



Capacity Building Program Series

Meet the Division Leadership

Aviation Real Estate, Finance, Treasury
Management, Information Technology, Procurement

Your Passport to Business Connections at DFW

Welcome Remarks

Alexander Andrews

Business Specialist

Business Diversity & Development Department



Aviation Real Estate

Kendra Kennedy

Sr. Airline Affairs Manager



Aviation Real Estate

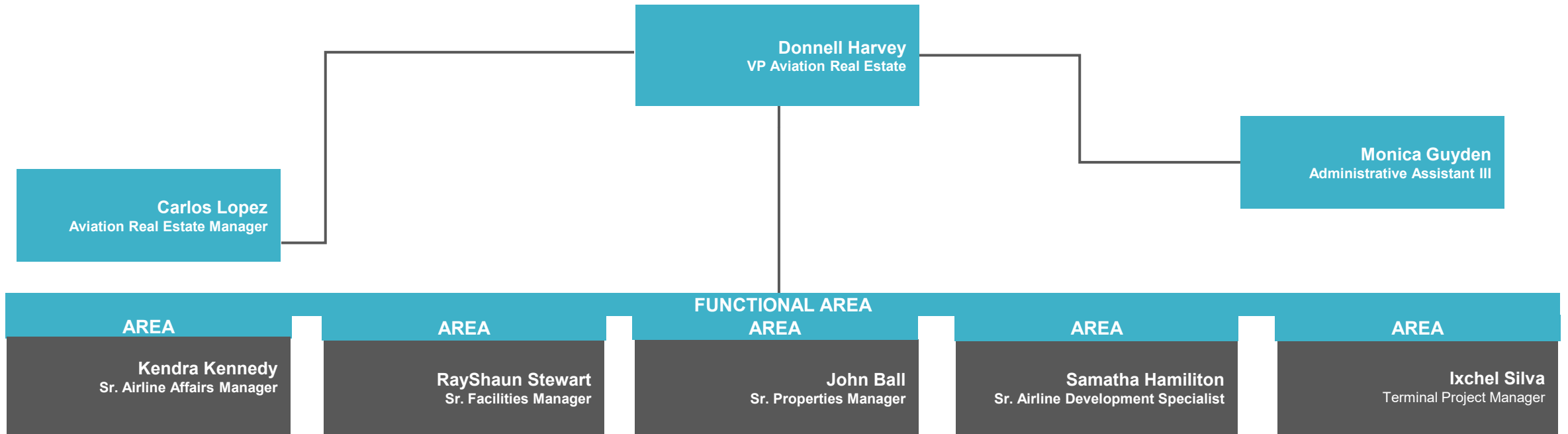
Vision Statement:

Aviation Real Estate is all things airlines.

Mission Statement:

Aviation RE is responsible for the management, oversight and support of all airline and aviation related properties and facilities. ARE is the primary liaison between the Airport and the Airlines, and we manage the Airline Advisory Board. ARE supports DFW's core business of growing aviation at the airport by utilizing our expertise, industry knowledge and relationships with the airlines to provide strategic business planning to better position DFW to compete in the global marketplace.

Meet the Leadership Team



Aviation Real Estate

Fun Facts

- Negotiate use and lease agreements with airline partners, generating \$543M in annual rents and landing fees.
- Manage terminal real estate – 1.3M square feet of leased space, driving \$365M in annual revenue.
- Manage off-terminal aviation real estate assets – 17M square feet of leased space, driving \$31M in annual revenue.
- Act as an internal and external liaison with 43 signatory airlines, serving as facilitators, collaborators, and problem solvers for a wide range of issues, including operational, financial, and compliance concerns.
- Support DFW's capital program as airline liaison.
- Manage the capital approval (MII) process with the signatory airlines and internal DFW stakeholders.
- Oversee reimbursement agreements, terminal maintenance agreements, special facility financing agreements, and the airline advisory board.

