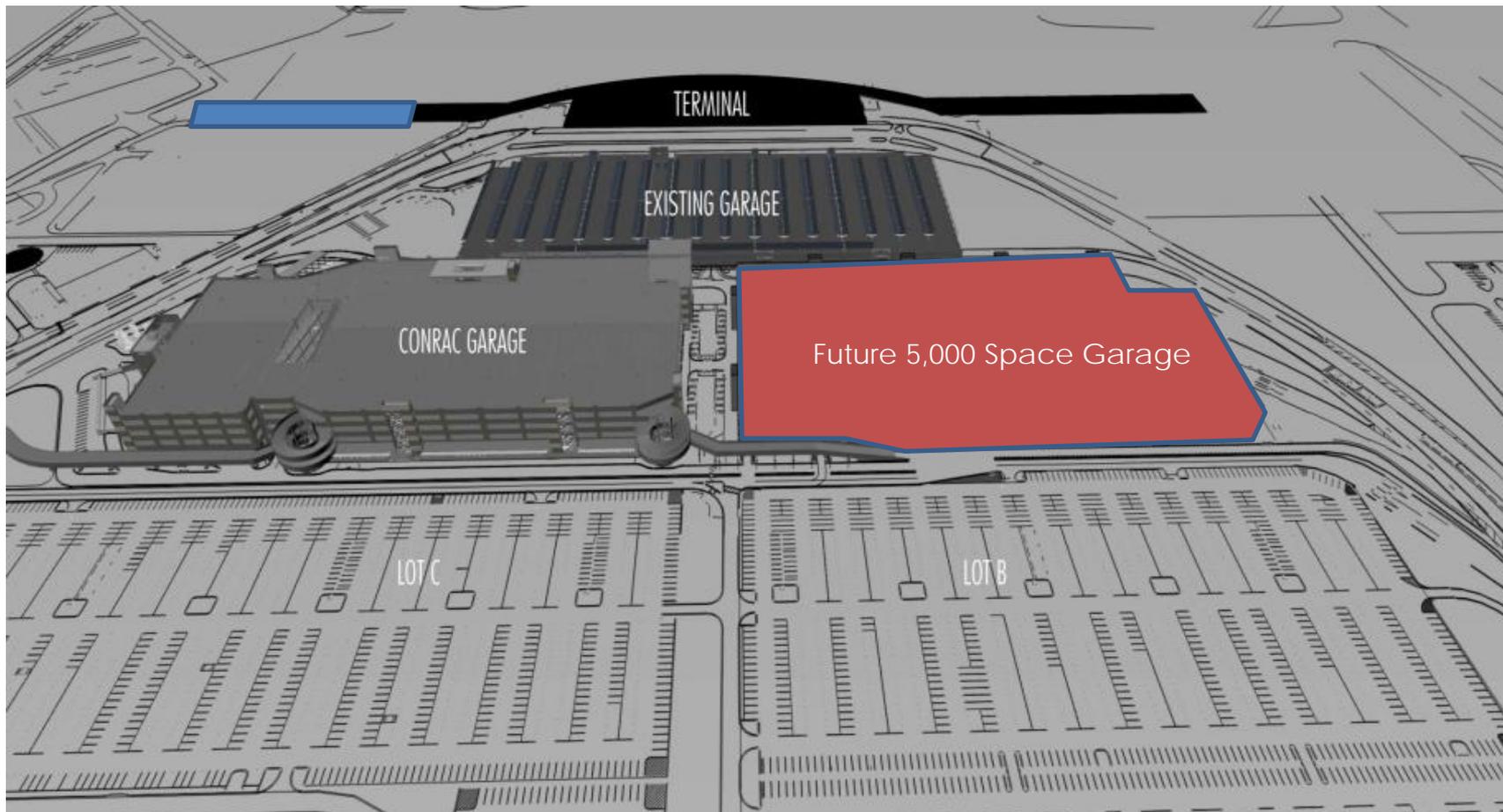




ABIA PROJECTS



Parking Garage – West Lot A

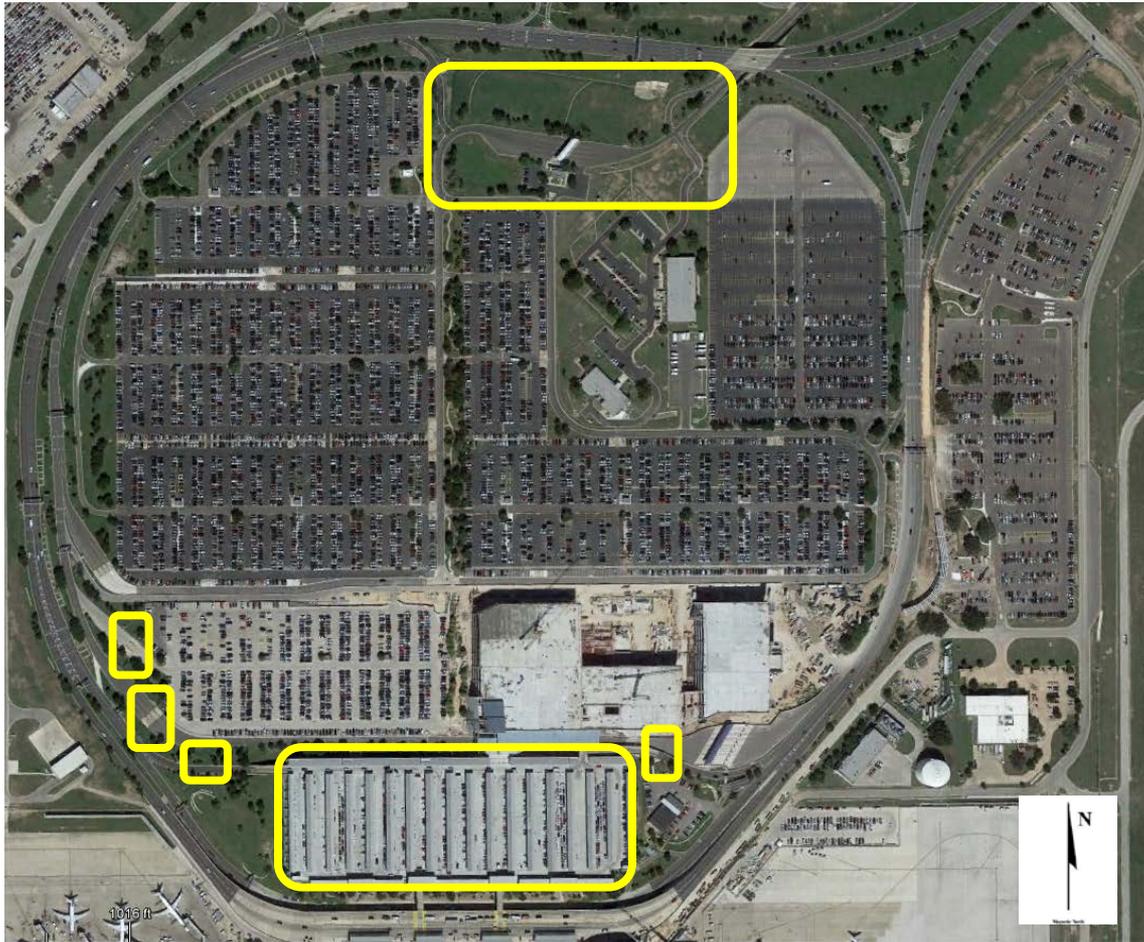




