



DFW Concessions Flight Path

Track 1: Taxiway – First Time & New Entrants



Track 1 Agenda



Taxiway

01

**About Dallas Fort
Worth International
Airport**

**Concessions
Operations 101**

< 02

03

**Your Concessions
Flight Plan**

Concessions RFP 101

< 04

05

**Business Development
101**

DFW International Airport Overview





DFW DALLAS
FORT WORTH
INTERNATIONAL
AIRPORT

BY THE NUMBERS

LIKE A CITY - DFW has its own

- Zip code
- City designation
- Police
- Fire and Emergency Medical Departments

DFW COVERS
MORE THAN
26.9
SQ. MILES
Larger than Manhattan

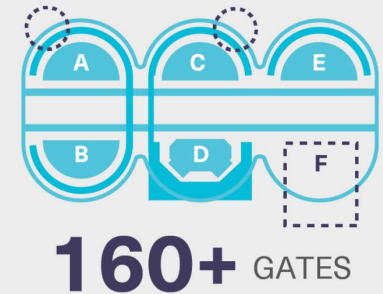
DFW AIRPORT
BOARD EMPLOYEES



ON-AIRPORT
EMPLOYEES APPROXIMATELY
60,000

7 TOTAL RUNWAYS

5 TERMINALS
(Expansions Underway)



4th in the world
for **passengers**

85.7M - Airports Council International (ACI) 2025

86.3M
Passengers
FY2025

3rd in the world
for **operations**

743K - ACI 2025

746K
Operations
FY2025



Largest **Carbon
Neutral Airport**
in the world

First Carbon Neutral Airport
in North America



BEST LARGE AIRPORT
in North America for
Customer Satisfaction
-4 years in a row

TOTAL **CARGO**

856,352
U.S. TONS
FY2025

33 PASSENGER
AIRLINES

DOMESTIC: **13**
FOREIGN FLAG: **20**

19 CARGO
AIRLINES

2nd in total
destinations

U.S. airports, March 2026



193
DOMESTIC
DESTINATIONS

Every major city
in the continental
United States can
be accessed within

FOUR
HOURS

DFW Forward »»

\$12B Capital Plan
Underway

180+ Projects
Terminal Expansions
Airfield Enhancements
Roadway Improvements

ECONOMIC IMPACT

\$78 Billion Total Economic Impact
(Gross Product)

