



# Capacity Building Program Series

Meet the Division Leadership  
Infrastructure & Development

Your Passport to Business Connections at DFW

# Welcome Remarks

Tamela Lee

Vice President, Business Diversity & Development  
Department



# Infrastructure & Development Division

Thomas Lyon  
Senior Vice President

# What We Do

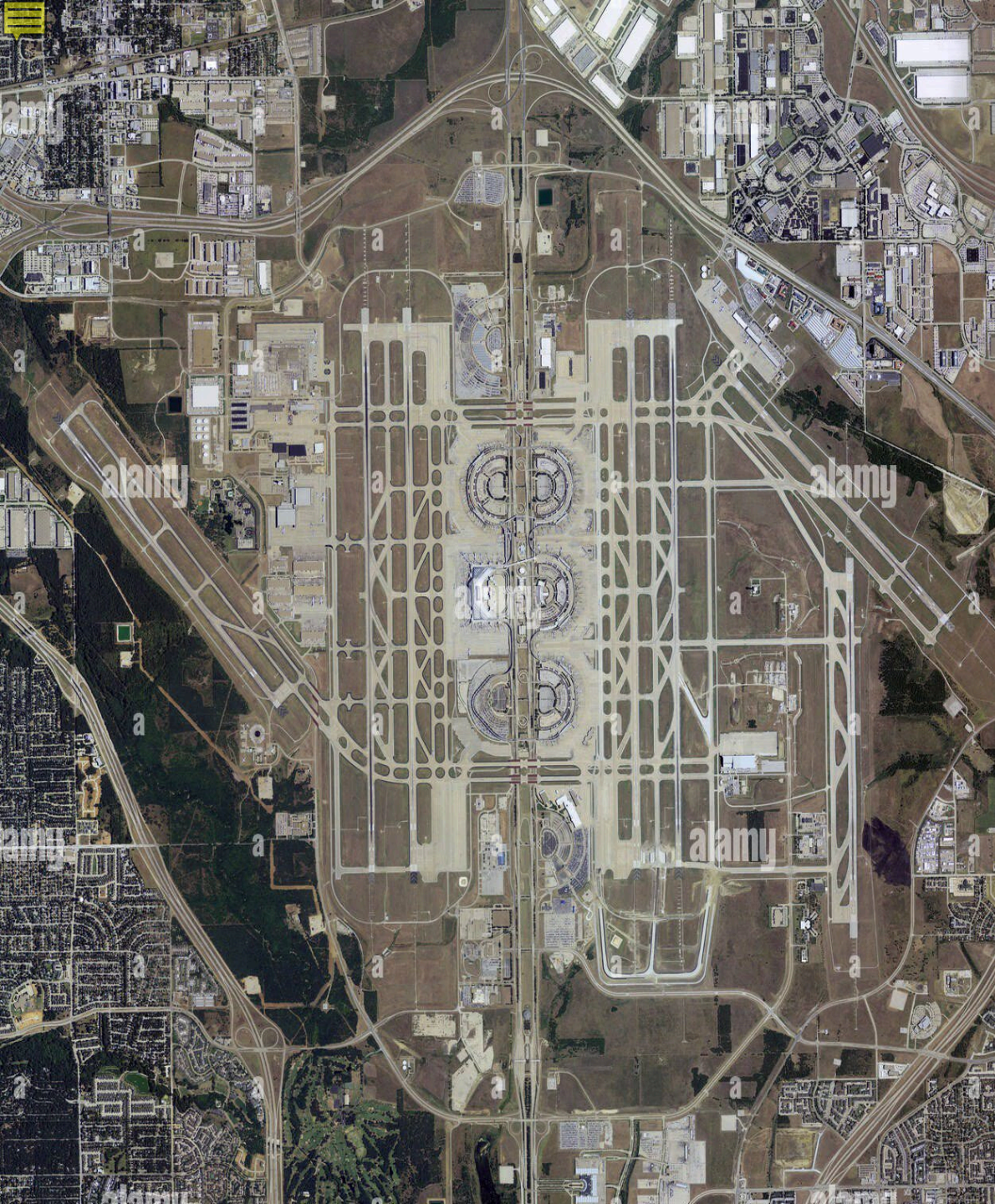
Maintain DFW as a global airport leader in infrastructure investment, which is in line with the airport's strategic plan.

End-to-end focus on strategic infrastructure master planning, cost-effective and timely execution of development programs, and the modernization of DFW facilities.

Strategic oversight of all I&D capital project phases, research and development for future expansion, planning, design, program management, and construction inclusive of code compliance and commissioning.

Transform the airport in concert with future aviation and intermodal trends.





# I&D Objectives

- ✈️ Maintain DFW as a global airport leader in infrastructure investment, which is in line with the airport's strategic plan.
- ✈️ End-to-end focus on strategic infrastructure master planning, cost-effective and timely execution of development programs, and the modernization of DFW facilities.
- ✈️ Strategic oversight of all I&D capital project phases, research and development for future expansion, planning, design, program management, and construction inclusive of code compliance and commissioning.
- ✈️ Transform the airport in concert with future aviation and intermodal trends.