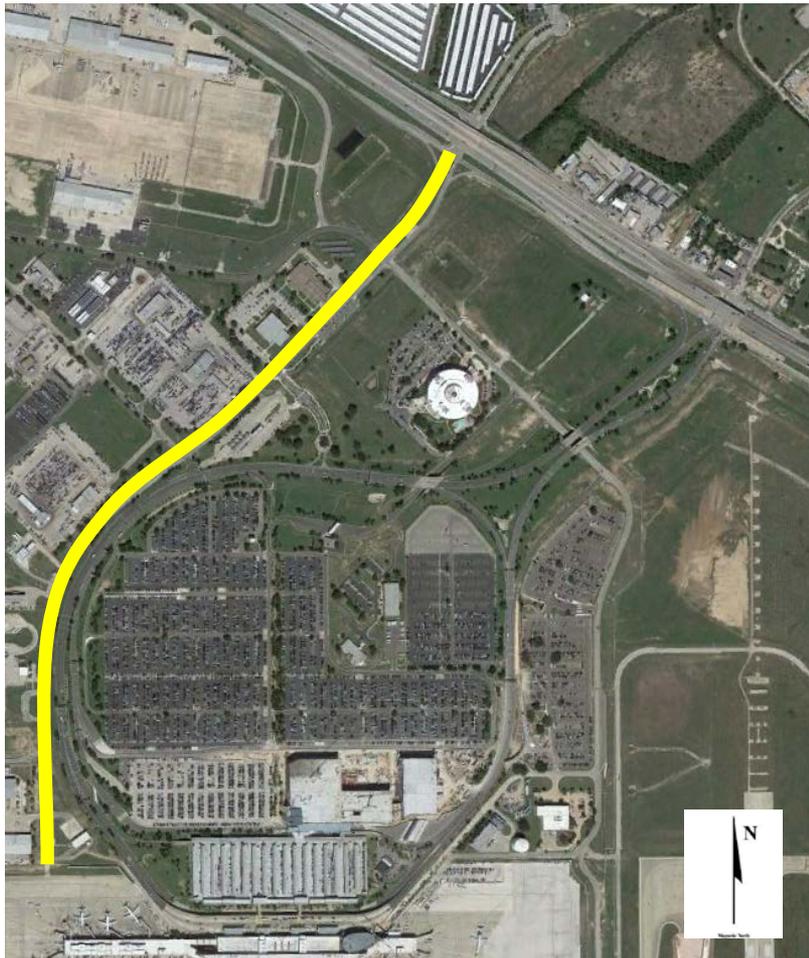
LANDSIDE PROJECTS



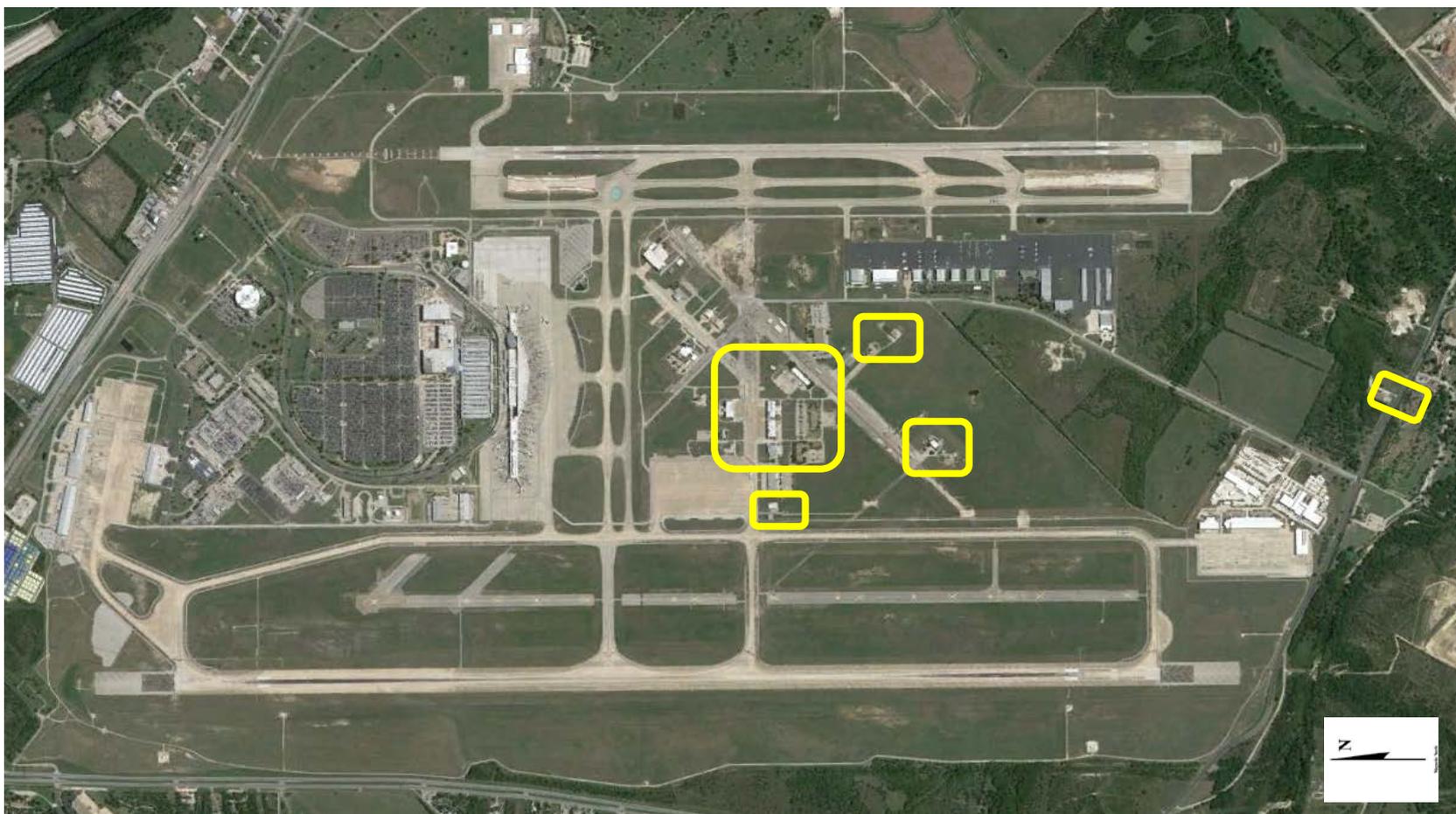
