

WELCOME!

Pacific Rim Virtual Presentation

LAWA Capital Improvement Program Overview Small Business/Veteran Owned Opportunities

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Los Angeles World of Airports

27 August, 2020



Pledge of Allegiance



Agenda



- Sponsor Recognition
- Presentation
- Q&A
- Sponsor Recognition
- Closing





Thank You Sponsors! (Large Business)



Thank You Sponsors! (Small Business)



Geotechnical Engineering
Construction Inspection
Materials Testing
Environmental



Reminder for Q&A



- Please click use the Q&A button to submit questions
- You can “upvote” the question that most interests you



DOING BUSINESS with Los Angeles World Airports



LAWA | **LAX VNY**

Rev. 10/17/2019

BUSINESS, JOBS

& SOCIAL RESPONSIBILITY

OUR MISSION

- *Maximize access to business and job opportunities*
- *Ensure that local, diverse communities benefit from LAWA'S investments*
- *Set the global airport standard for public corporate social responsibility*

THE FUTURE
IS NOW

LAWA | LAX VNY

Los Angeles World Airports



LAX

- World's 3rd busiest airport for passenger service
- In 2019, airlines served 88 million passengers



Van Nuys Airport

- One of the world's busiest General Aviation airports with almost 220,228 take-offs annually
- Dedicated to non-commercial air travel



LA/Palmdale

- LAWA owns and maintains the Palmdale Land Holdings, previously an FAA-certified airport

Business Opportunities

LAWA procures over \$500 million annually in Requests for Bids (RFBs):