**Mohamed Charkas**  
Executive Vice President



**Charmaine Gravitt**  
Executive Assistant



**Artavia Edison**  
Administrative  
Assistant III



**Tom Lyon**  
Senior Vice President

# Infrastructure & Development



**John Brookby**  
Vice President  
Commercial Development



**Dillon Pettyjohn**  
Vice President  
Planning



**Mitch Gray**  
Vice President  
Energy, Transportation  
& Asset Management



**Tammy Huddleston**  
Vice President  
Design, Code  
& Construction



**Bill Grozdanich**  
Vice President  
Controls & Analytics

**Leasing &  
Development**

**Property  
Management**

**Construction & Project  
Management**

**Reversion  
Management**

**Infrastructure Capital  
Program Facilities**

**Infrastructure Capital  
Program Airside**

**Infrastructure Capital  
Program Landside**

**Passenger  
Systems**

**Energy & Utility  
Systems**

**Facilities &  
Systems**

**Infrastructure  
Maintenance**

**Infrastructure Capital  
Programs PM/CM**

**CTA Expansion  
Program PM/CM**

**Terminal F Program  
PM/CM**

**Code, Construction &  
Survey**

**Virtual Design &  
Construction Studio**

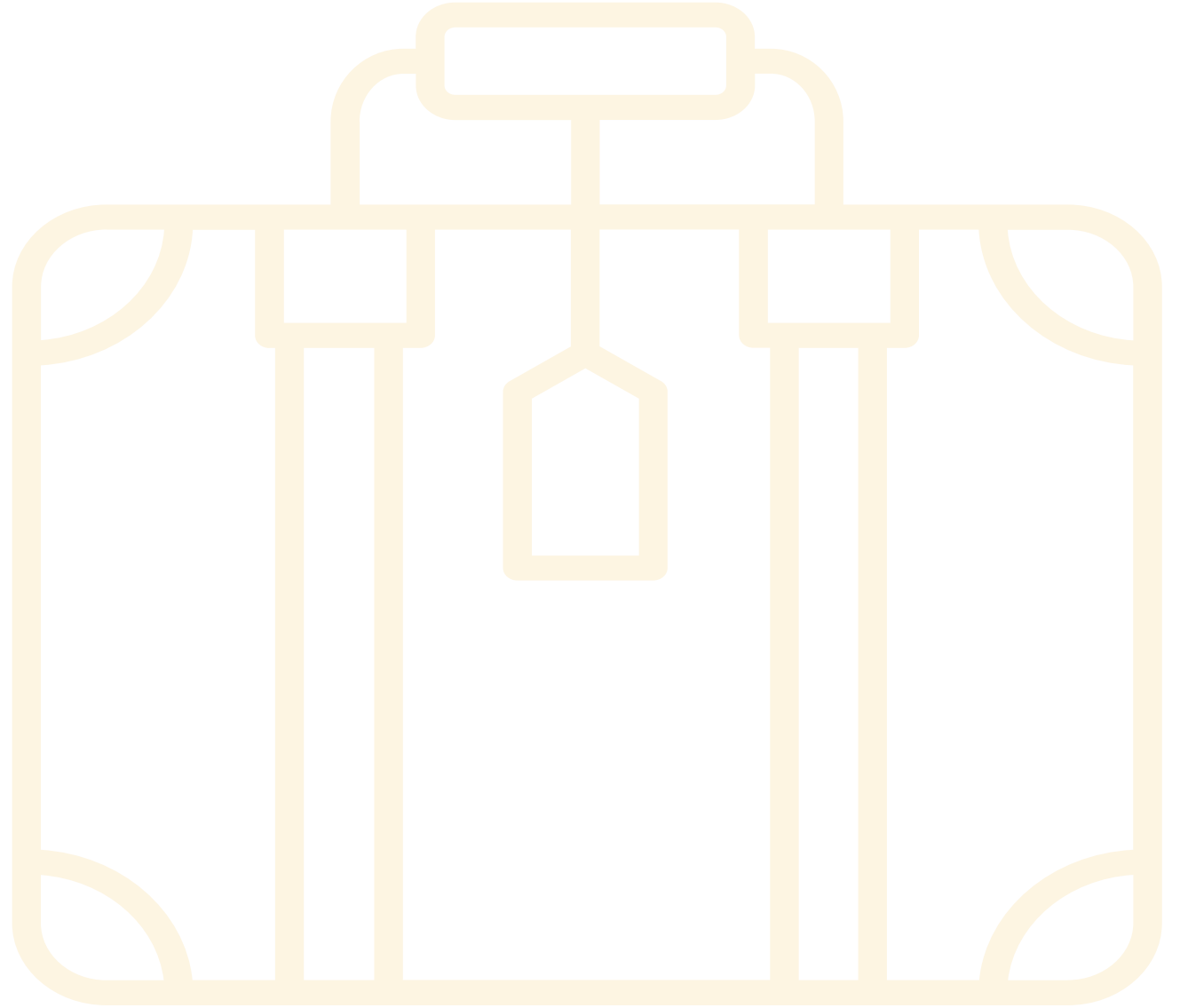
**Administration &  
Analytics**

**Digital Tower &  
Analytics**

**Estimating &  
Scheduling**

# Commercial Development

John Brookby  
Vice President



# Commercial Development

## Who We Are



# Commercial Development

## What We Do

The mission of the Commercial Development Department is to generate non-airline revenues by leasing, development, and property management of Airport real estate for aviation, logistics, and commercial tenants with a market-driven and sustainable approach

Grow the Airport's core business and air service

Generate revenue to offset the Airport's expenses and lower the cost per enplaned passenger, to make DFW Airport more competitive

### DEVELOPMENT & LEASING

Expand economic benefits to the Airport's owner cities, host cities and region

Enhance opportunities for D/MWBE & SBE

### REGIONAL IMPACT

Ensure that tenants and subtenants properly maintain the premises

Build and strengthen tenant relationships and assess opportunities for reverted properties