Aviation Real Estate

Types of Agreements Overview



Use and Lease Agreements



Terminal Maintenance Agreement



Terminal Real Estate



Special Facility Financing Agreements



Off-Terminal Aviation Real Estate



Internal and External Liaison with 43
Signatory Airlines



Support DFW's Capital Program



Airline Advisory Board

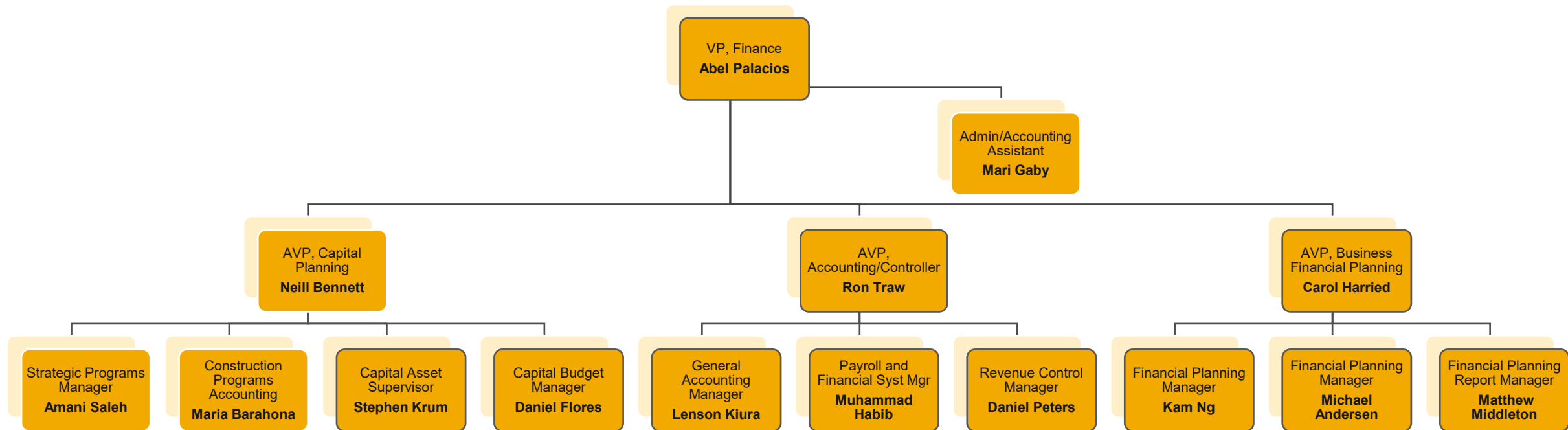
Finance

Neill Bennett

Assistant Vice President



Meet the Leadership Team



Our Vision & Mission



Deliver innovative financial support and advisory services



Provide fiscal services and accurate and timely financial information to senior leadership, business departments and DFW airport's stakeholders while maintaining fiscal integrity

Finance Department Overview

Finance

65 Headcount

\$8.4M Annual Budget

Business Financial
Planning
(13 Headcount)

Accounting / Controller
(38 Headcount)

Capital
Planning
(12 Headcount)

Airline Rates
& Fees

Budget /
Forecast

Business
Financial
Support

GASB 87
(Lessor
Leases)

Payroll

Accounts
Payable

Billing &
Collection

Parking Call
Center

Accounting
& Reporting

Strategic
Planning

Capital
Planning

Fixed
Assets &
Construction
Accounting

Airport Finance 101

“If you have seen one airport, you have seen one airport.”

Airports typically have a Use and Lease Agreement with Airlines

- Defines the business relationship and rate setting methodology

Types of Airport/Airline relationships

- Residual
- Compensatory
- Hybrid

Federal law

- Rates charged to airlines must be cost-based
- Airports can make a profit on non-airline businesses
- Money made on airports, must stay on airports
- Provides for \$4.50 passenger facility charge

Airports must be self-sufficient; they do not collect taxes



DFW's Controlling Documents

Contract and Agreement

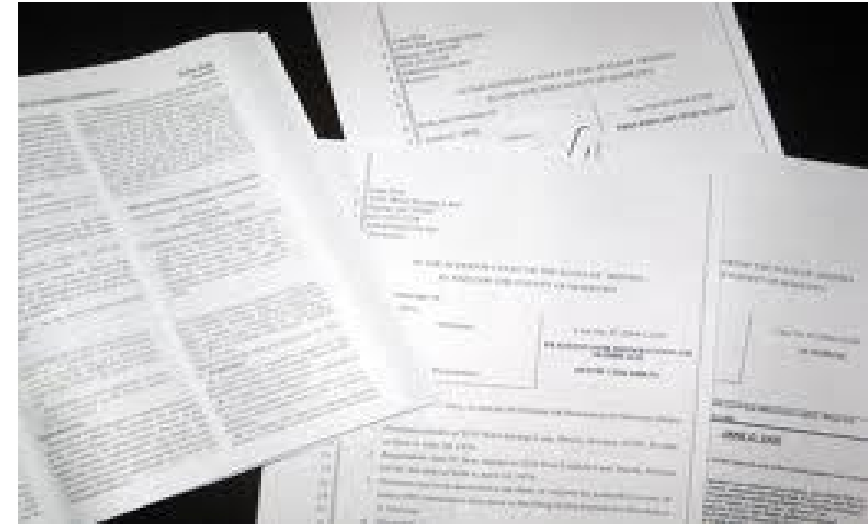
- Established DFW Airport
- Signed in 1968 by Cities of Dallas and Fort Worth

