

## How to Do Business at the Airport: A Virtual Workshop for Veteran-Owned Businesses

Presented by:

- SFO Social Impact
- Veterans in Business Network
- SFO Design & Construction

## January 28, 2025



## Housekeeping

- 1. This meeting will be recorded.
- 2. Participants will not have video or microphone capabilities during the presentation.
- 3. You may utilize the Chat and Q&A function throughout the presentation. All questions will be answered at the end of the presentation.



## How to Do Business at the Airport: A Virtual Workshop for Veteran-Owned Businesses

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## Agenda



Veteran In Business Network



How to Contract with Design & Construction



**Questions & Answers** 



## Veterans In Business Network 501(c)3 Nonprofit

Our mission is to invest in education, create economic growth, establish relationships and provide resources and advocacy to veteran-owned businesses.

Presented by: Rebecca Aguilera-Gardiner, CEO/Co-Founder of VIB Network



We're on a mission to provide education, training, resources, outreach and support to help all Veterans in Business grow and succeed.



## **VIB Network Team:**



**Rebecca Aguilera-Gardiner** CEO/Co-Founder Rebecca@vibnetwork.org



Cole Woodman Chairman/Co-Founder chairman@vibnetwork.org



Sydney Santiago

**Operations & Program Director** 

Sydney@vibnetwork.org





#### **General VIB Network Information**

- Veterans join for FREE thanks to Corporate, Government & Veteran supporters
- Over 3200 VIBs Nationwide
- Verify certified Veteran businesses
- VIB Directory used Buyers and Suppliers
- Business Resource Page
  - Certification information
  - Links to counseling services
- Opportunity Board
- Events Calendar
- Corporate Advisory Board
- Library of past Webinars



#### **Business Development Programs**





The Veteran-2-Veteran Business Cohort is a 6-month in-depth program for established SDVOSB/DVBE/VOSBs.

Over the years, the V2V Program has developed and grown to meet our Veteran business leaders' needs. The V2V program continues to update the curriculum with our partner Leah Nelson (DVBE) of Nelson Leadership. This program is to help guide the established Veteran business owner in assessing their business for strategic growth and success.

One-on-one Business Coaching
 Peer-group Sessions

Corporate Introductions/Presentations
 Stretch Goals

This course is \$7500 per person but thanks to our sponsors: Southern California Edison, T-Mobile, Honda and Robert Half, there is no charge to the Veteran businesses chosen for this program.



**Th** Robert Half<sup>®</sup> **HONDA T** Mobile<sup>®</sup>

## **B.R.A.V.O.** – Business Readiness And Veteran Optimization



BRAVO Year 2 Highlights:

14 Corporate Mentors / 20 Veteran Businesses

- Building Corporate business relationships
- Updating Veteran business summary
- New Corporate focused Capabilities Statement
- New Corporate PowerPoint Presentation





#### **UCLA Management Development for Entrepreneur (MDE) Scholarship**

Thank you to U.S. Bank and PG&E (Corporate Members) for offering 7 scholarships to the UCLA Management Development for Entrepreneurs (MDE) program. MDE is designed for entrepreneurs in existing businesses looking for entrepreneurial-focused MBA concepts that will enhance their company's management, revenues, profits and market impact.

Congratulations to this year's VIB Network UCLA MDE Scholarship Winners)







#### 2025 Calendar

- January 28: San Francisco Airport Webinar VIB Outreach
- January 30: AMGEN Outreach event
- February 7: New York SBDC VIBN Informational webinar
- February 13: SFO Resource Fair San Francisco (VIB Exhibiting)
- February 26: New York SBDC Pharmaceutical Webinar (Ambassador Dan Morales)
- February 27: 3<sup>rd</sup> Annual SPE Global Procurement Diversity Expo Invite only
- April 24: VIBN Express Connect in Washington D.C. Hosted by Fannie Mae
- April 29 May 1: DA4S Conference New Jersey
- May 29: National Utilities Diversity Council Conference Detroit
- June 23 26: WBENC National Conference New Orleans
- July 14 17: Disability: IN National Conference Orlando
- August 19 22: NGLCC National Conference Las Vegas
- November 12 13: VIBN National Conference San Diego



### **VIB Network Reveille Podcast at the VIB Conference**



- 18 Episodes
- Over 500 Downloads
- Over 6000 Streams
- Interviews with Corporations, Government Agencies, Veterans and Small Diverse Attendees
- Share information on contracting opportunities, connections and VIB Conference experience
- Find the Reveille Podcast on our website

Use the QR Code to Download or Stream the Reveille Podcast Today!