\$48 Billion Payroll Supported

684,000 Jobs Supported

\$18 Billion Visitor Spending

Tax Revenue
State

\$5 Billion

Local

\$3 Billion

Award Winning Customer Service



Concessions by the numbers



120+ restaurants



80+ retail locations



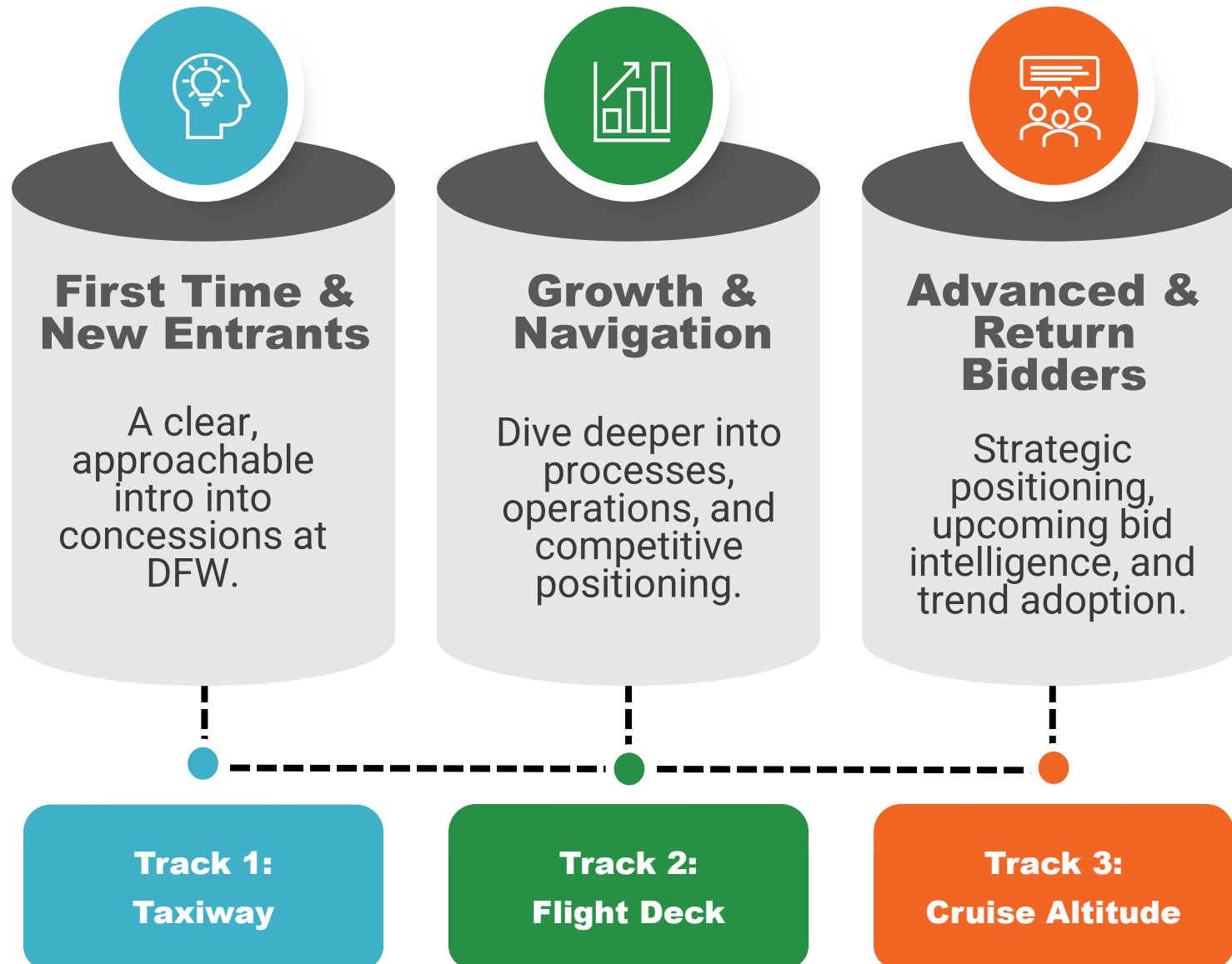
20+ amenities services





*Conceptual renderings subject
to design development*

Outreach Flight Path Tracks



Concessions Operations 101



Operational Differences



Traditional “Streetside” Operations

- Build-out
- Rent
- Employees
- Insurance

Airport Operations

- Build-out costs 20% - 40% higher, takes longer
- Construction Requirements unique to airport
- Off-hours operations (365 days/yr)
- TSA security requirements (Badging)
- Product logistics/distribution
- Airline gate utilization & Flight Banking
- Annual surety bonds/deposits
- Rent Requirements: MAG plus Percentage Rent
- Storage rent psf
- Operations & Maintenance Fees (O&M)

DFW Airport Operational Requirements



Hours of Operation

- Open from first flight until last flight departure



Refurbishment

- Midpoint of term of lease



Pricing Policy

- Product may not exceed 15% over street pricing



Security & Safety

- TSA regulations compliance



Additional

- Mystery Shopper Program
- Customer Service and Operational Standards Manual
- Service Level Agreements (Compliance standards)



DFW Airport Rent Requirements

Item	Description & FY2026 Rates
Minimum Annual Guarantee (MAG)	The amount proposed and/or agreed to by the Concessionaire that Concessionaire guarantees as minimum annual payment to DFW, paid in monthly installments.
Percent Rent	Percentage of Gross Receipts paid to DFW in addition to MAG, but only to the extent that percentage rent exceeds the monthly installment of MAG, paid in advance for a said month or portion thereof.
Storage	\$50 per SF