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



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

- Construction Projects
- Professional Services including On-Call contracts

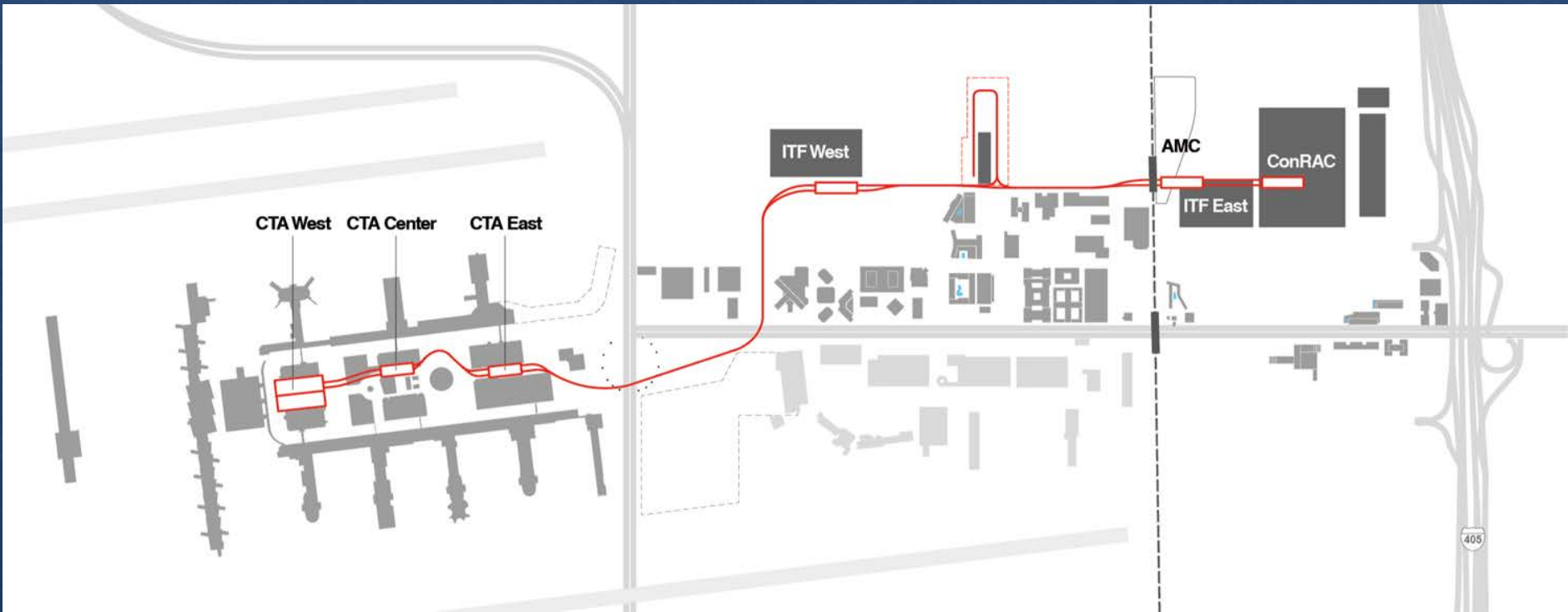
LAX: OPPORTUNITIES- CAPITAL PROGRAM SUMMARY

Major Category	Total Project Cost
Major Tenant Projects	\$5,584,329,837
LAMP Projects	\$5,500,000,000*
Terminal Projects	\$2,149,240,332
Utilities & Environmental Projects	\$518,148,350
Airside Projects	\$451,782,625
Security & IT Projects	\$427,338,879
Landside Projects	\$38,452,770
Planning / Study Projects	\$24,235,000
TOTAL	\$14,693,527,793*

**LAMP Subtotal is currently being finalized*

Note: Figures are expressed in 2018 dollars and are subject to escalation. Does not include estimate for Asset Renewal or Program Reserve.

Landside Access Modernization Program (LAMP) Projects



CTA East Station



CTA Center Station



LAX

CTA West Station



Intermodal Transportation Facility – West



Consolidated Rent-A-Car Facility



Tom Bradley International Terminal



Midfield Satellite Concourse



Airport Police Facility



LAX: OPPORTUNITIES- ACTIVE PROJECTS

PROJECT	LAMP BUSINESS INCLUSION REQUIREMENTS							
APM	PHASE	SBE	LBE	LSBE	DVBE	PROJECT NAME	DEVELOPER or PRIME	APPROX. PROJECT VALUE
	DESIGN	22%	8%	3%	3%			
	BUILD	18%	7%	5%	3%	Southwest Airlines 1.5	Hensel Phelps	\$493,000,000
	O & M	17%	10%	5%	3%	United Airlines	Hensel Phelps	\$536,800,000
CON RAC	PHASE	SBE	LBE	LSBE	DVBE	Southwest Airlines	Hensel Phelps	\$612,000,000
	DESIGN	18%	50%	10%	3%	Midfield Satellite Concourse North (MSC North)	Turner-PCL	\$1,427,700,000
	BUILD	22%	20%	5%	5%	Delta Terminal Project Enabling	Clark-McCarthy	\$268,000,000
	O & M	20%	7%	5%	3%	LAMP Utilities & Enabling (LULEP)	Myers-Griffith	\$309,530,000
ITF- West	PHASE	SBE	LBE	LSBE	DVBE	Delta Sky Way Program	S&P/STV JV	\$1,900,000,000
	DESIGN & BUILD	20%	10%	5%	3%	Delta Hangar	Skanska	\$50,000,000
						North Central Outfall Sewer	Steve Bubalo	\$10,700,000
	Plus all firms named in the proposal					Runway 7L 25R Reconstruction	Granite	\$51,000,000
						Terminal Cores & APM Interface	Austin Commercial	\$336,531,000

Opportunity & Inclusivity

Business and Workforce Inclusion are top-line LAWA values

- Business/Workforce Inclusion are *scored criteria in every procurement*- generally valued at no less than 10% of all available points
- Inclusivity Proposal commitments become contractual requirements
- Online reporting of payment to contractors and (if applicable) certified payroll are required on every contract
- Strong oversight to ensure fulfillment of commitments including prompt payment and subcontracting participation

Upcoming Opportunity Outlook

EST.
BASELINE
PROJECT
COST

PROJECT NAME & DESCRIPTION

APPROX.
NOTICE

PROFESSIONAL SERVICES (Includes Planning or Design)

Principal Architect/Engineer

This project would provide LAWA with a singular Architect/Engineer entity that provides design and planning services for LAWA studies and capital improvement projects on an as-needed basis. The Principal Architect/Engineer will oversee a team of Architectural and Engineering firms to meet the needs of LAWA.

Q3 2020

\$10M -
\$100M

This project would provide LAWA with a singular Architect/Engineer entity that provides design and planning services for LAWA studies and capital improvement projects on an as-needed basis. The Principal Architect/Engineer will oversee a team of Architectural and Engineering firms to meet the needs of LAWA.

Specialty Staff and Materials Testing Services

This project will provide inspection staff and materials testing services for projects in LAWA's Capital improvement Program. Staff will coordinate with and report to LAWA's Chief Inspector.

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CONSTRUCTION SERVICES (Includes Alternative Delivery Methods)

Bradley West Off-Airport Traffic Mitigation - Sepulveda Blvd. and Imperial Highway

This project implements a traffic mitigation measure (adding a second northbound right-turn lane) at the intersection of Sepulveda Blvd. at Imperial Hwy.