## Supporting Veteran Businesses Nationwide

- FREE Veteran Business Directory
- Workshops & Webinars
- National and Outreach Events

- Business Development Programs
- Newsletter & Opportunity Board
- SDVOSB/DVBE Support

- Podcast
- Peer-to-Peer Coaching
- Scholarships









#### VIBN Express Connect hosted at Fannie Mae

- One Day Event, April 24
- Panel Discussions
- Keynote Speakers
- Tactical Networking
- Reception
- Exhibitor Opportunities
- Sponsorship Opportunities Available
- Approximately 200 Attendees
- VIB on the Hill (Researching)
- Registration begins February 1st

#### VIBN 9<sup>th</sup> Annual National Conference

- Two Day Event, Nov. 12 13
- Keynote Speakers
- Panel Discussions
- Tactical Networking
- Veteran Business Marketplace Reception
- Seminar Sessions
- Business Matchmaking
- Exhibitor Opportunities
- Award Dinner at Petco Park SCE Sponsor
- Sponsorship Opportunities Available
- Approximately 600 Attendees
- Registration begins May 1st





#### SBA Advisory Committee on Veteran Business Affairs Update

- SBA VetCert now has over 31,000 firms. Takes 20 days to certify.
- Updated SBA certification website: SDVOSB/VOSB, HUBZone, WOSB, and 8(a)
- Increased federal contracting goal for SDVOSBs from 3% to 5%
- Sam Le, Director Office of Government Contracting and Business Development at the SBA shared to not have Veteran businesses sign-up through SAM but with the VetCert.

#### SBA Committee: Exploring the SBA VetCert Option for Corporate America Committee Chair: Rebecca Aguilera-Gardiner

#### SBA VetCert Information:

- New SBA streamlined approach for veteran businesses to be certified for FREE
- Certifies both SDVOSBs and VOSBs
- Required paperwork 3 years of financials, DD214, Veteran Rating
- 51% Ownership by Veteran

#### **Committee Mission:**

- SBA VetCert accepted as the National Veteran Business certification for Government and Corporations
- Streamlined access to SBA VetCert SDVOSBs/VOSBs
- Billions of dollars of new opportunities for SDVOSBs and VOSBs
- Educate corporations on utilizing the SBA
- Educate Veteran business on working with Corporations

### Key Takeaways:

- Create a FREE VIB Directory Profile
- Sign up for the VIB Newsletter
- Register for VIB events

## Thank you!





Veterans In Business Networking for Success

## How to Do Business at the Airport:

## Capital Program - Construction and Related Professional Services



Presented by: Erron Alvey, SFO Design & Construction January 28, 2025

## Design & Construction's eProcurement Portal

#### **Features:**

- Simple, intuitive design.
- Subscribe to receive notifications of all new published opportunities.
- View current, future, and past opportunities.
- Simple sign-up process.

ENGOV					🚑 Sign Up 🛛 🕫
	Procu	rement Portal			
SFO	Projects Calendar				
	All Departments	All			~
Design & Construction				Q Search	Advanced Search
San Francisco Airport	Project Title	Project ID	Addenda	Release Date	Due Date
(Construction) San Francisco, CA	RFP for As-Needed Architecture & Engineering Support Services COMING SOON	Contract Numbers: 12099.50 & 1	-		-
All dates and times in Pacific Time	Design-Build Services for Water Treatment Plant Upgrades	11975.66	-	-	-
+ Subscribe	Design-Build Services for the Wayfinding Program Phase 2 COMING SOON	11962.66	-	-	-
Questions? Visit Help Center	Program Management Support Services for the Wayfinding Program Phase 2 COMING SOON	11962.41	-	-	-
	Prequalified Pool for Project Management Support Services	SFODCPOOL2024-01	-	-	-
	As-Needed Micro-LBE Set-Aside Environmental Consulting Support Services OPEN	12025.51 - 12025.55	0	6/14/2024	7/16/2024
	Design-Build Services for the Airport Substation Transformer Upgrade Project OPEN	RFP No. 11887.66	0	6/7/2024	7/11/2024
	Project Management Support Services for the Airfield Improvement Program	12077.41	-	-	-

## Design & Construction's eProcurement Portal

## **Following projects:**

- Click Follow to receive all updates on the opportunities that interest you.
- Read the Project Overview, Download RFP Documents, See addenda, Submit Questions and See Answers, and See others who follow the opportunity.