In-Terminal Schedule of Charges Requirements

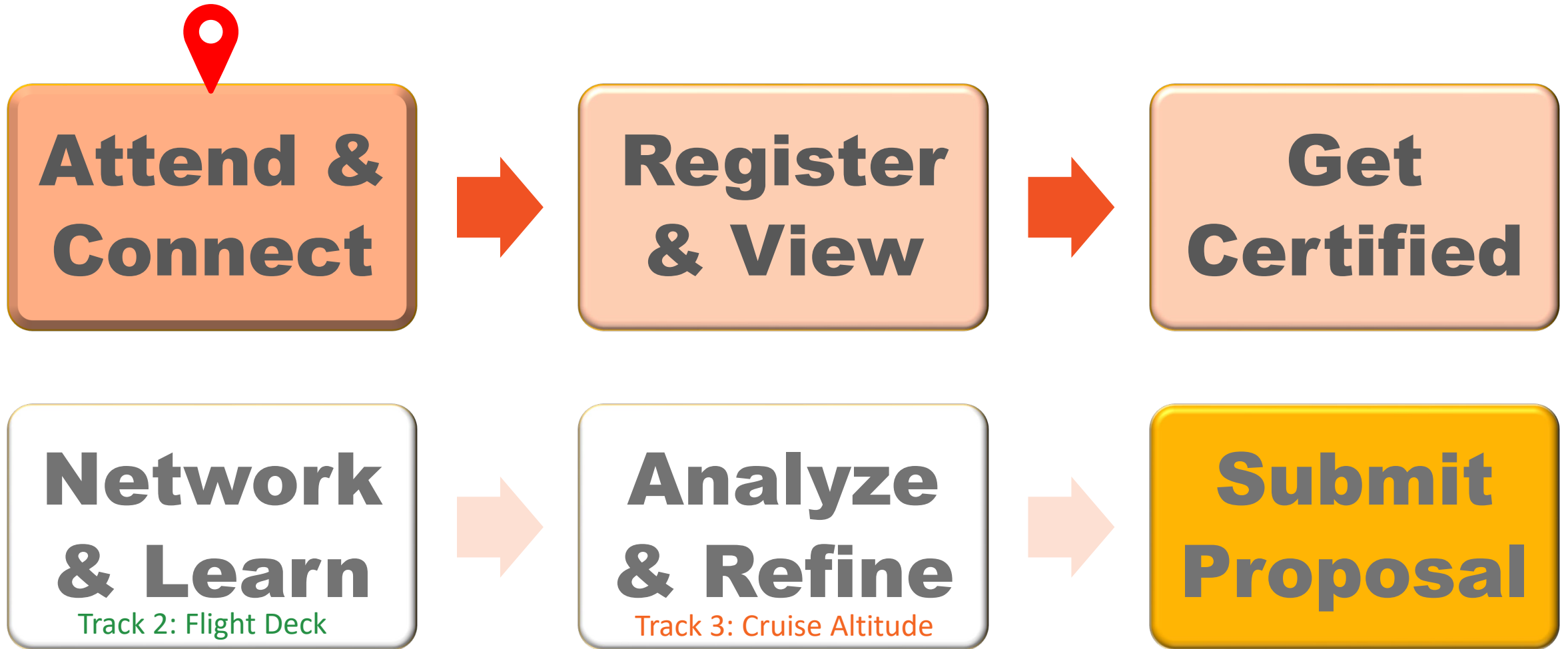
Item	Rate for FY 2026
Vehicular Access Charges (24-hr Parking)	\$2,300 per person per year
New Badge/ Fingerprinting	\$90 per person
Badge Renewal (within 30 days of expiration)	\$90 per person
Employee Transportation (Bussing)	\$67 per person per month
Operating & Maintenance (O&M)	\$34.19 per SF per year
Administration Fee (only assessed at award/ renewals of agreements)	\$150 per occurrence
Marketing Assessment	Up to 0.5% of Gross Receipts

***Subject to Change**

Your Concessions Flight Plan



Your Concessions Flight Plan



Concessions RFP 101



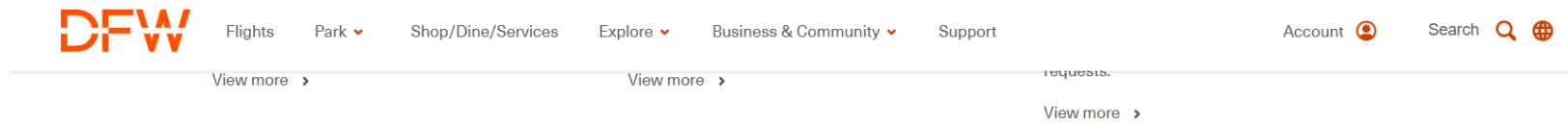
Resources for Doing Business at DFW



Scan the QR code to register your business with concessions. You will receive updates on upcoming events and opportunities.