Parking Lot Improvements



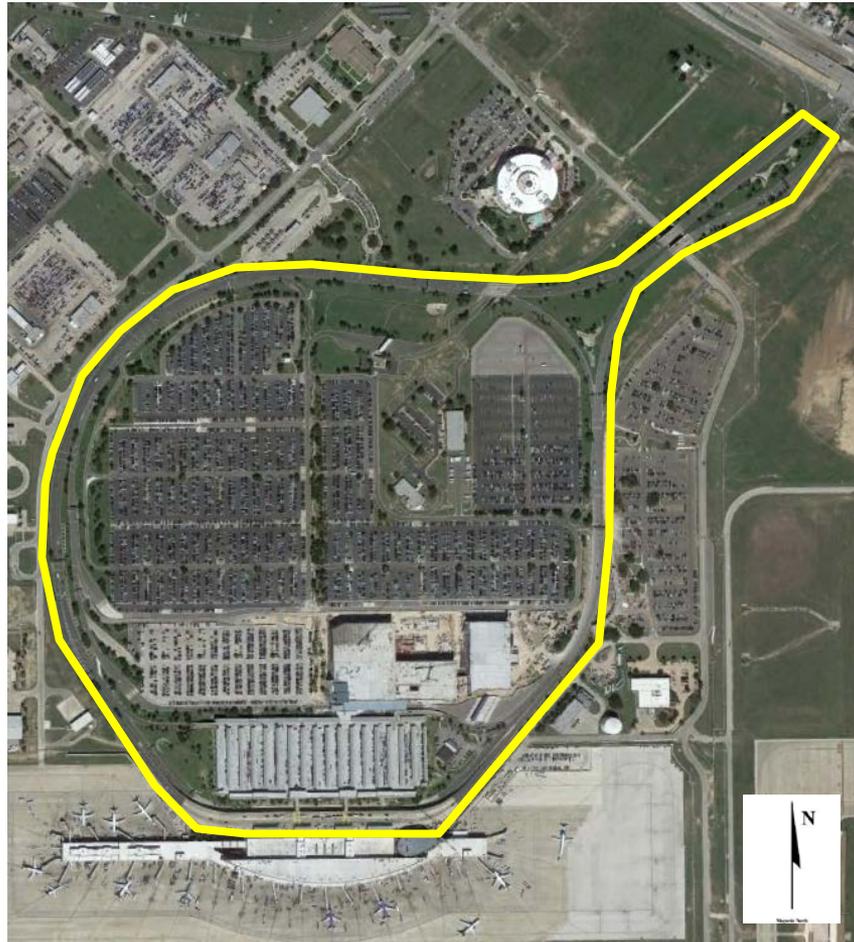
Spirit of Texas Drive Rehabilitation



