

Memorandum



CITY OF DALLAS

DATE November 12, 2010

TO The Honorable Mayor and Members of the City Council

SUBJECT Dallas/Fort Worth International Airport Briefing

On Wednesday, November 17, 2010, you will be briefed on the Dallas/Fort Worth International Airport M/WBE program. Jeff Fegan, CEO of DFW Airport, will provide the briefing as requested by members of the City Council on October 13, 2010 when DFW Airport presented its FY2011 budget.

If you have questions or need additional information, please let me know.

A handwritten signature in black ink, appearing to read 'Mary K. Suhm', written over the typed name and title.

Mary K. Suhm
City Manager

c: Deborah A. Watkins, City Secretary
Thomas P. Perkins, Jr., City Attorney
Craig D. Kinton, City Auditor
C. Victor Lander, Administrative Judge
Ryan S. Evans, First Assistant City Manager
A.C. Gonzalez, Assistant City Manager
Jill A. Jordan, P.E., Assistant City Manager
Forest Turner, Assistant City Manager
Jeanne Chipperfield, Chief Financial Officer
Frank Libro, Public Information Office
Helena Stevens-Thompson, Assistant to the City Manager



Dallas/Fort Worth International Airport M/WBE Briefing

Dallas City Council
November 17, 2010

Agenda Overview

- Business Diversity Strategy
- M/WBE Contracting
- M/WBE Concessions
- Future Opportunities
- Awards and Recognition

DFW Business Diversity Strategy

- Operate as a catalyst for economic development in North Texas through supply chain inclusion
 - D/M/WBE spending and concession operations at DFW Airport boosted total economic activity in the DFW Metropolitan region by \$1.2 billion
 - Created over 14,000 job years of employment, increased regional labor income by \$455 million
 - Supported \$170 million in property income
- Facilitate and maximize business and capacity building opportunities for small, minority and women-owned businesses through the following programs:
 - Minority and Women Owned Business (M/WBE) Program – locally funded contracts
 - Disadvantaged Business Enterprise (DBE) Program – federally funded contracts
 - Airport Concessions Disadvantaged Enterprise (ACDBE) Program – federally mandated program
- In accordance with regulations of the U.S. Department of Transportation (DOT) 49 CFR Part 23 and 26

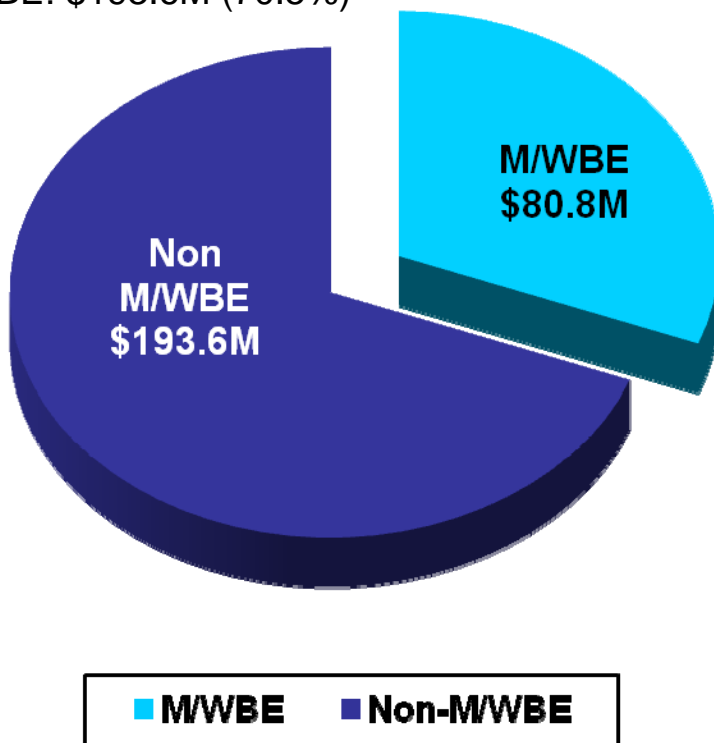
D/M/WBE Participation FY10 – All Contracting Categories

Total M/WBE Participation: 29.4%

TOTAL AMOUNT SPENT: \$274.4 Million

M/WBE: \$80.8M (29.4%)

NON-M/WBE: \$193.6M (70.5%)



Ethnicity Dollar Breakdown

- African American
\$22.3M (8.1%)
- Asian American
\$12.1M (4.4%)
- Hispanic American
\$19.7M (7.2%)
- Native American
\$.3M(0.1%)
- White Female
\$25.2M (9.2%)
- Other Minority
\$1.2M (0.4%)

The report numbers reflect Pay Period Activity Reports from October 1, 2009 – September 30, 2010, entered into the B2Gnow system through the time of this presentation.