## **Upcoming Opportunities**

	Procurement Portal				
SFO Design & Construction	Projects     Calendar       All Departments	Coming Soon		Q Search	Advanced Sear
San Francisco Airport	Project Title	Project ID	Addenda	Release Date	Due Date
(Construction) San Francisco, CA	RFP for As-Needed Architecture & Engineering Support Services	Contract Numbers: 12099.50 & 1	-	-	-
All dates and times in Pacific Time	Design-Build Services for Water Treatment Plant Upgrades	11975.66	-	-	-
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	Project Management Support Services for the Airfield Improvement Program	12077.41			

SFO

## Trade Packages

OPENGOV PROCUREMENT					🏭 Sign Up 🐳
Visit Help Center					San Francisco Airport (Construction) Po
SFO Design & Construction	Last updated by Addendum #2 on Design-Builder Solution 91400, 91468, Project ID: 11431.66 - Design-Build for	or Recycled Water System Project_TP 1c	ct - In Terminal Plumbinç	g - Design Services	R Follow
PENDING	Release Date: Wednesday, May 15, 2 Posted	2024 - <b>Due Date:</b> Friday, May 24, 2024 2:00pm 224 3:00pm			(in 😣 🗲 )
	Overview	Project Documents	Downloads	Addenda & Notices	Question & Answer
			Post Information		
	Sealed	Posted At:         Wed, May 15, 2024 3:00 PM           Bid Process:         No           Private Bid:         No			
	Overview				
	Summary				
	Design-Builder Firm Name*:	Walsh Construction Co. II, LLC.			
	Project Overview (optional):	The Recycled Water System Project design builder Walsh Construction Company II, LLC. (Walsh) is seeking to engage			
		Core Subcontractors (CS) during the design and construction			
		phases of Project. This document's intent is to procure CS to facilitate early engagement of design coordination and			
		responsibilities between CS and the Walsh / Carollo			
		Engineering (Carollo), Design-Build team throughout the design phase.			
		Walsh is seeking response to this Request for Proposals from			
		prospective Core Subcontractors to propose as further outlined			
		in this document, on the Progressive Design-Build Recycled			

## RFP Documents for Design-Build & CM/GC Services

## **Standard Documents**

- 1. Appendix A Division 00 Documents (Proposal and Contracting **Requirements**)
- 2. Appendix B Division 01 Documents (General Requirement **Specifications**)
- 3. Appendix C Minimum
- 4. Appendix D Safety Prequalifi •
- 5. Appendix E Proposal Qualific
- 6. Appendix F Cost Responsibi
- 7. Appendix G Project Labor Ac

- 00 11 19 RFQ/RFP
- 00 52 00 Agreement
- **00 54 39** Contract Time and Liquidated Damages
- 00 72 00 General Conditions
- **00 73 73** Statutory Requirements
- **01 11 13** Scope of Work
- Describes SFO's:
  - Minimum and desirable proposer qualifications
  - Terms and conditions for receipt of proposals •
  - Terms and conditions of the contract

## RFP Documents for Design-Build & CM/GC Services Standard Documents

- 1. Appendix A Division 00 Documents (Proposal and Contracting Requirements)
- 2. Appendix B Division 01 Documents (General Requirement Specifications)
- 3. Appendix C Minimum Qualifications Application
- 4. Appendix D Safety Prequalification Form
- 5. Appendix E Proposal Qualification Forms
- 6. Appendix F Cost Responsibili Proposers must submit to demonstrate that they meet:
- 7. Appendix G Project Labor Agi
- - The minimum and desirable qualifications for the project
  - The safety qualifications