Demolition Projects



Landscaping and Irrigation Improvements





AIRSIDE PROJECT

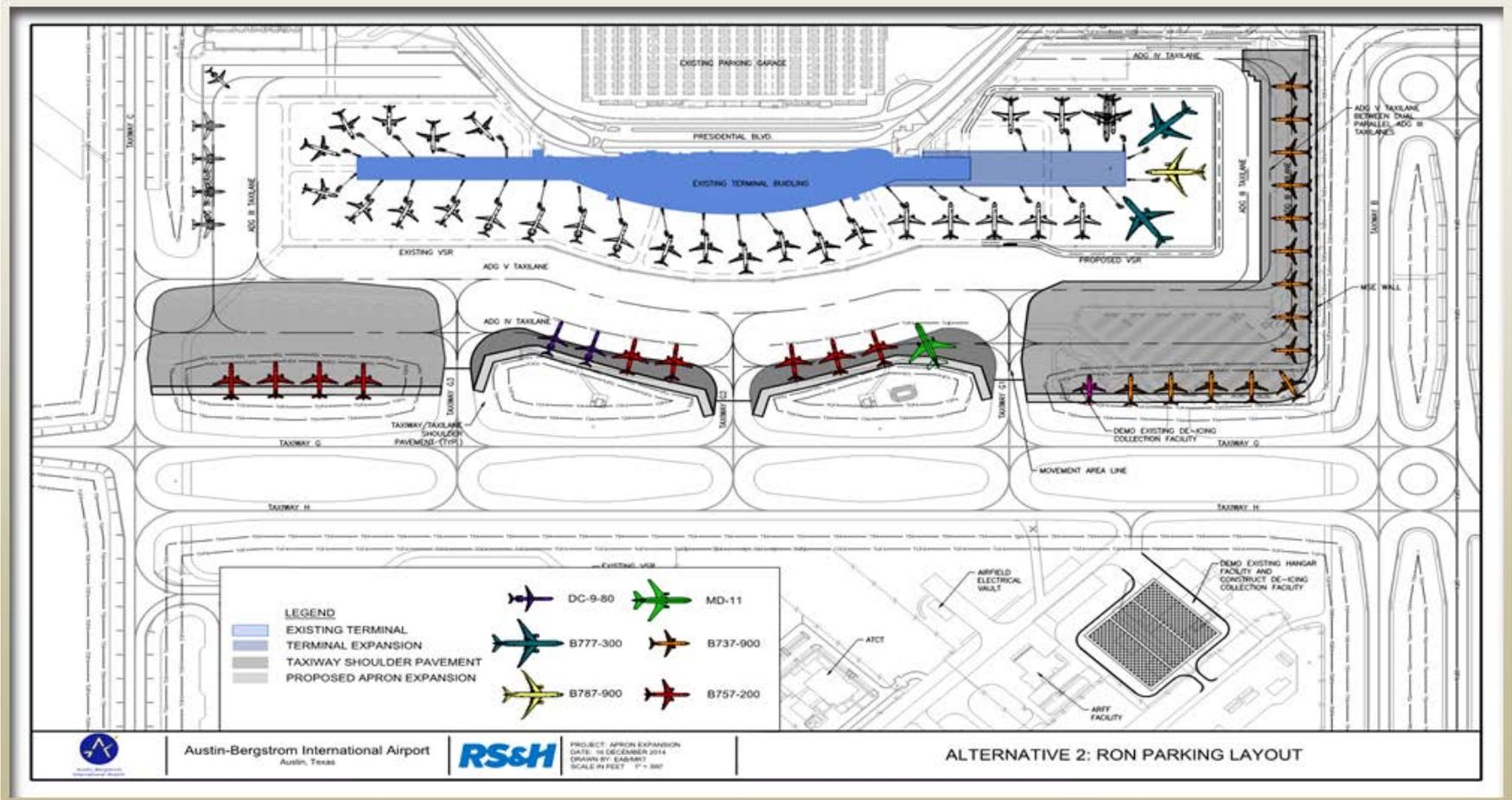