### PROPERTY MANAGEMENT

# Commercial Development Land Use Plan

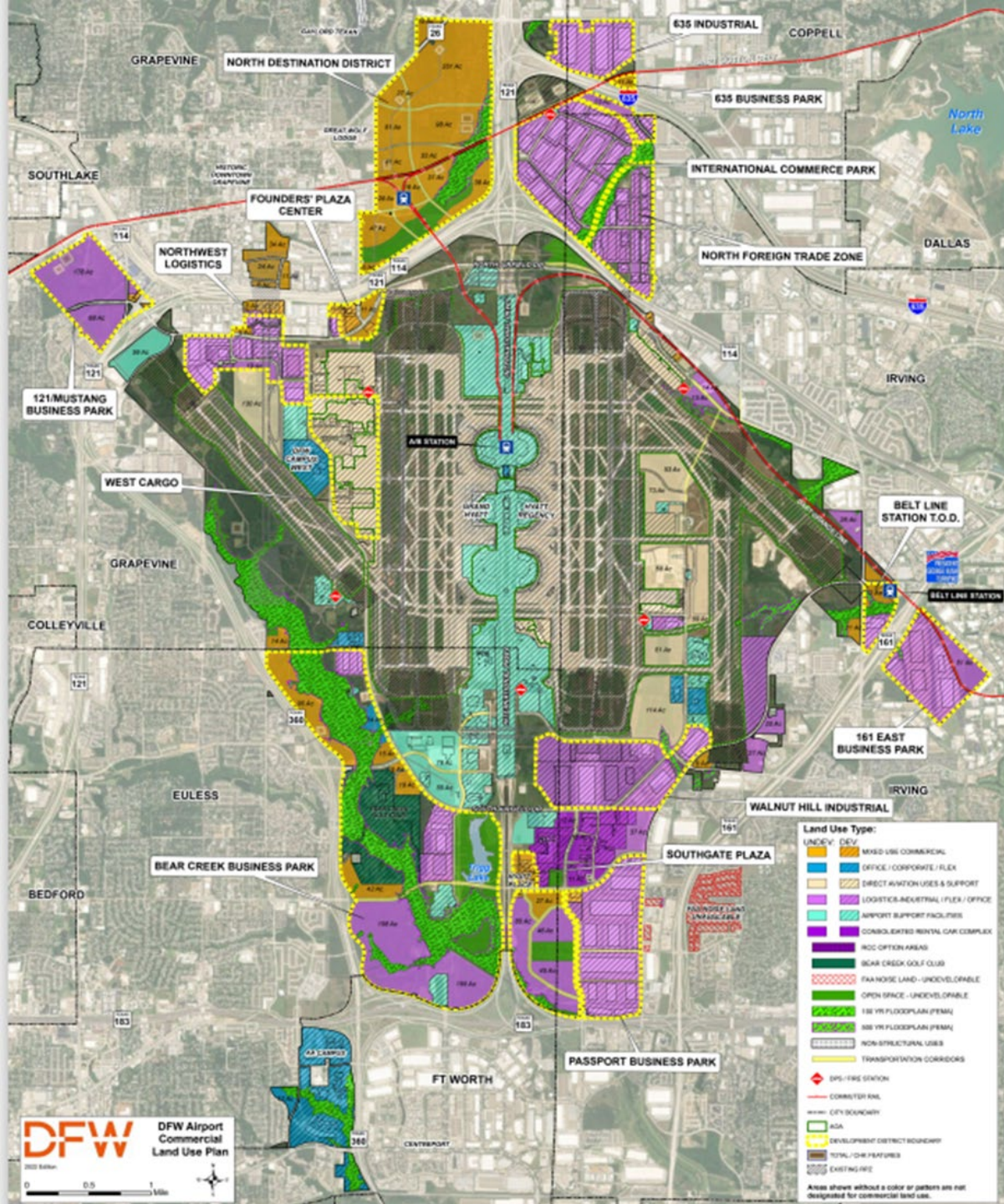
Framework and development strategy

Updated and refreshed periodically

Market-based, flexible

Collaborative with Owner Cities, Host Cities, DFW stakeholders, external stakeholders, FAA and the Airlines

Guides developer selection for large master developments and smaller infill sites





# Types of Contracts

## Business Contracts:

- Ground Lease Agreements
  - Includes initial development
- Reimbursement Agreements
  - Board infrastructure constructed by developers
- Facility Lease Agreements
  - Existing facilities
- Hotel Management Agreements

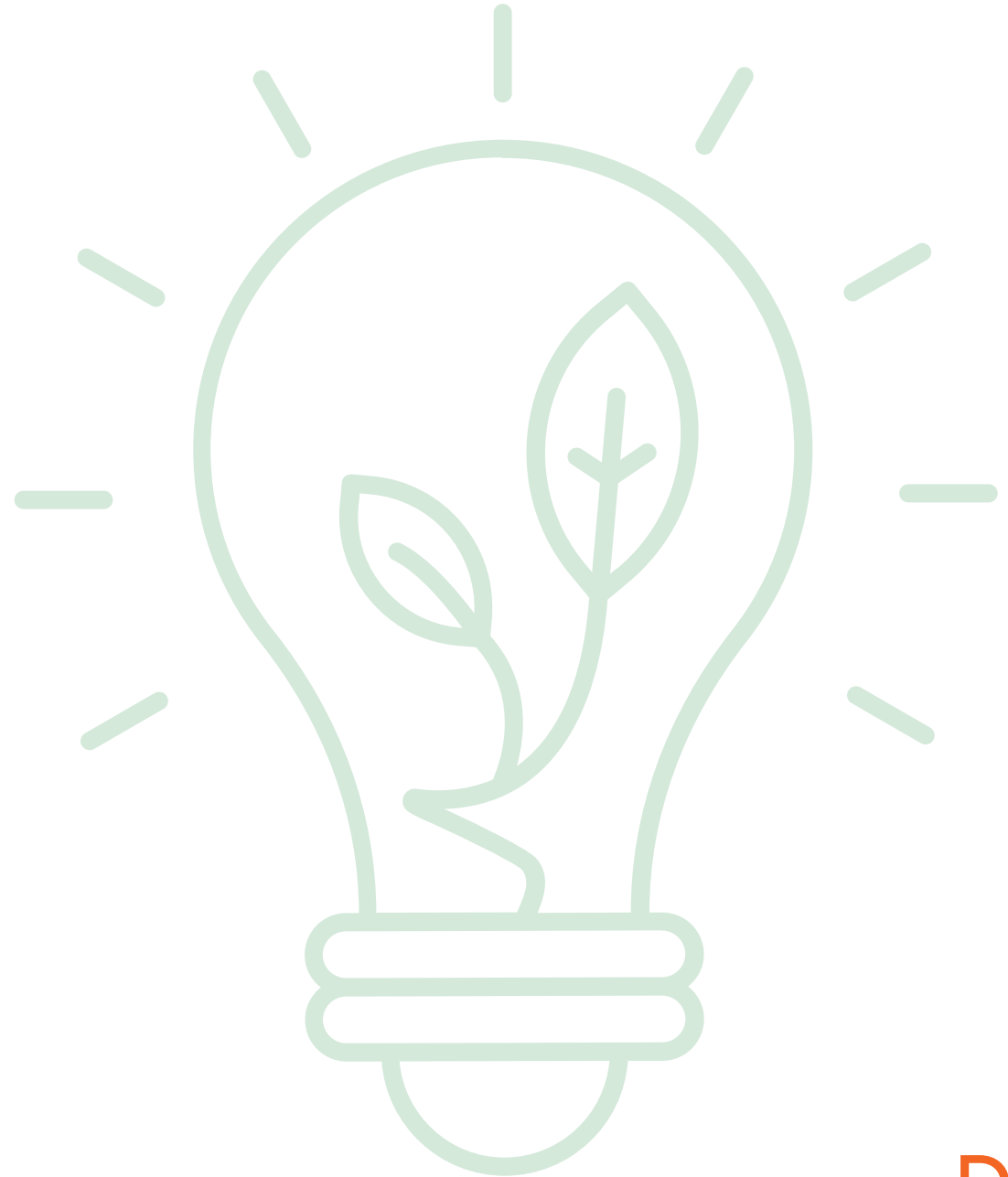
## Professional Service Contracts:

- Real Estate Appraisal Services
- Foreign Trade Zone Consulting Services
- Mineral Management Services Verification
  - Reconciliation services



# Planning

Dillon Pettyjohn  
Vice President



# Planning

## Who We Are



# Planning

## What We Do

The Planning Department is structured into core functional areas to focus on establishing and maintaining compliance with the airport's short-term and long-term vision. These teams are further supported with in house and external subject matter experts.