Bond Ordinance

- Original Ordinance in 1968
- Modernized in 2000 and again in 2014

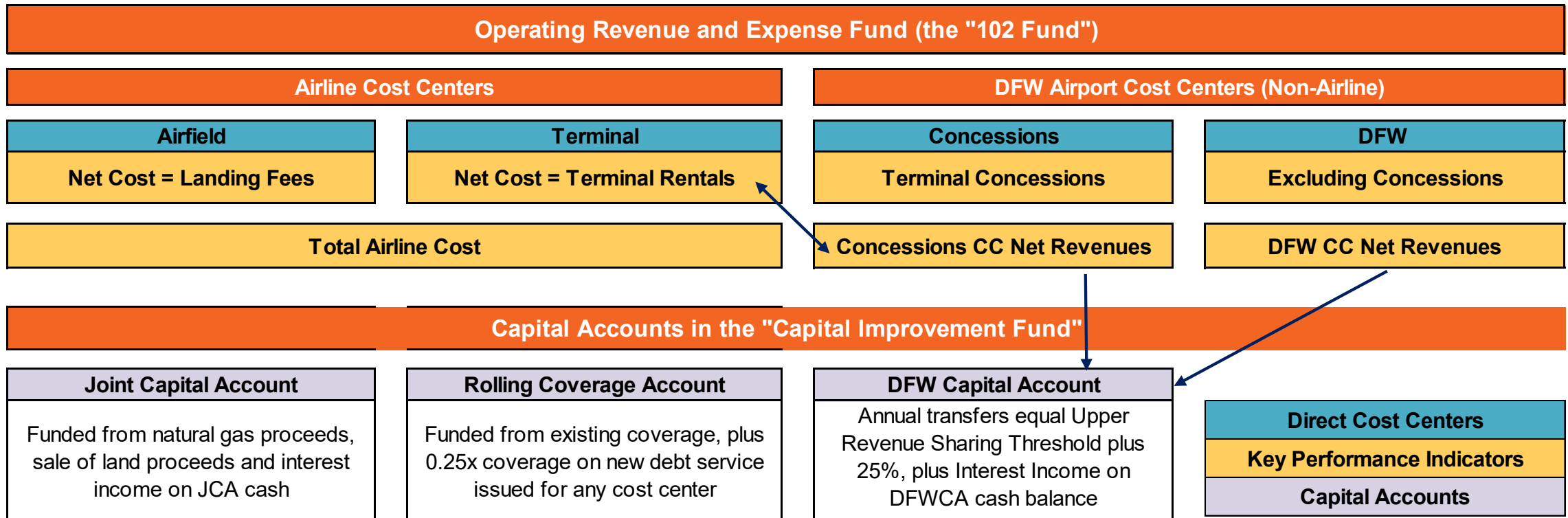
Use and Lease Agreement with Airlines

- Original agreement existed for 35 years
- Term matched bond term required to finance DFW
- “Fully residual” agreement
- Hybrid, ten-year agreement (FY11 to FY20)
- Current use agreement (FY24 to FY33)



DFW's Use Agreement Model

DFW retains profits from non-airline revenues up to the "Upper Threshold," then shares 75% with the airlines to reduce terminal rents fees from a newly created concessions cost center.



* Revenue sharing to Airfield only occurs if Concessions CC net revenues are not sufficient to meet the revenue sharing formula in Section 5.07 (c)(i) of the Use Agreement.

Treasury Management

Russell Selkirk
Vice President



Treasury Management

What We Do

We ensure DFW has...