TBD

<\$10M

Parking Structure Drainage & Expansion Joint Seal Impr. Phase 3 (P2A/B,P5,P7)

This project will repair and /or replace the expansion joint seals, cover plates and drainage systems within Parking Structures 2A, 2B, 5, & 7 at the top levels to prevent future leakage through the deck slabs and ponding of water on the surface. Project scope also includes the application of waterproofing coating system to the Parking Structures top deck and clearing/repair of existing drains.

TBD

South Pads & Imperial Terminal Ramp and Imperial Cargo Electrification

This project provides infrastructure to electrify five aircraft parking positions at the South Pads and two aircraft parking positions at the Imperial Terminal Ramp, as well as providing 400 Hz ground power for ten aircraft parking positions and ten 80 KW

Q4 2020

22
33



Getting Certified

- ◆ Small Business Enterprise (SBE-Proprietary)
- ◆ Small Business Enterprise- Public Works (SBE-PW)
- ◆ Small Local Business (SLB)
- ◆ Local Business Enterprise (LBE)
- ◆ Local Small Business Enterprise (LSBE)
- ◆ Disadvantaged Business Enterprise (DBE)
- ◆ Airport Concessions DBE (ACDBE)
- ◆ **Disabled Veterans Business Enterprise (DVBE)**

Getting Certified- Disabled Veteran Business Enterprise (DVBE)

- ◆ Ordinance intended to expand inclusivity of business to DVBEs located in the State of California rewarding disabled veterans for their military service
- ◆ Effective July 2017 for all Personal and Professional Services, Non-Professional Services and Construction Contracts
- ◆ Prime Contractors shall provide subcontracting opportunities to DVBE firms per the contract requirement
- ◆ Certifying Agencies include: US Dept of Veteran Affairs, US Small Business Administration, State of California and the County of Los Angeles

Getting Certified- Resources

CITY OF LOS ANGELES

For more information:

<http://bca.lacity.org>

Certification Helpline

(213) 847-2684

Bca.certifications@lacity.org

STATE OF CALIFORNIA

DVBE & Small Business for Public Works

<https://dot.ca.gov/programs/procurement-and-contracts/become-a-certified-business>

LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (METRO)

Diversity and Economic Opportunity Department
(213) 922-2600

certificationunit@metro.net

Metro only accepts online applications.

<http://metro.gob2g.com/>

Directories of Certified Firms:

CUCP:

<https://sites.google.com/view/cucp/home> ->

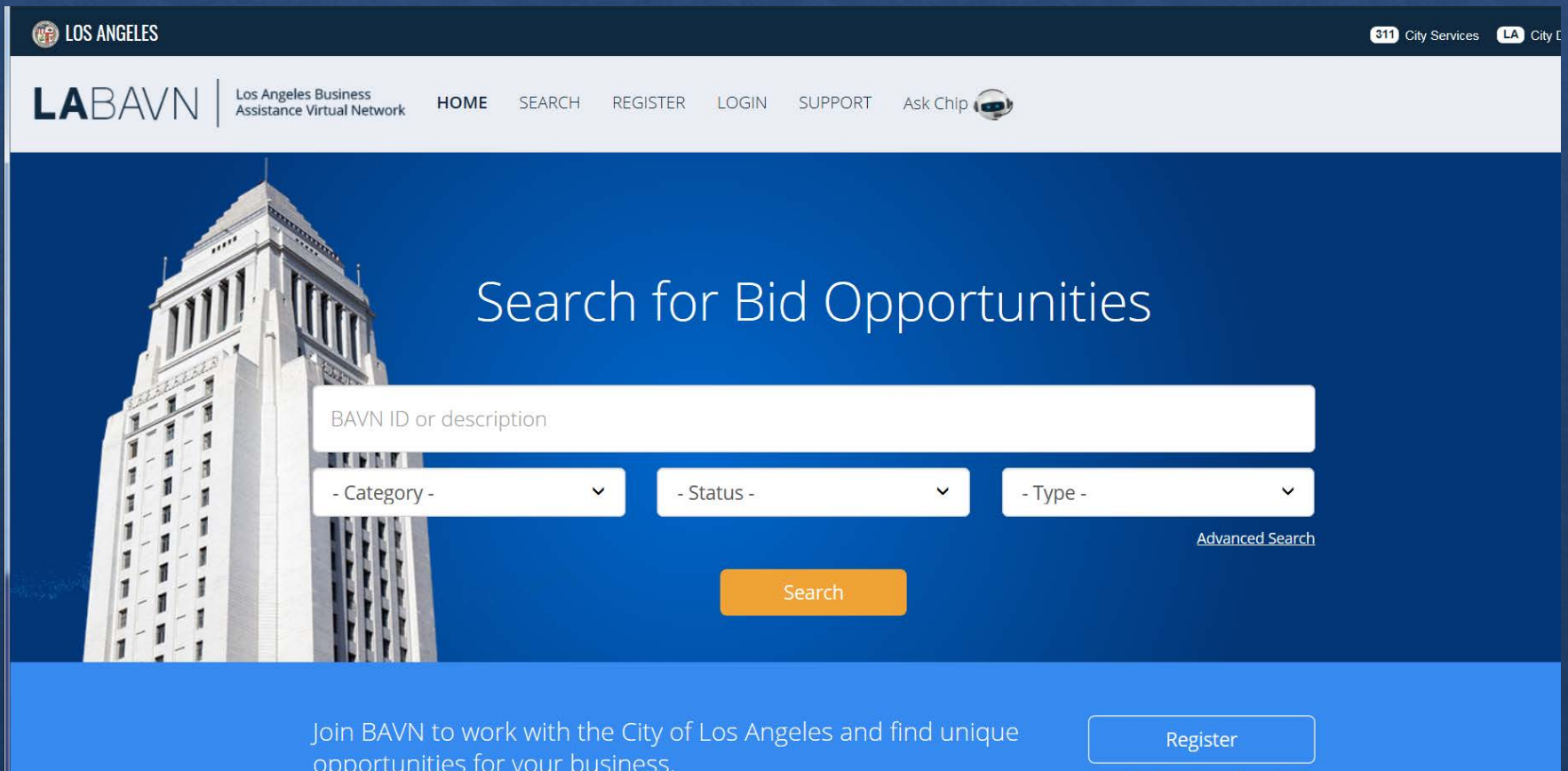
Directory

City of LA: <http://bca.lacity.org> ->

Certification Listings -> Click on

DBE/MBE/WBE Directory

Registering w/LA Business Assistance Virtual Network (LABAVN)



The screenshot displays the LABAVN (Los Angeles Business Assistance Virtual Network) website. The header includes the City of Los Angeles logo and navigation links: HOME, SEARCH, REGISTER, LOGIN, SUPPORT, and Ask Chip. The main content area features a search interface with a text input field for 'BAVN ID or description', three dropdown menus for 'Category', 'Status', and 'Type', and a 'Search' button. A 'Register' button is also visible at the bottom right.

LOS ANGELES

311 City Services LA City D

LABAVN | Los Angeles Business Assistance Virtual Network

HOME SEARCH REGISTER LOGIN SUPPORT Ask Chip

Search for Bid Opportunities

BAVN ID or description

- Category -

- Status -

- Type -

[Advanced Search](#)

Search

Join BAVN to work with the City of Los Angeles and find unique opportunities for your business.

Register

LAX: WHAT YOU SHOULD KNOW



KNOW YOUR AGENCY

- Do your Research
- Understand opportunities & priorities
- Understand administrative requirements
- Develop relationships with agency staff
- Register with LABAVN
- Attend workshops hosted by agency



STAY READY

- Get (STAY) certified
- Focus your business- do one thing & do it well
- Build your capacity- look for training and mentor opportunities
- Understand your finances- understand bonding, cash flow, insurance, taxes, credit
- Network
- Use the Project Labor Agreement to your Advantage



KNOW YOUR CUSTOMER

- Understand the project: design, procurement and bid package schedule
- Understand your contract
- Plan for "the gap"
- Develop relationships with your prime
- Be careful about your bid- Bid to make a PROFIT

BE PREPARED

The doors of opportunity are open.

Prepare to walk through.

- Bob Gilbert

BUSINESS, JOBS & SOCIAL RESPONSIBILITY

For more information please contact:

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LAWA Business Affairs Manager

cduru@lawa.org

(424) 646-5374



QUESTIONS?





Thank You Sponsors! (Large Business)



Thank You Sponsors! (Small Business)



Geotechnical Engineering
Construction Inspection
Materials Testing
Environmental





THANK YOU!



SAME Centennial | Discover SAME | Get Connected | Become Involved | Stay Informed | Grow Professionally

Society of
SAME
American Military Engineers

**SECURING
AMERICA'S
FUTURE,**

Together

The 2025 SAME Strategic Plan positions the Society to increase our impact as we start our second century.

For more information, please visit: www.same.org