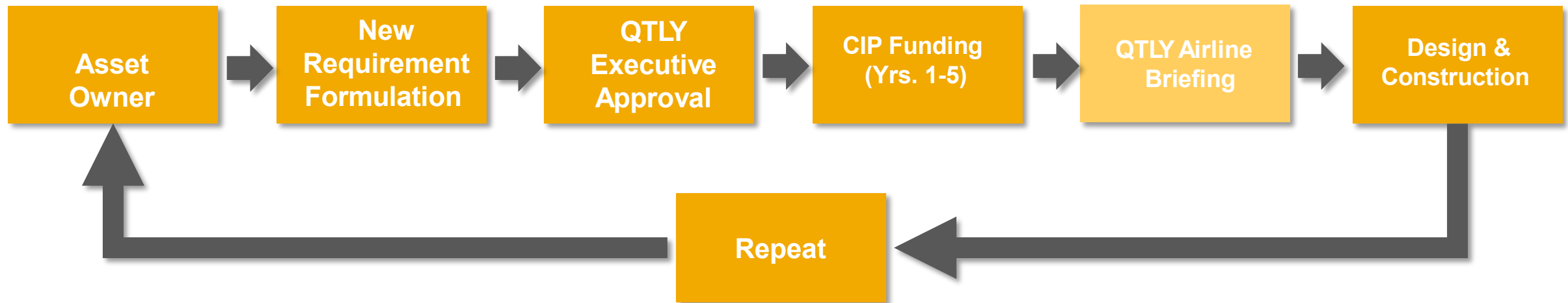


# ICP Process Overview

New & Existing Assets

## Project Lifecycle Management

START



*\*New stakeholder requirements (emerging/market) follow the same process with the exception that a business case will be required to justify the requirement prior to CIP Funding.*

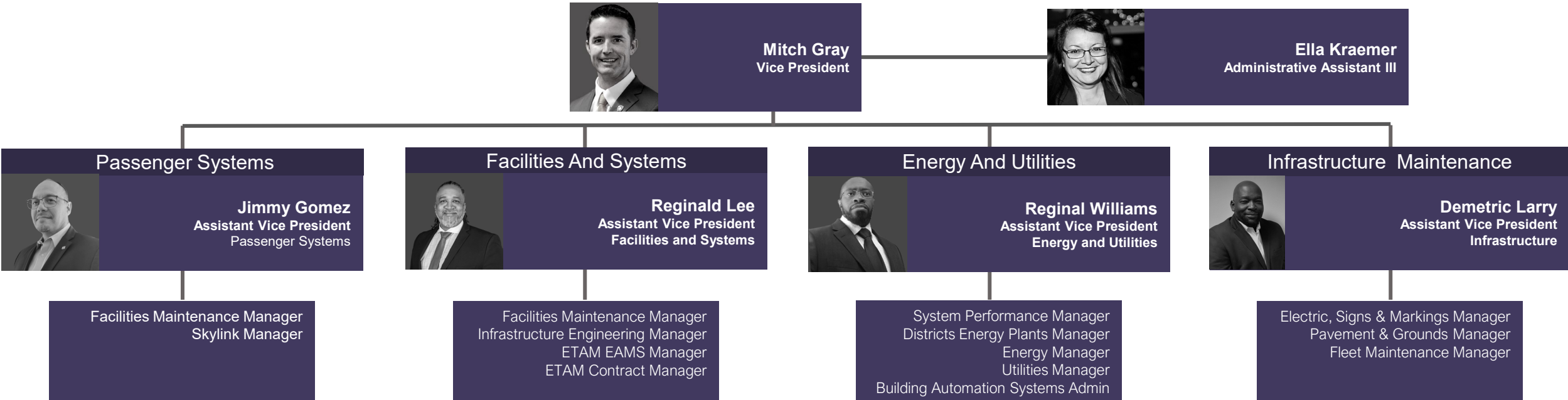
# Energy, Transportation & Asset Management

Mitch Gray  
Vice President



# Energy, Transportation & Asset Management

## Who We Are

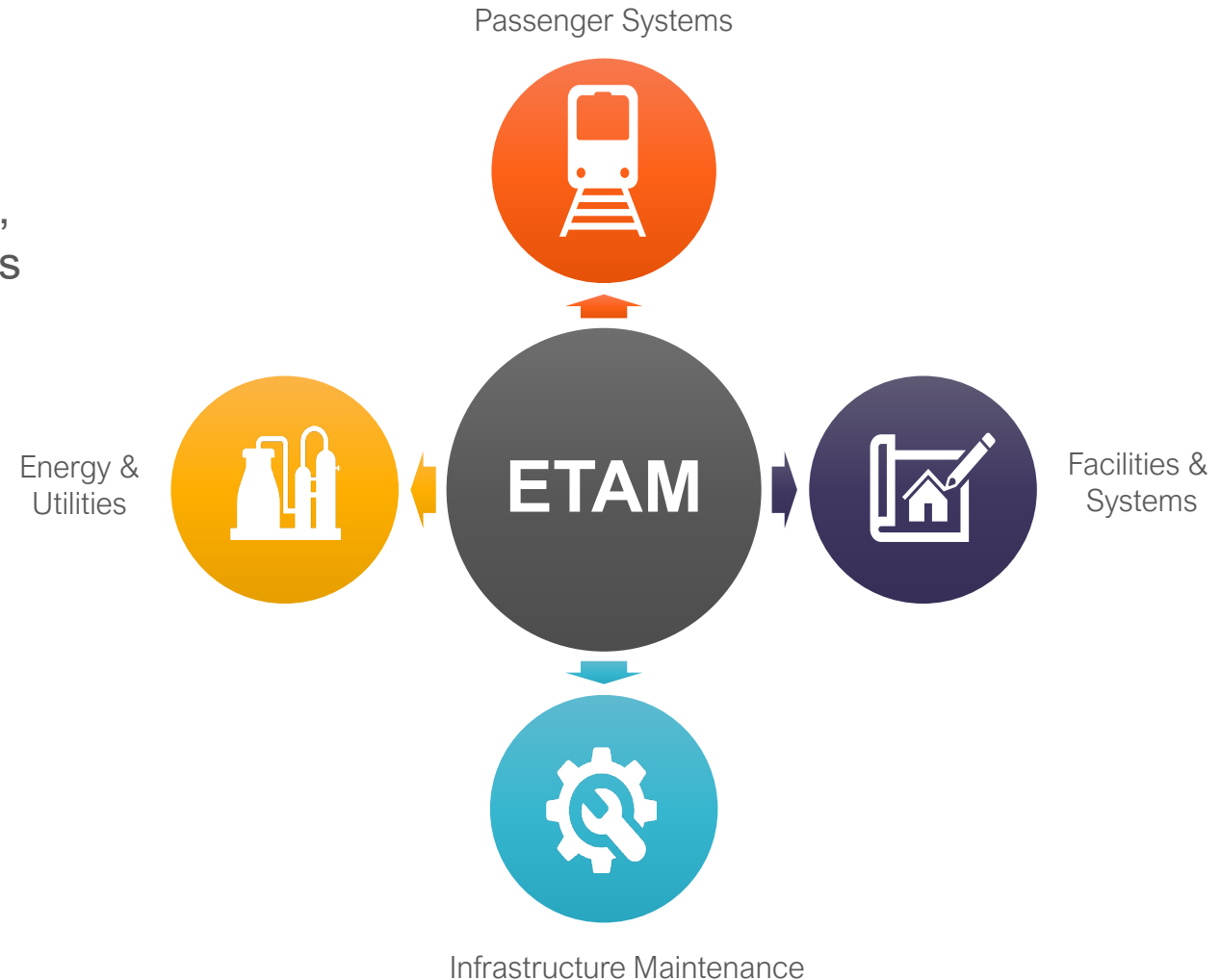


# Energy, Transportation & Asset Management

## What We Do

We provide sustainable energy, utility, transportation, facility and infrastructure asset management services thereby providing a safe, efficient, and effective operating and business environment.