Water Quality/Detention Pond

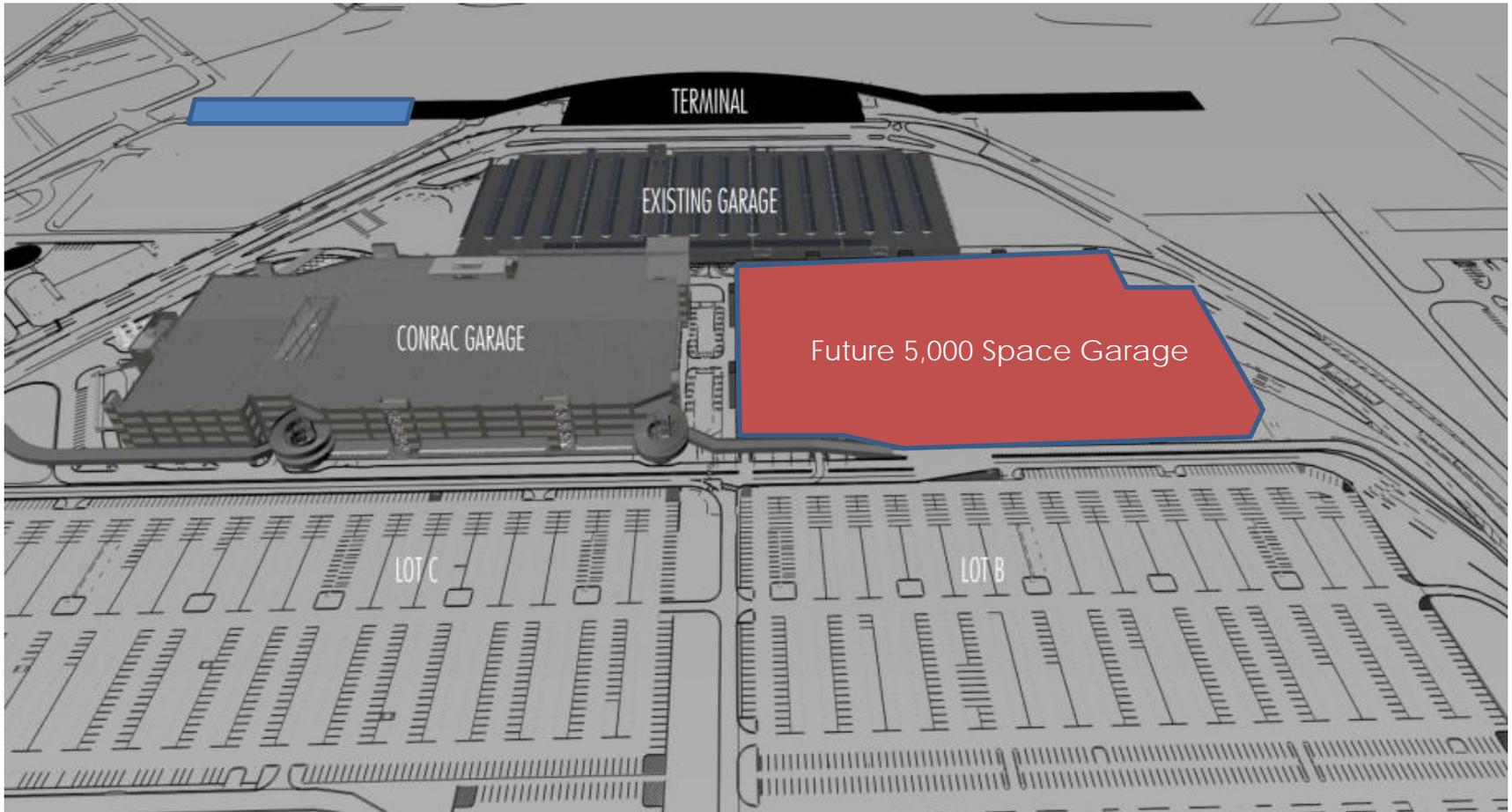


WE'RE
TUNING up!