Bonfire Overview



DFW e-solicitation Platform Hosted by Euna Procurement

To register and receive notifications for solicitations please click the link below.

[Register →](#)

[View user guide →](#)

An eProcurement platform used to streamline the Request for Proposal and evaluation processes.

Bonfire Process

1

Registration

2

Navigating the Procurement Portal

3

Viewing Opportunities

4

Creating Submissions

1

Bonfire Registration



Scan the QR Code to register with DFW's procurement portal through Bonfire. Upon registration, you can view open opportunities and submit proposals.

A screenshot of a laptop displaying the DFW Procurement Portal. The page title is "Procurement Portal" with the subtitle "Dallas Fort Worth International Airport". In the top right corner, there are "Log In" and "Register" buttons, with the "Register" button highlighted by a red rectangle. A "Register" modal window is open in the center, titled "Register" with a "Hide" button. Inside the modal, it says "Register as a Vendor" with a user icon. The form includes fields for "Organization Name", "First Name", "Last Name", "Email", and "Email (Again)". Below these fields is a "Create account »" button. At the bottom of the modal, there is a "Need Help?" section with a question mark icon and a link: "Contact Euna Procurement Support here »". The background of the portal shows a table of "Open Public Opportunities" with columns for "Status", "Ref. #", and "Project". The table lists several open opportunities, including PA2080, PA2039, PA2036, RFQ # DFW16323, DFW16351, DFW16360, DFW16275, and PA2004.

2

Navigating the eProcurement Portal

- The DFW eProcurement Portal is public and allows anyone to view current and past opportunities.
- The portal provides an overview of each opportunity, including the status, solicitation number, project name, department, close date, and the number of days remaining to submit a bid or proposal.
- To download documents or submit a proposal, users must log in to the Procurement Portal and select **“View Opportunity.”**

Procurement Portal
Dallas Fort Worth International Airport

Public Site DFW

Department:

[Open Public Opportunities](#) [My Opportunities](#)

Search

Status	Ref. #	Project	Department	Close Date	Days Left	Action
OPEN	RFQ# 279637	Motor Ceramic Bearing Change Out	Energy Transportation Asset Mgmt	Feb 13th 2023, 2:00 PM CST	4	View Opportunity
OPEN	RFQ# 279656	Annual Subscription for Condition Assessment Software	Energy Transportation Asset Mgmt	Feb 13th 2023, 2:00 PM CST	4	View Opportunity
OPEN	RFQ# 279657	Drones	Public Safety	Feb 14th 2023, 2:00 PM CST	5	View Opportunity
OPEN	RFQ No. 279674	Gearbox Oil	Energy Transportation Asset Mgmt	Feb 14th 2023, 2:00 PM CST	5	View Opportunity
OPEN	RFQ 279501	Refrigerant Compressors	Energy Transportation Asset Mgmt	Feb 15th 2023, 2:00 PM CST	6	View Opportunity
OPEN	RFQ# 279658	Small Stripers	Energy Transportation Asset Mgmt	Feb 15th 2023, 2:00 PM CST	6	View Opportunity
OPEN	Solicitation No. 8005542	External Audit Services	Audit Services	Feb 16th 2023, 2:00 PM CST	7	View Opportunity

3

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
- Q&A/Messages/Public Notices

****Public notices will alert vendors of new Addendums or Requested Information through the portal solicitation**

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		2...				
5	6	7	8	9	10	11
OPEN						
12	13	14	15	16	17	18
OPEN						
19	20	21	22	23	24	25
OPEN						
26	27	28	1	2	3	4

4

Proposal Submission

- Download and review all supporting documentation.
- You must select “**YES**” if you intend to respond at the bottom of this screen.
- Then select “**Prepare Your Submission**” and follow prompts.