The ETAM department is structured into four core teams to focus on maintaining the airport's assets, monitoring systems performance, increasing predictability, and ensuring resiliency.



# Significant Infrastructure to Maintain, Restore & Enhance

• **WITH OVER 75 M SQ. FT. OF  
PAVEMENT ON AIRFIELD**

• **133 LANDSIDE  
BRIDGES**

• **7 RUNWAYS**

• **12 AIRFIELD  
BRIDGES**

• **172.7 M SQ. FT. OF  
PAVEMENT OVERALL**

• **474 MILES OF WATER, SANITARY  
SEWER & STORMWATER  
INFRASTRUCTURE**

• **1,288 LANE-MILES  
OF ROADWAYS**

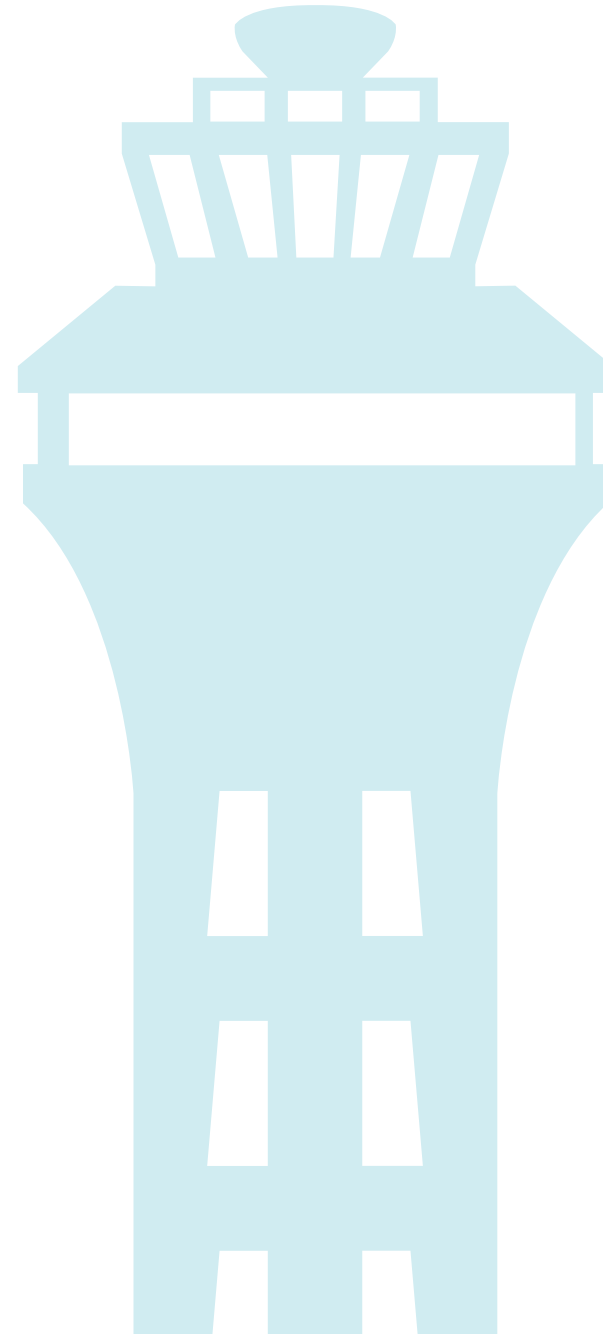


# Types of Contracts

- Facility MEPS Maintenance
- Roofing and Water Proofing
- Pest Management Services
- Window Cleaning
- Interior and Exterior Painting
- Flooring Replacement
- Vent/Hood Cleaning
- Art Maintenance and Conservation
- Passenger Boarding Bridge Maintenance
- Baggage Handling Systems Maintenance
- Conveyance System Maintenance
- Locksmith Services
- Industrial Mechanical & Electrical Maintenance
- Boiler Tuning
- Supply of Natural Gas
- Supply of Electricity