ABIA Apron/Terminal Expansion and Improvements



ABIA Parking Garage and Administration Building





THIRD PARTY AND ACDBE OPPORTUNITIES

Stephanie Tucker

Austin-Bergstrom International Airport



Austin-Bergstrom
International Airport



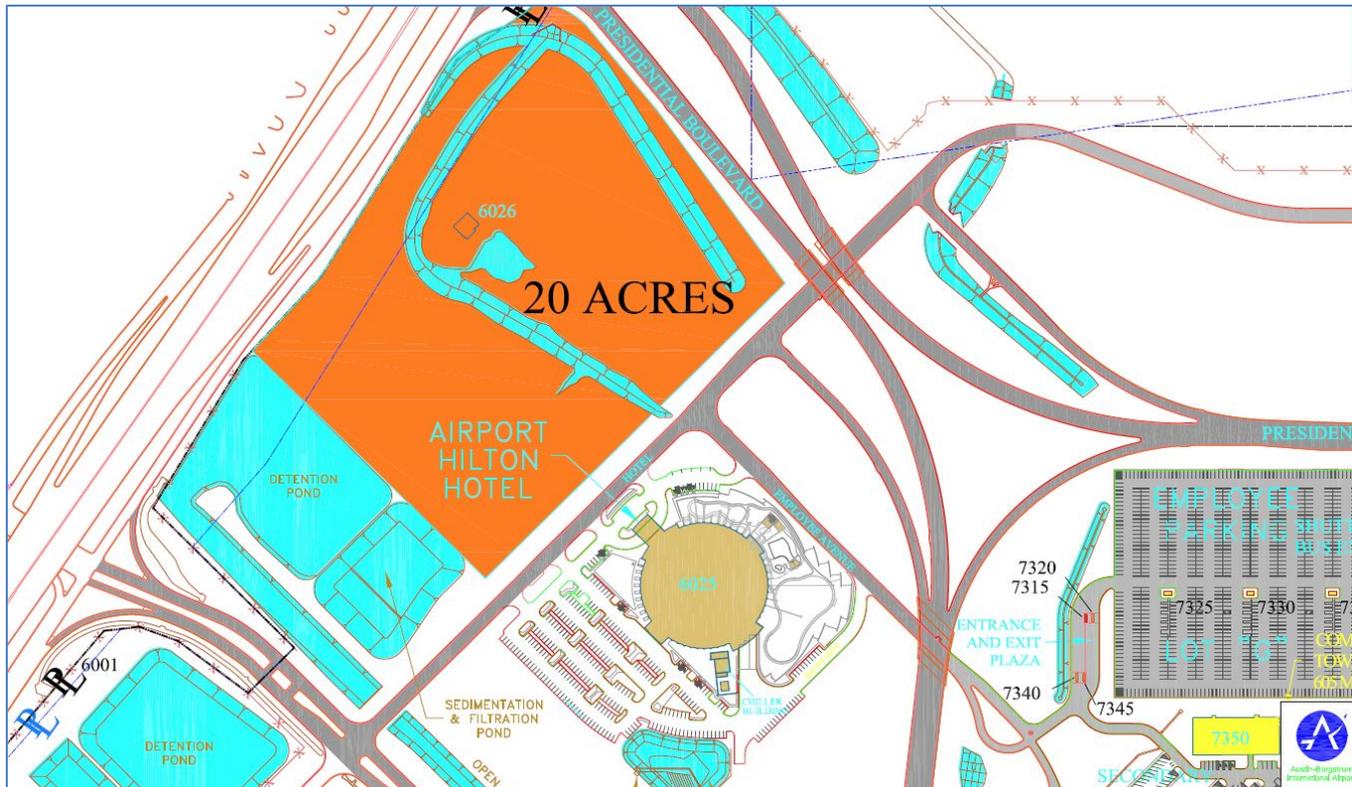
Consolidated Rental Car Facility



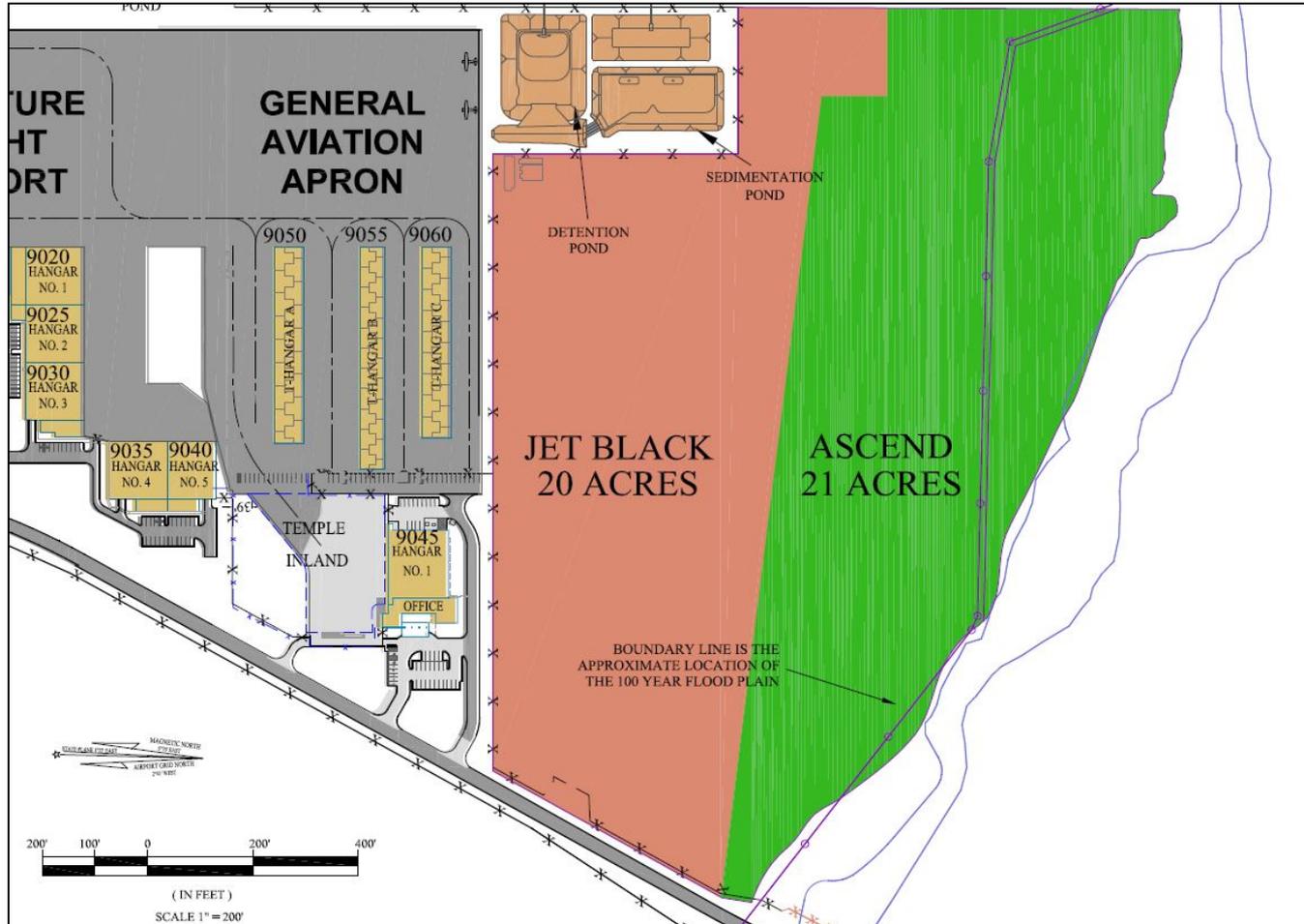
ABIA ConRAC • Austin Commercial • 12/15/14