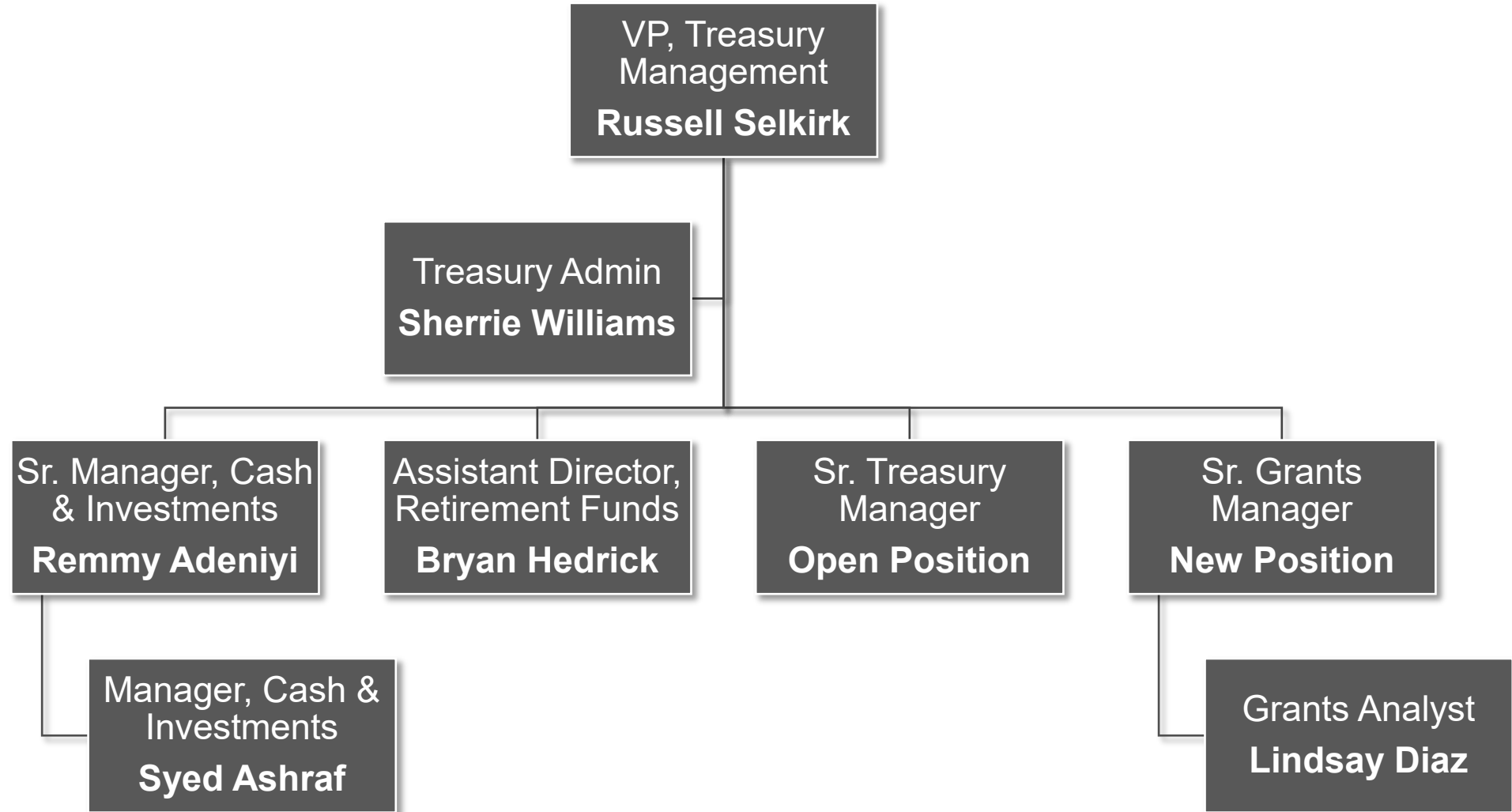
the right amount of money,

in the right place,

at the right time.

Treasury Management

Who We Are



Treasury Management

By The Numbers

\$7 billion

**Total
Debt
Outstanding**

\$1.2 billion

**Employee
Retirement
Assets**

\$3 billion

**Total
Investable
Cash**

\$100 million

**Annual
Grant
Awards**

We manage over \$600 million in annual P&L expense

Treasury Management

Types of Contracts Administered

Debt

24 investment banks; bond and disclosure counsel; financial advisors

Pensions

68 unique investment managers; investment consultant; custodian

Investments

7 brokerage firms; 3 commercial banks; investment fund managers

Technology

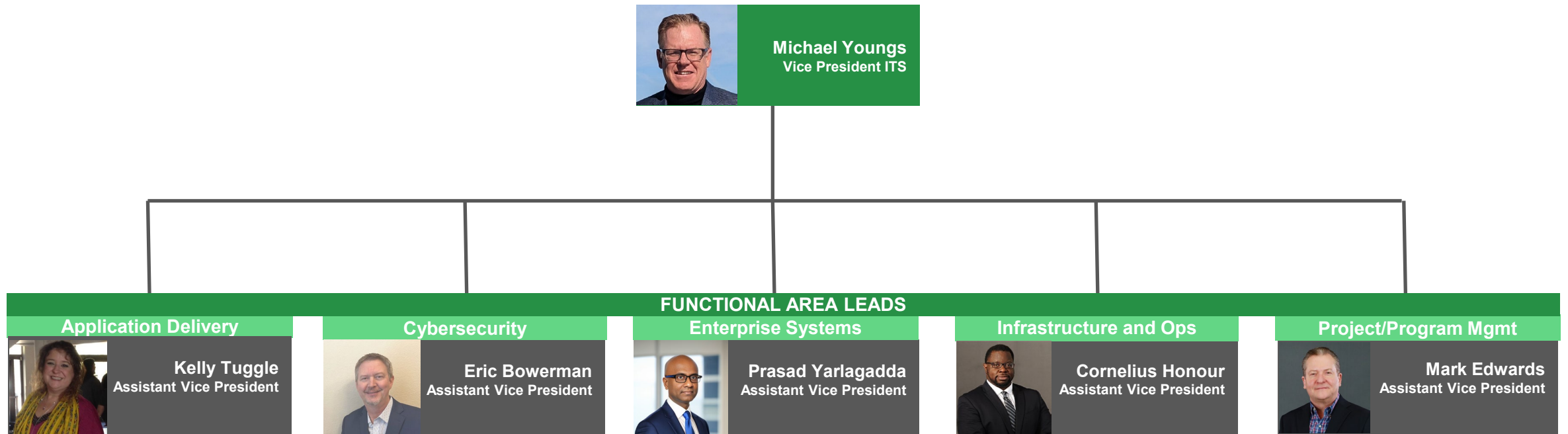
Treasury workstation; trading platform (Bloomberg); debt and grant administration