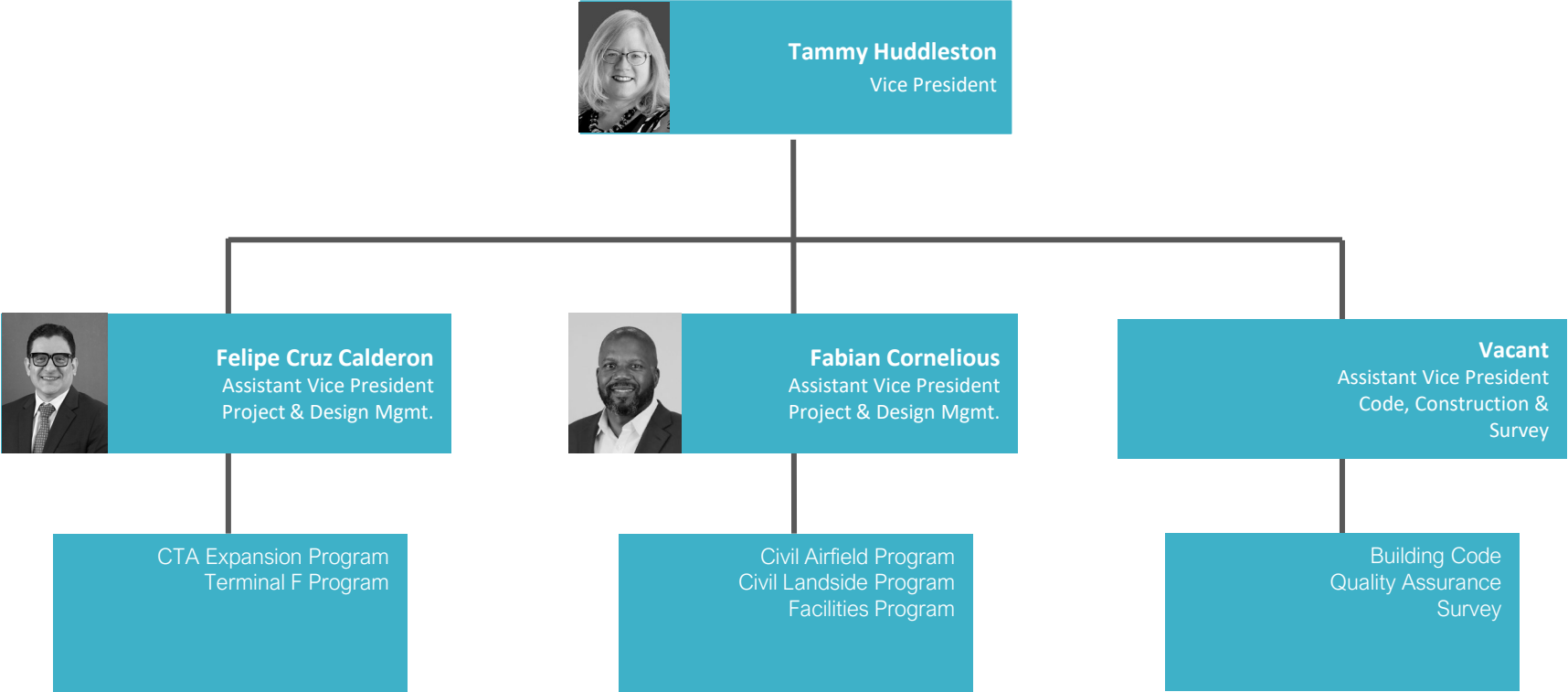
# Design, Code & Construction

Fabian Cornelious  
Vice President



# Design, Code and Construction

## Who We Are



# Design, Code and Construction

## What We Do

Design, Code, and Construction is **responsible for the delivery of infrastructure projects** on behalf of DFW Airport. The Department includes Code, Quality Assurance, Survey, Permitting, Project Management, Design Management, and Construction Management.

The department ensures that all buildings, structures, roadways, and airfields within our jurisdiction are designed, constructed, and maintained in accordance with the highest standards of safety, accessibility, and sustainability.





# Types of Contracts

## Professional Services

- Project/Construction Management (PM/CM)
  - Airside Civil
  - Landside Civil
  - Facilities
  - Central Terminal Area Expansion
  - Terminal F
- Airside/Landside Civil and Architectural/MEP Indefinite Delivery and Indefinite Quantity (IDIQ) Design
- Facility and Civil Quality Assurance
- Materials Testing and Inspection Services
- Professional Survey Services
- Code Inspection and Plan Review



# Types of Contracts

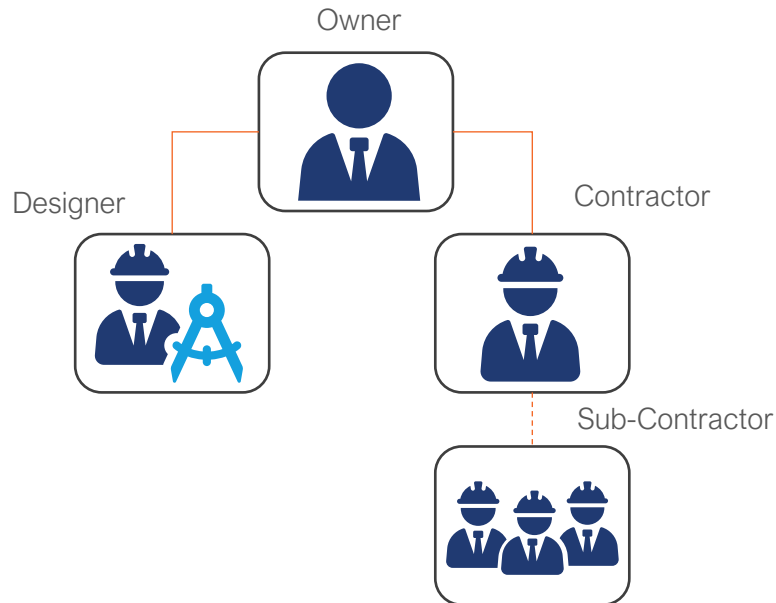
## Construction

- Design-Bid-Build
- Job Order Contracting
- Competitive Sealed Proposal
- Alternative Delivery Methods
  - Construction Manager at Risk
  - Design-Build