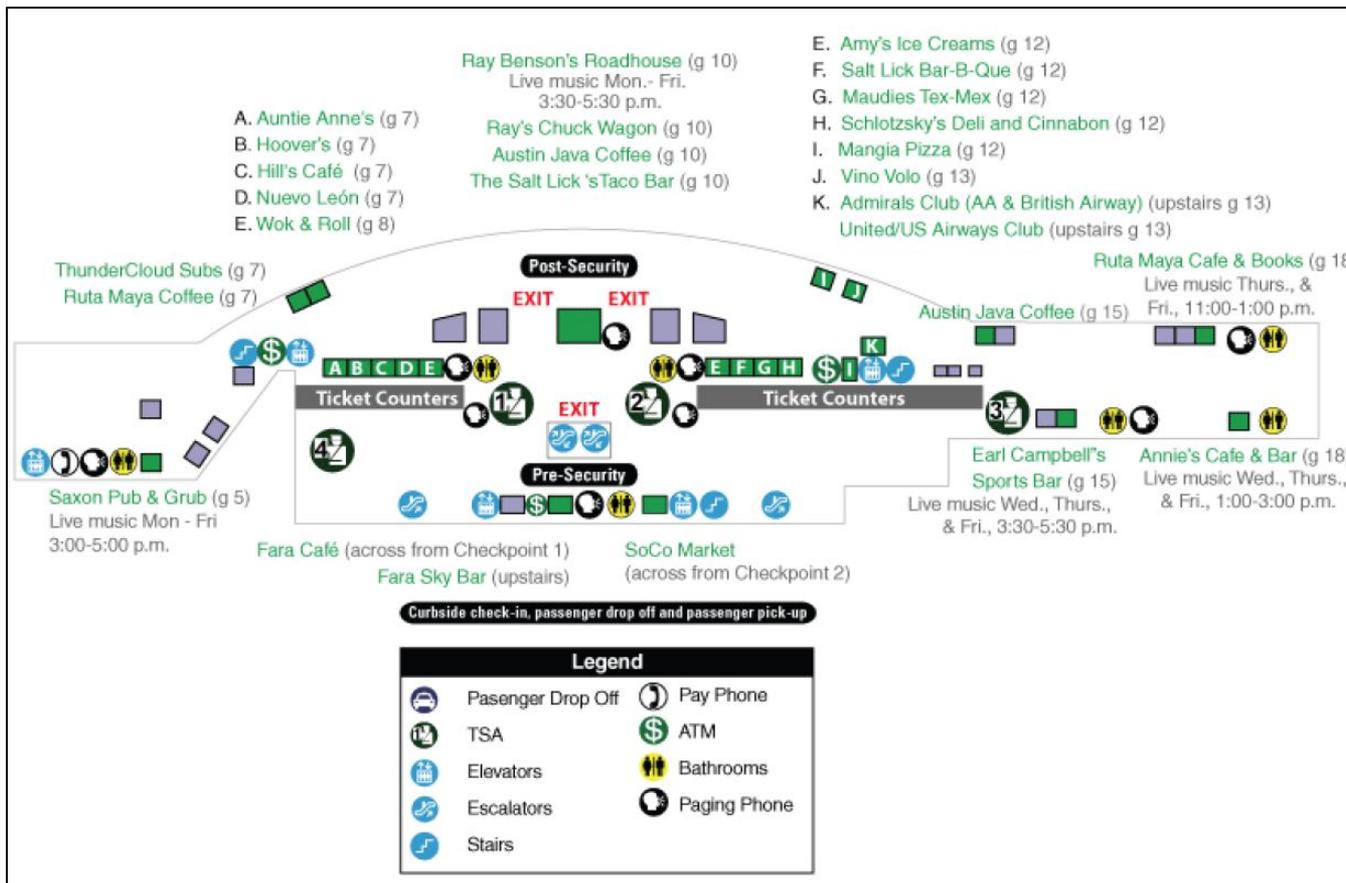
Scott Airport Parking



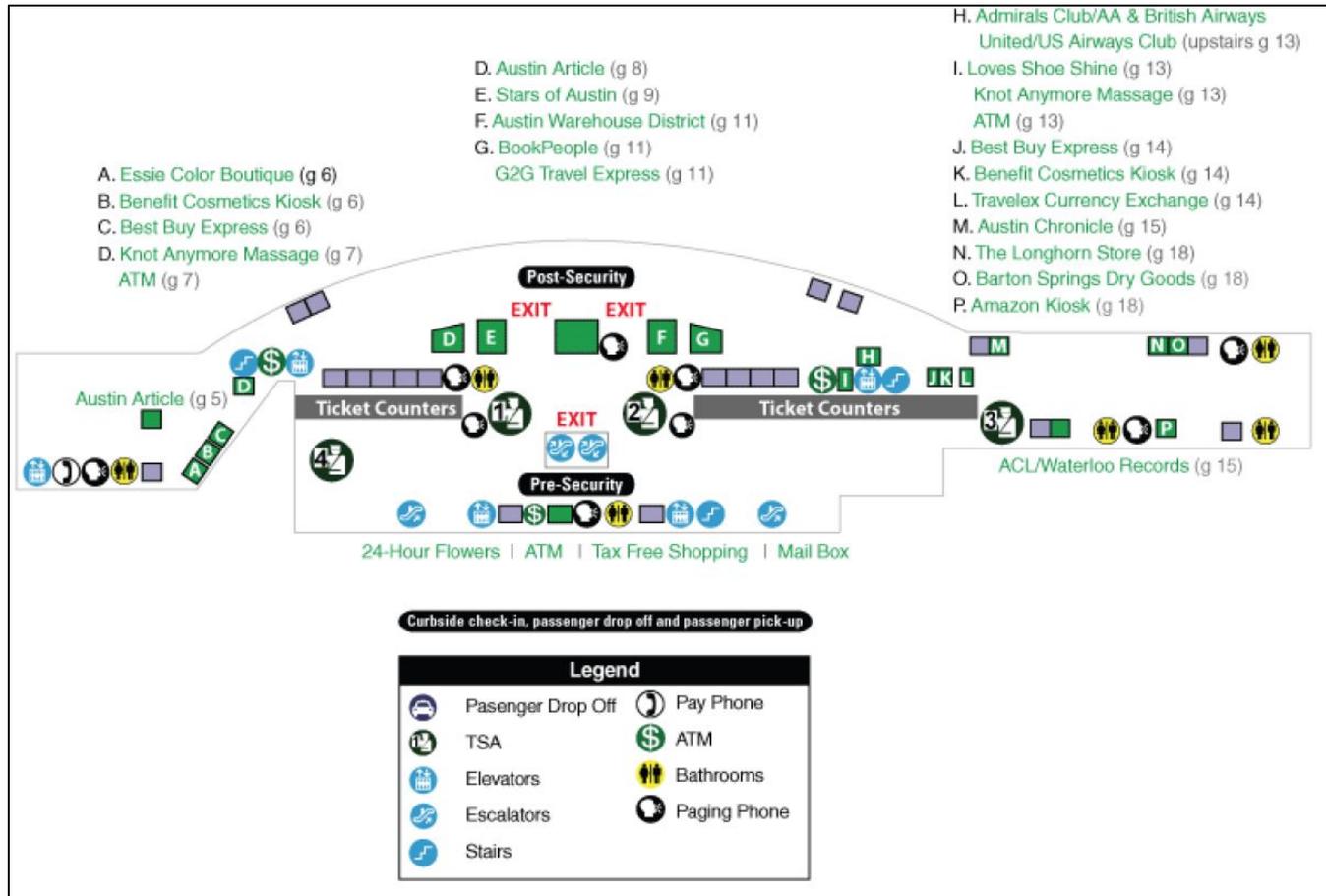
New FBO



Concessions



Concessions



- A. Essie Color Boutique (g 6)
- B. Benefit Cosmetics Kiosk (g 6)
- C. Best Buy Express (g 6)
- D. Knot Anymore Massage (g 7)
- ATM (g 7)

- D. Austin Article (g 8)
- E. Stars of Austin (g 9)
- F. Austin Warehouse District (g 11)
- G. BookPeople (g 11)
- G2G Travel Express (g 11)

- H. Admirals Club/AA & British Airways United/US Airways Club (upstairs g 13)
- I. Loves Shoe Shine (g 13)
- Knot Anymore Massage (g 13)
- ATM (g 13)
- J. Best Buy Express (g 14)
- K. Benefit Cosmetics Kiosk (g 14)
- L. Travelex Currency Exchange (g 14)
- M. Austin Chronicle (g 15)
- N. The Longhorn Store (g 18)
- O. Barton Springs Dry Goods (g 18)
- P. Amazon Kiosk (g 18)

Austin Article (g 5)

ACL/Waterloo Records (g 15)

24-Hour Flowers | ATM | Tax Free Shopping | Mail Box

Curbside check-in, passenger drop off and passenger pick-up

Legend

- | | | | |
|--|--------------------|--|--------------|
| | Passenger Drop Off | | Pay Phone |
| | TSA | | ATM |
| | Elevators | | Bathrooms |
| | Escalators | | Paging Phone |
| | Stairs | | |





THANK YOU

Jolene Cochran

Small & Minority Business Resources



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