D/M/WBE Participation FY10 – By Category

Category	Annual Goal	Achieved
Construction	30%	33.6%
Professional Services	27%	34.5%
Goods & Services	25%	30.4%
Contracts & Purchase Orders under \$50K	N/A	20.8%

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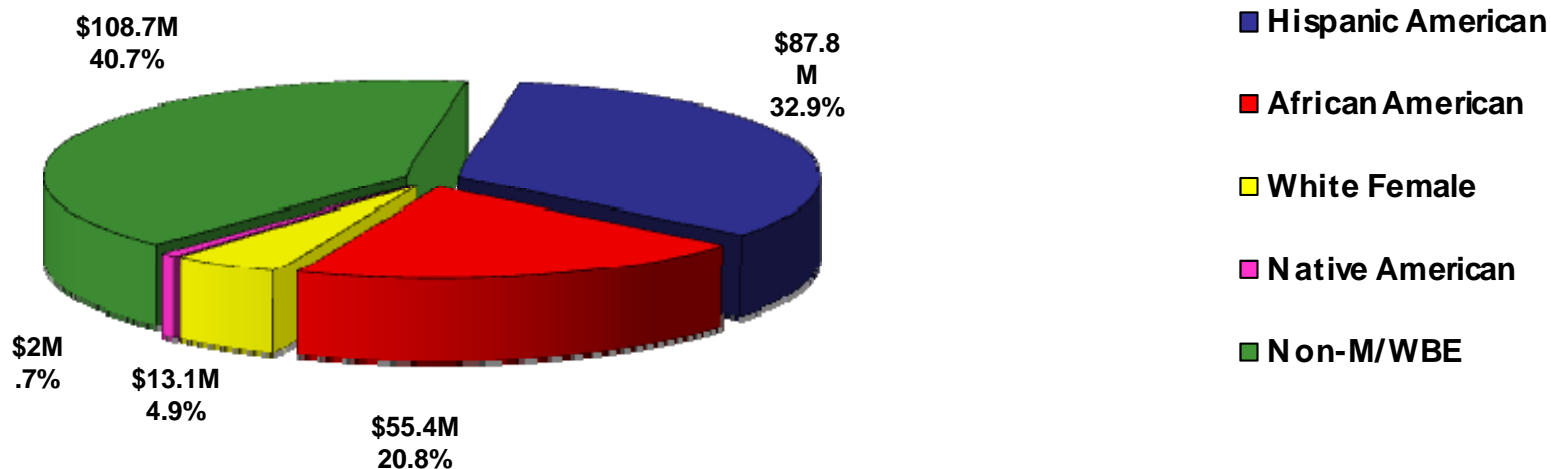
D/M/WBE Participation FY10 – Concessions

M/WBE Gross Revenues: 59.3%

TOTAL GROSS REVENUE: \$267 Million

M/WBE: \$158.3M (59.3%)

NON-M/WBE: \$108.7M (40.7%)



The report numbers reflect Pay Period Activity Reports from October 1, 2009 – September 30, 2010, entered into the B2Gnow system through the time of this presentation.

Future Opportunities: Terminal Renewal and Improvement Program (TRIP) for Terminals A,B,C,E : \$1.74 Billion*

- Selected Elements of Highest Value from each short-listed alternative
- Replace building systems
 - Ensure operational reliability
 - Address code and regulatory requirements
- Reconfigure ticketing areas to enhance self-service
- Expand/reconfigure security screening checkpoints to improve operational efficiency
- Enhance Concessions
- Accommodate Parking Demand
- Enhance Airside Efficiency and Effectiveness



* Present value of 2010 dollars.

Recent Awards and Recognition

Regional Hispanic Contractor's Association "Luna Awards"

- "2010 M/WBE Advocate of the Year Award"

Fort Worth Metropolitan Black Chamber of Commerce

- "2010 M/WBE Advocate of the Year Award"

Fort Worth Metropolitan Black Chamber of Commerce

- "2010 Corporation of the Year Award"

Greater Dallas Asian American Chamber of Commerce

- "2010 Corporate Diversity Award"

Black Contractors Association

- "2010 Chairman of the Year Award"

Dallas/Fort Worth Minority Supplier Development Council

- "2009 Buyer of the Year Award"

Federal Aviation Administration

- "2009 Exceptional DBE Program"

Summary

- DFW is fully committed to integrated diversity and inclusion practices in our supply chain.
- We have an established and successful track record as a responsive community partner and we continue to build on existing partnerships.
- We recognize that challenges exist and look forward to collaborating with our community and business partners on future opportunities.



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