# Construction Contract Delivery Methods

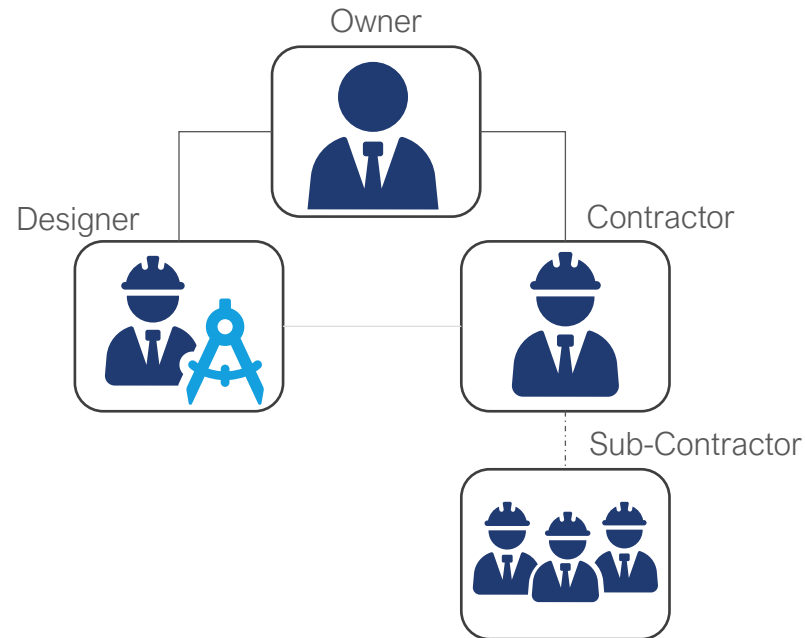
## Traditional

### Design-Bid-Build

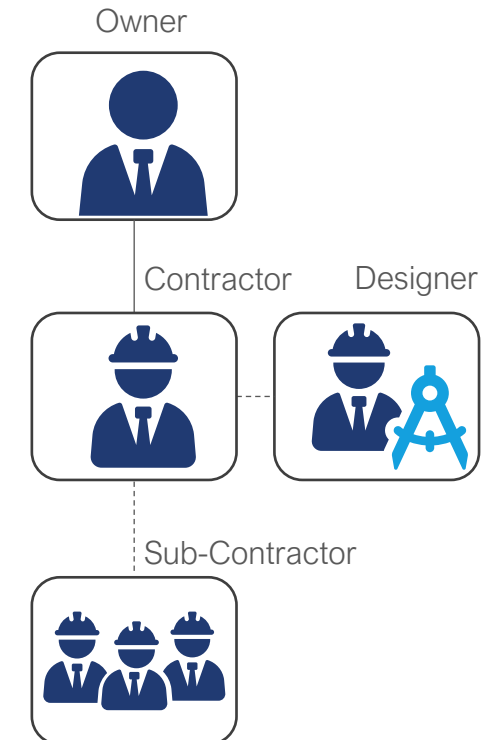


## Alternative Delivery

### Construction Manager at Risk

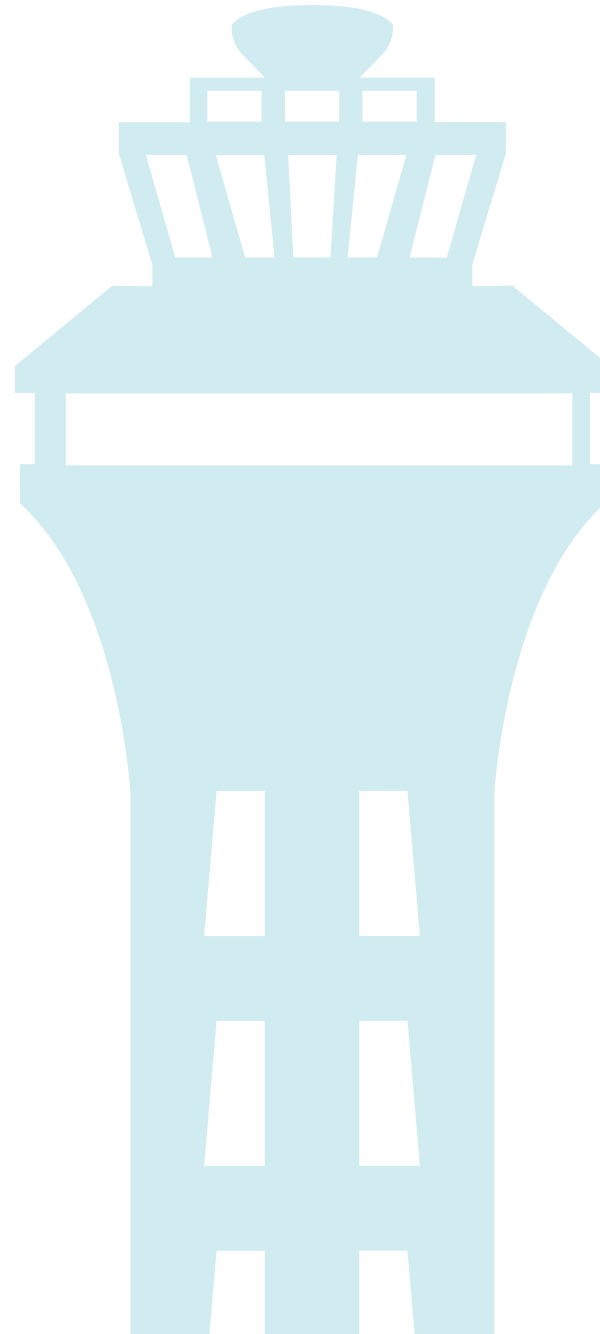


### Design-Build



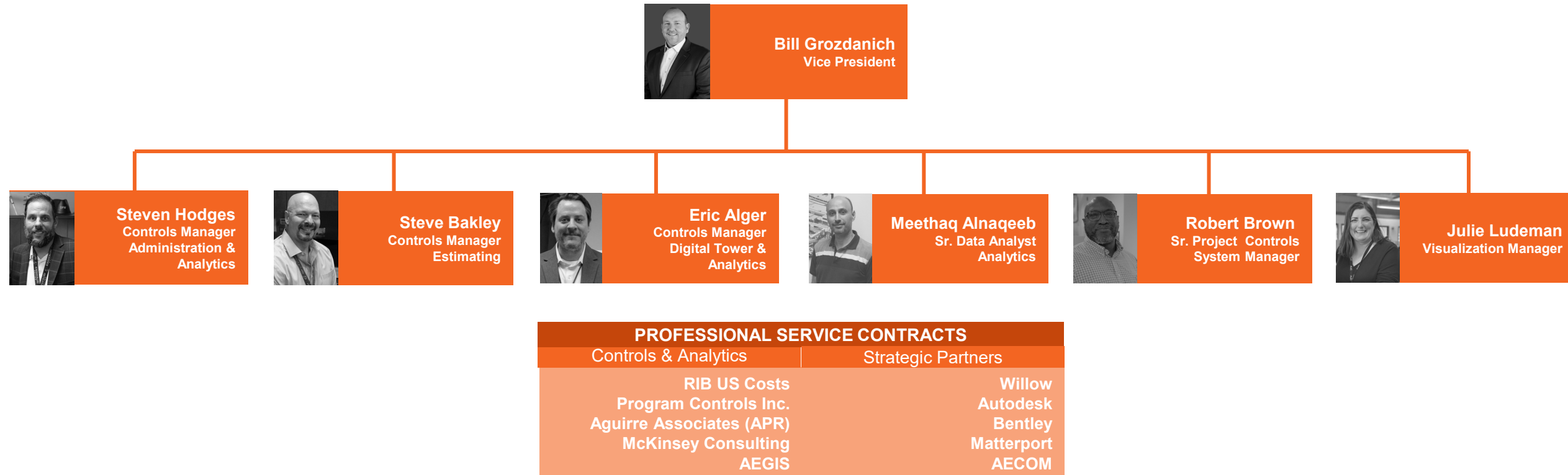
# Controls & Analytics

Steven Hodges  
Controls Manager



# Controls and Analytics

## Who We Are



# Controls and Analytics

## What We Do

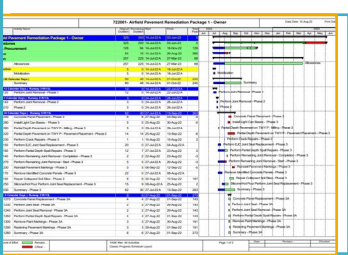
Responsible for implementing and managing I&D's and DFW'S **Capital Programs control procedures and analytics for performance metrics** associated with operations, capital program delivery, estimating, scheduling, cost management, reporting, forecasting, risk management and digital infrastructure.