# RFP Documents for Design-Build & CM/GC Services

- 1. Appendix A Division 00 Documents (Proposal and Contracting Requirements)
- 2. Appendix B Division 01 Documents (General Requirement Specifications)
- 3. Appendix C Minimum Qualifications Application
- 4. Appendix D Safety Prequalific Assists builders in developing their price proposal for the project.
- 5. Appendix E Proposal Qualification Forms
- 6. Appendix F Cost Responsibility Matrix
- 7. Appendix G Project Labor Agreement



# RFP Documents for Design-Build & CM/GC Services

- 1. Appendix A Division 00 Documents (Proposal and Contracting Requirements)
- 2. Appendix B Division 01 Documents (General Requirement Specifications)
- 3. Appendix C Minimum Qualifice Establishes standards, wages, hours, and working conditions for workers to promote a harmonious relationship
- 4. Appendix D Safety Prequalifi between SFO, builders, and construction trade unions for the efficient delivery of capital improvement projects at SFO.
- 5. Appendix E Proposal Qualification onno
- 6. Appendix F Cost Responsibility Matrix
- 7. Appendix G Project Labor Agreement -



## **Standard Documents**

- 1. Request for Proposals
- 2. Appendix A Draft Agreement for Professional Services
- 3. Appendix B Scope of Services
- 4. Appendix C Statement of Minimum Qualifications
- 5. Appendix D Proposer Qualification Forms
- 6. Appendix E Civil Rights General and Title VI Assurance Provisions and Certification

## **Standard Documents**

- 1. Request for Proposals
- 2. Appendix A Draft Agreement for Professional Services
- 3. Appendix B Scope of Services
- 4. Appendix C Statement of M
- 5. Appendix D Proposer Qualifica

Describes SFO's:

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Proposers must submit to demonstrate that they meet the minimum and desirable qualifications for the project.

- 1. Request for Proposals
- 2. Appendix A Draft Agreement for Professional Services
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- 6. Appendix E Civil Rights General and Title VI Assurance Provisions and Certification

Proposers must submit to certify compliance with civil rights provisions that apply to all SFO contracts.

Technical Proposal Evaluation What We Look For

- ✓ Complete and accurate information
- ✓ Respond to technical proposal requirements (format and details)
- ✓ Relevant and verifiable project examples
- Understanding of the Airport's Strategic Plan, core values, and Delivering Exceptional Projects and how to apply them to the work

**Oral Interview Evaluation** 

## What We Look For

- ✓ Team synergy
- ✓ Key personnel's understanding of their roles and responsibilities
- ✓ Collective knowledge and experience
- ✓ Leadership of the project manager/team lead

Firms may request a debrief after the solicitation is completed to:

- Learn how their proposal was evaluated specifically by each panelist
- Hear feedback on their proposal's strengths and weaknesses
- Review competing proposals

SFO can only provide debriefs and copies of proposals after contract award by the Airport Commission.



# Questions?

#### **Contacts:**

Veteran in Business Network: rebecca@vibnetwork.org and (619) 995-1969

Social Impact Office: <a href="mailto:smallbusiness@flysfo.com">smallbusiness@flysfo.com</a> and (650) 821-5021

Design & Construction Division: erron.a.alvey@flysfo.com





SAVE THE DATE

#### **2025 RESOURCE FAIR**

In partnership with SAMCEDA, SFO is hosting its second Resource Fair. The fair is a one-of-a-kind event designed to connect job seekers with Airport employers and provide businesses with access to information and opportunities.

Date: February 13, 2025

Time: 9:00 am - 1:30 pm

Location: San Mateo County Event Center

#### Contact: Call/text: 650-456-7966 Email: community@flysfo.com

#### Who Should Attend?

#### Businesses

Medium-sized

businesses

#### Jobseekers

- Small businesses
- Experienced professionals
- Recent graduates
- New to the job market

#### REGISTER HERE

https://forms.office.com/g/yVwaQA7R82



SFO Business and Career Center | Monday through Thursday | 9:00 am - 12:00 pm and 1:30 pm - 4:00 pm Location: International Terminal A - Departures Level (across from the SFO Medical Clinic)

## 2025 Resource Fair Registration