Information Technology

Michael Young
Vice President



Meet the Leadership Team



About Me

29 years Information Technology

Background in Geographic Information Systems

15 years as CIO

10 years at PHX 7 at DFW

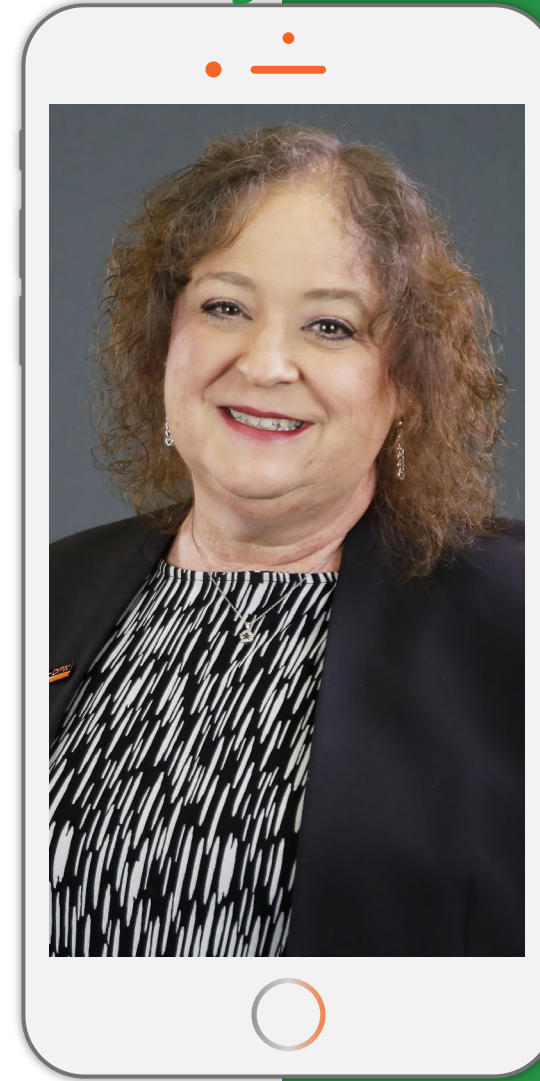
3 Daughters and therapist

Can't imagine working anywhere but an Airport!



Application Development and Delivery

- Assistant Vice President Kelly Tuggle
- Enterprise Architecture
- Architect, Develop and Maintain:
 - New software solutions
 - System and Data integration
 - DFW Enterprise Data Warehouse
- Perform Quality Assurance on new system implementations and upgrades



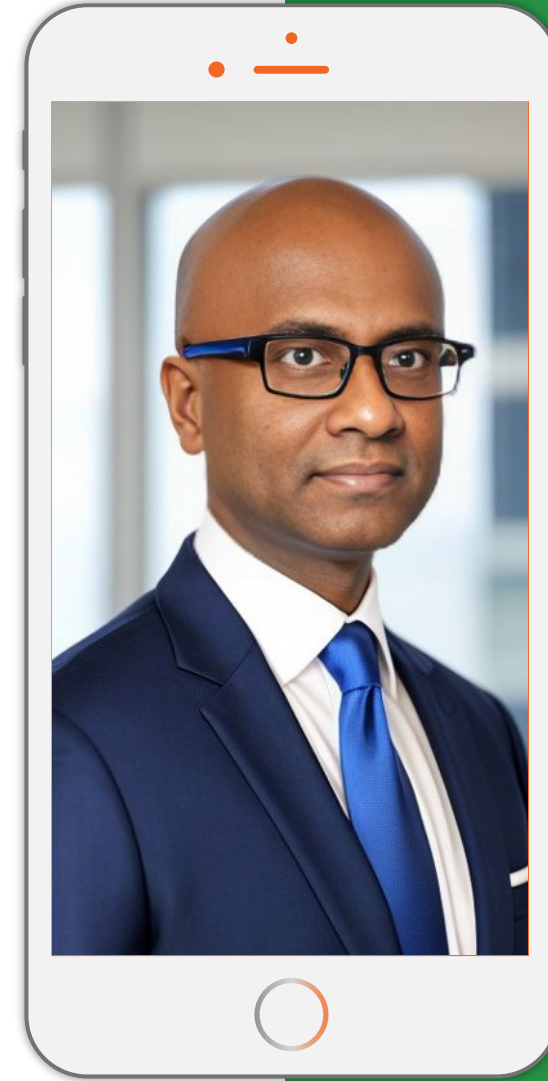
Cybersecurity



- Assistant Vice President Eric Bowerman
- Cybersecurity monitoring and mitigation
- Disaster Recovery
- Electronic Records Management
- IT Change Management
- Digital Identity Access and Governance