# Functions of Controls and Analytics

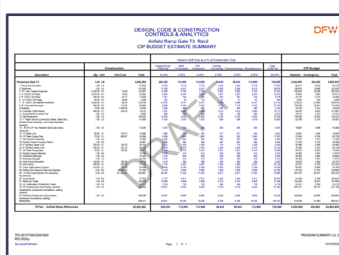
## CONTROLS

### Administration



Document Control

### Estimating and Market Awareness



Estimates

### Scheduling and Cost Management



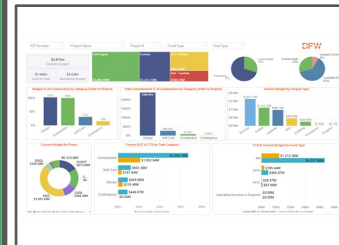
Project Schedules

### Digital Oversight



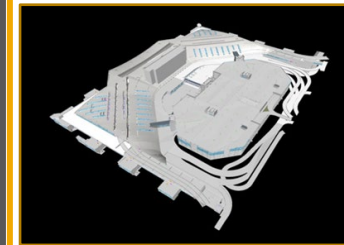
Drone Team

### Digital Tower & Analytics



Program Performance

### Digital Twin

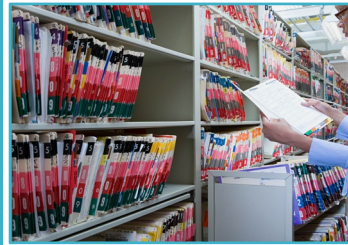


Terminal D – Digital Twin

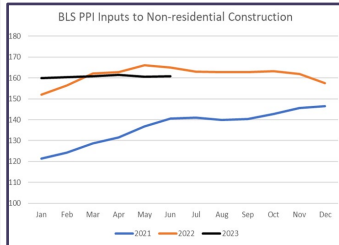
### Virtual Design and Construction



Visualization Studio



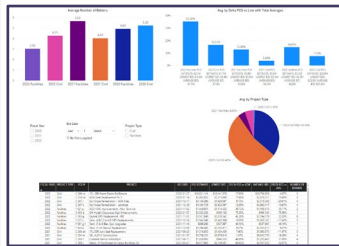
Open Record Requests



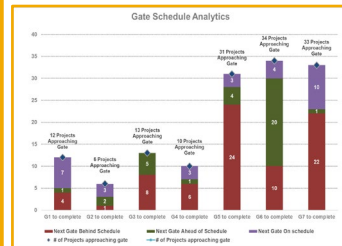
Market Awareness



Space Management



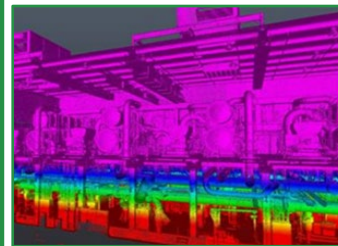
Bidding Analysis



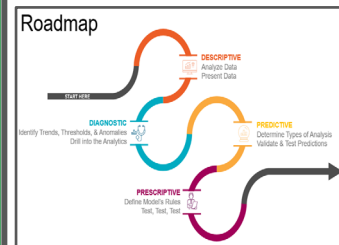
Program and Project Performance



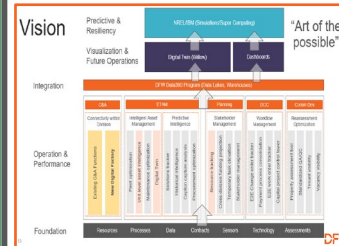
Virtual Capture Technology



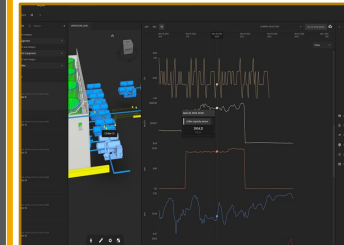
LiDAR Scanning



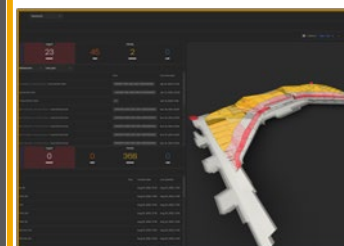
Roadmap



Vision



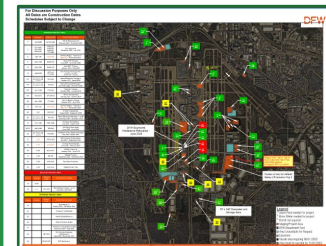
Terminal D – Asset Performance



Terminal D – Digital Twin Insights



Outreach



Land Use

## ANALYTICS

# Doing Business with DFW

Cheryll Jeter  
Business Development Manager  
Business Diversity & Development Department

# Doing Business with DFW Airport

Important Facts to Know and Understand  
[www.dfairport.com](http://www.dfairport.com)

## Do Your Homework

Who is DFW?  
Are we a prospective client?  
Do we utilize your product or service?  
How do we procure your product or service?

## Check out Resources at [www.dfairport.com](http://www.dfairport.com)

Supplier Registration  
View Solicitation Schedule  
Insurance/Bonding – ROCIP 2.0  
Capacity Building Program Series

## Learn About Business Diversity

M/WBE Local Program  
ACDBE & DBE Federal Programs  
Relevant Market Area  
D/M/WBE Certification

## Study the Bid/Proposal Process

Understand Procurement Method, Requirements & Deadlines  
Attend Pre-Bid & Proposal Events  
Network

# Dallas Fort Worth International Airport 2025 Buying Plan



At DFW, we recognize that suppliers play a critical role in the Airport's ability to ensure the timely availability of quality supplies, materials, equipment, technology, construction, and professional services in support of the Airport's operational and administrative functions as well as its revenue-generating initiatives.

## What's included:

- Forecast of opportunities to help businesses plan responses
- List of projected contracts for all DFW Airport departments
- Upcoming contract details: Project Description, Contract Type, Estimated Amount, Term, and Advertisement Dates
- Information on how to register to receive notifications of business opportunities and submit bids and proposals electronically
- Resources and opportunities for Doing Business with DFW Airport



# What is Bonfire?

- An eProcurement platform used by the public sector to streamline the solicitation process.
- Once registered, Vendors can view and download proposals from any organization's Bonfire Portal.
- Vendors can submit bids/proposals online.
- No more in-person bid/proposal submissions.

# VENDOR REGISTRATION

- Registration for [DFW's Bonfire Portal](#) is quick, easy and free.
- Once registered, you will be able to create submissions for the Open Public Opportunities.
- In addition to general organizational information, you will be able to:
  - Select commodity codes
  - Upload documents (i.e. insurance or MWBE certifications)

Portal Log in


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**Procurement Portal**  
Gisela Peters cloud DEMO

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[Log in](#) [Open Public Opportunities](#) [Past Public Opportunities](#)

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 **Register as a Vendor**

ORGANIZATION NAME


FIRST NAME LAST NAME

EMAIL EMAIL (AGAIN)


PASSWORD PASSWORD (AGAIN)

[Create account »](#)

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 **Log in with your Bonfire Account**  
[Show account login screen »](#)

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 **Need Help?**  
[Contact Bonfire Support here »](#)

SAVE THE DATE



Success through Opportunities Access & Resources

## A Business Diversity and Development Conference

Wednesday, May 21, 2025

1 – 6:00 p.m.

Hurst Conference Center  
1601 Campus Drive, Hurst, TX 76054

- DESIGN & CONSTRUCTION
- RETAIL, FOOD & BEVERAGE
- GOODS & SERVICES



DFW

## Agenda

- Doing Business with DFW
- Keynote Speaker
- Breakout Sessions
- Matchmaking Roundtables by Industry
- Closing Reception saluting Small Business Month

# Thank you