Enterprise Systems

- Assistant Vice President Prasad Yarlagadda
- DFW corporate systems HR and Finance
- Geospatial technologies and data
- Ground Transportation including Bus Tracking, Parking Guidance, and Parking Control System
- Terminal Systems including visual displays, common use, interactive kiosks, and automated docking
- Security systems badging, fire/police dispatch
- IOC Systems Call Center, Situational Awareness



IT Infrastructure and Operations

Assistant Vice President Cornelius Honour



- Sets strategy for enterprise server, storage, cloud & virtualization platforms
- Oversees core network, firewall, telecom & data center infrastructure
- Leads modernization of end-user support & device lifecycle management
- Manages campus-wide life safety, access control & surveillance systems
- Drives deployment of private wireless (5G/CBRS) & high-capacity Wi-Fi

Program and Project Management

- Assistant Vice President Mark Edwards
- Oversees Business Technology Partners to align tech needs across all divisions
- Leads the Project Management Office to standardize and deliver enterprise tech projects
- Guides Business Analysis team in documenting business and functional requirements
- Manages strategic programs like Parking Systems, coordinating cross-project efforts and vendors



Guiding Principles

Business-Aligned Technology:

Technology investments should directly support and advance organizational objectives

Secure by Design:

Cybersecurity should be considered in every solution from inception—not as an afterthought

Cloud-First but not Cloud-Only:

Prioritize scalable, flexible cloud solutions while considering business fit and risk.

Right-Sourcing for Strategic Impact:

Leverage the optimal mix of internal talent, external partners, and automation to maximize value, reduce risk, and ensure scalability

Buy Before Build:

Prioritize proven commercial solutions over custom development to reduce cost, accelerate deployment, and improve maintainability—reserving build efforts for unique business differentiators.

Cultivate a Team-Centric Culture:

Foster team first mindset that is energized by the role of technology in transforming travel.

Key Results



Approach



Information Technology Services

Fun Facts

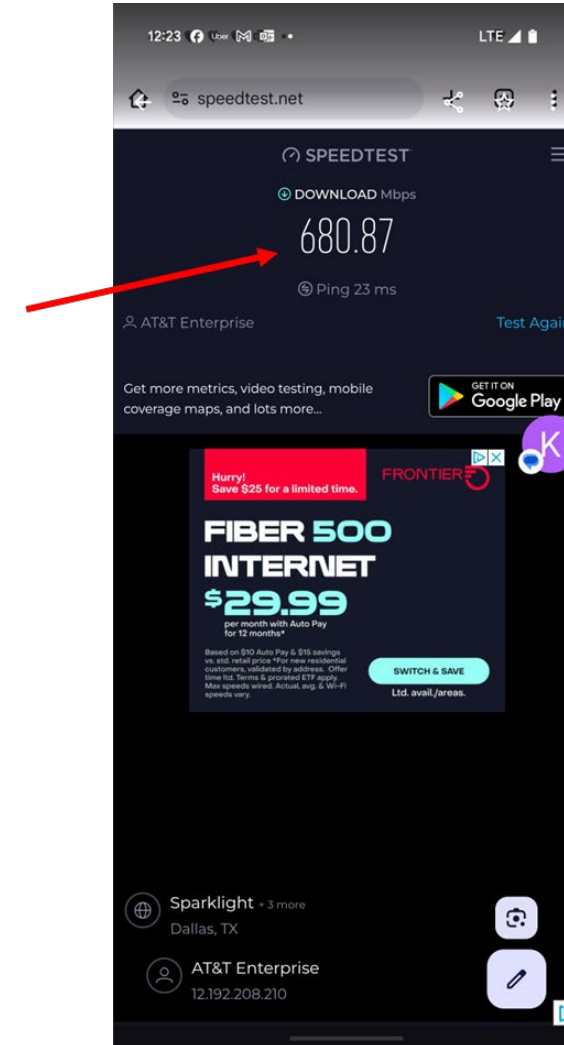
Over 200 employees

Support over 200 business systems

We own and operate two data centers

Over 4000 video cameras

1200 access points



Information Technology Services

Types of Contracts Procured

Technology Hardware and Software

Technology Professional Services

Staff Augmentation

Cybersecurity Assessments

Cybersecurity Penetration Testing



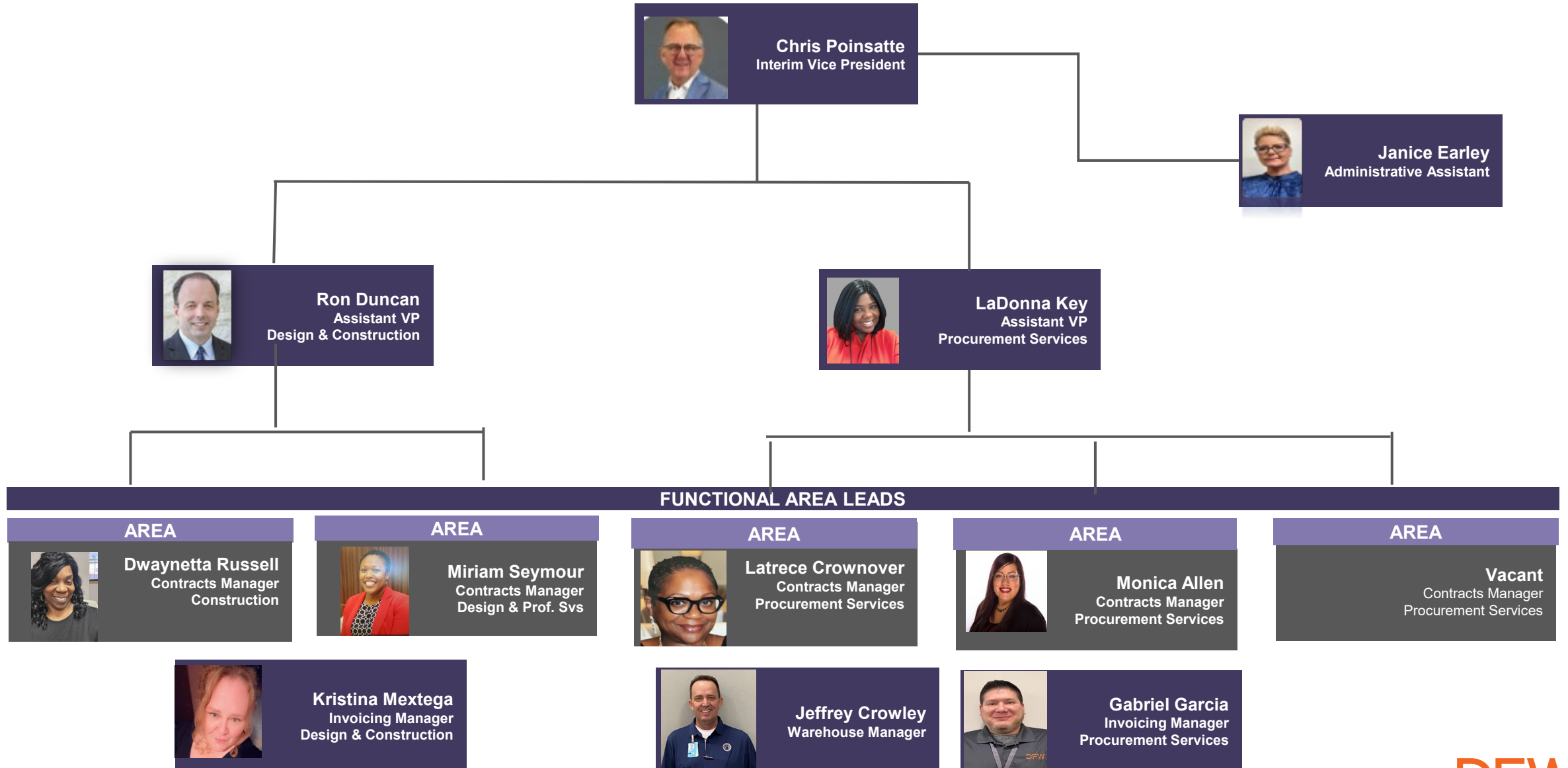
Procurement



Assistant Vice President
Ron Duncan



Meet the Leadership Team



PMM

Mission | Vision | Beliefs

Our mission is to provide an inclusive, integrated, and respectful Procurement & Material Management solution.

Our Vision is to improve predictability in the customer experience by adding a comprehensive value to the procurement process.



Achievement of Excellence in Procurement 2009-2024

The Achievement of Excellence in Procurement Award symbolizes organizational excellence in innovation, professionalism, productivity, e-procurement and leadership.



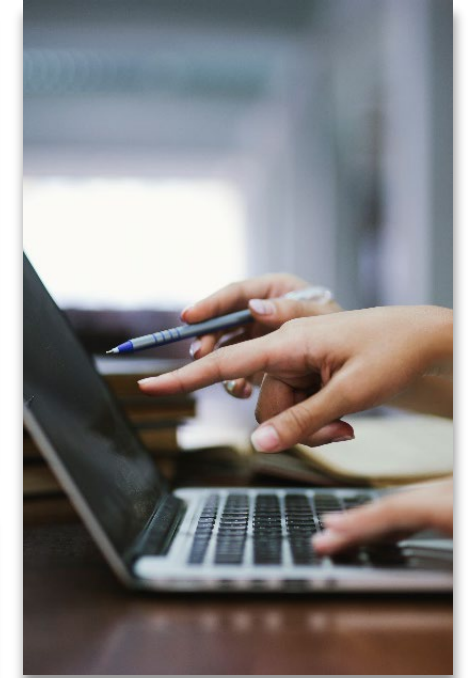
Doing Business with DFW

DFW has a centralized procurement model. PMM manages all procurement and purchasing requirements for DFW Departments.

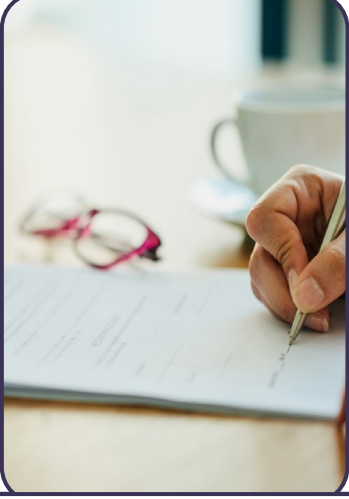



PMM Core Functions and Responsibilities

- Formal Procurements
- Informal Procurements, P-Card, Cooperative, and Marketplace Transactions
- Consulting and Advanced Procurement Planning Services (Annual Buying Plan)
- Contract Administration
- Contract Compliance Support
- Vendor Performance Management System
- Warehouse and Inventory Control Management



What we do...

Goods	Services	High-Tech	Design/Support	Construction
				
Cleaning Supplies and Equipment	Temporary Staffing (General and IT)	Computer Units	Facility Design	Facility
Paper Products	Facility Maintenance	Software &SaaS	Civil Design	Landside Civil
Vehicles and Heavy Equipment	Custodial and Window Cleaning	Cyber Security	QA/QC	Airside/Airfield Civil
Uniforms	Pest Management	Multi-Functional Print Device Leases	Cost Estimation	Job Order Contracting
Office Supplies	Employee Benefits	Fiber and Cable Installation	Project and Construction Management	Roofing and Waterproofing
Fuels	Signage Maintenance	Computer Aided DPS Dispatch System	Materials Testing	Lighting Systems
Electricity and Natural Gas	Insurance Broker		Land Survey	Terminal C Rehabilitation
	External Audit		Planning Consulting	Terminal F

DFW Collaborative Responsibilities

- PMM
 - Collaborate with Airport Departments for execute timely and effective procurement and contract functions.
 - Enforcement of all procurement laws and policies.
 - Selection of appropriate sourcing methods.
 - Manage contracts, including execution, renewals, change orders, and close-outs.
- BDD
 - Develop and establish M/WBE, SBE, SBEC or ACDBE diversity and inclusion goals.
 - Review all requests over \$50,000 (\$100,000 after September 1st) and establish goals as identified in the applicable diversity and inclusion policy.
- Departments
 - Ensure staff is informed of, and complies with, all procurement and contracting laws and policies.
 - Reviewing and approving funding requests, scopes of work, alternate justification forms, and OBAs.
 - Providing advanced notification and ample time to allow for the solicitation process.
 - Promptly report any emergency procurements to PMM for approval.

Doing Business with DFW Airport

Important Facts to Know and Understand
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

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

Procurement Portal
Gisela Peters cloud DEMO

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

 **Register as a Vendor**


ORGANIZATION NAME


FIRST NAME LAST NAME

EMAIL EMAIL (AGAIN)

PASSWORD PASSWORD (AGAIN)

[Create account »](#)

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

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

VIEWING OPPORTUNITIES

The **Project Details** page includes relevant information to the solicitation, including:

- Type of Solicitation
 - Status
 - Important Events
 - All Supporting Documentation
 - Decisions/Package Options
 - Requested Information
 - Messages/Public Notices
- **Keep a look out for public notices as they will alert you to new Addendums or Requested Information**

Solicitation No. 8005540 - Insurance Broker of Record
Dallas Fort Worth International Airport [Back to list](#)

DFW

Project Details

Project: Insurance Broker of Record

Ref. #: Solicitation No. 8005540

Department: Risk Management

Type: RFP

Status: **OPEN**

Open Date: Jan 23rd 2023, 8:00 PM CST

Intent to Bid Due Date: Feb 21st 2023, 2:00 PM CST

Questions Due Date: Feb 7th 2023, 4:00 PM CST

Close Date: Feb 21st 2023, 2:00 PM CST

Days Left: 12

Project Description:
General Description: 1.5 The Contractor shall procure insurance policies with Insurance Carriers licensed by Texas Department of Insurance and authorized to transact the lines of business specified.
Contract Term: One (1)-year period with options to renew for four (4) additional one (1)-year periods.
Minority/ Women Business Enterprise (M/WBE) Goal: Goal for this contract is 20%.
Applicable Laws: This solicitation is being conducted in accordance with Texas Local Government Code Title 8, Subtitle A, Chapter 252 and/or Government Code 2254, as applicable.

Important Events:

Status

Event Name

Location

Description

Dates

Mandatory

ONGOING

Open Date

Online Portal

Posting date for the Opportunity

Jan 23rd 2023, 8:00 PM CST

N/A

February 2023

prev

next

Sun	Mon	Tue	Wed	Thu	Fri	Sat
29	30	31	1	2	3	4
OPEN						
	5	6	7	8	9	10
OPEN						
12	13	14	15	16	17	18
OPEN						
19	20	21	22	23	24	25
OPEN						
26	27	28	1	2	3	4

Thank you