Bonfire will automatically save all information, uploaded documentation, and selections.

Submission

Intent to Bid Prepare

In order to prepare a submission you must first submit your Intent to Bid by Feb 0

Do you intend to bid on this opportunity?

☒ Yes ☐ No

Submit Cancel

Prepare Your Submission

Prepare as:

Joyful Noise Inc

Prepare Your Submission

New to Bonfire? Here's a quick overview of the submission process.

After Proposal Submission



An aerial photograph of a complex highway interchange with multiple overpasses and ramps, overlaid with a semi-transparent orange filter. The image shows several lanes of traffic, some with vehicles, and surrounding landscape including some trees and distant buildings.

Business Development Department

Cathy Jackson
Senior Program Manager
May 14, 2026



Business Development

Ensure Fair Access to Contract Opportunities for all businesses, especially Small Business Enterprise (SBEs):

- Ensure nondiscrimination in the award and administration of procurements
- Remove barriers to participation
- Promote the utilization of SBEs
- Assist the development of firms that can compete successfully in the marketplace

SAVE THE DATE



Success through Opportunities Access & Resources

A Business Development Conference

Wednesday, May 20, 2026

Check-in: 11 a.m.–11:30 a.m.

Program: 11:30 a.m.–5 p.m..

Hurst Conference Center
1601 Campus Drive, Hurst, TX 76054

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

DFW

SOAR Conference

Objective

Offer a learning and networking program to small businesses, currently doing business with DFW or interested in doing business, which supports their strategic business capacity growth and furthers their business relationships with DFW.

Wednesday, May 20, 2026

Hurst Conference Center

Check-in: 11:00 a.m.

Event: 11:30 a.m. to 5:00 p.m.

2026 SOAR CONFERENCE EDUCATION

CERTIFICATION ESSENTIALS: Personal Narrative & Personal Net Worth

- Designed for ACDBE and DBE firms seeking clarity and confidence in meeting the new ACDBE and DBE certification requirements.
- How to properly develop a Personal Narrative.
- How the Personal Net Worth impacts eligibility for ACDBE, DBE and SBE+ certifications.

The SBE Playbook: Agencies, Applications & Advantage

- Hear directly from the leaders of the three approved certifying entities.
- Learn what Primes look for when partnering with certified firms.
- Learn how certifications can strengthen your competitive position.

Breakout Sessions

New Pathways to Contracts: Marketplace and Cooperative Solutions

- Gain a clear understanding of the DFW Marketplace.
- What is cooperative purchasing and how does it work?
- Learn the types of goods and services commonly procured through cooperatives.

Building Success through Contracts

- Polish your skills at identifying, negotiating and executing on key contract provisions.
- Learn how to improve job profitability.
- Gain repeat business and avoid costly disputes!



The SOAR Exchange: Where Opportunity Meets Connection

Networking

- Designed to foster meaningful dialogue and strategic alignment.
- Key representatives from internal departments, prime contractors and strategic partners.
- Opportunity to exchange your information, showcase your capabilities and explore potential business relationships.

Additional Outreach and Resources





DFW

APRIL

Doing Business with DFW

• Friday, April 10, 2026, 10:00-11:30AM

MAY

Procurement Methods –

Understanding Bids and Proposals

• Friday, May 1, 2026, 10:00-11:30AM

JUNE

**SBE Program Compliance
Requirements**

• Friday, June 5, 2026, 10:00-11:30AM

JULY

Procurement Buying Plan –

Forecasting Upcoming Opportunities

• Friday, July 10, 2026, 10:00-11:30AM

AUGUST

**Prime-Sub Connections – Building
Effective Partnerships**

• Friday, August 14, 2026, 10:00-11:30AM



Capacity Building
2026 PROGRAM SERIES

Your passport to business connections at DFW!

2026 CAPACITY BUILDING

Educational Series

- Designed to provide business skills training and guidance on doing business with DFW Airport.
- Sessions tailored specifically to doing business with DFW in the business areas of construction, concessions and goods and services.
- No cost to attend!

[DFW Airport Capacity Building Program Series |](#)
[DFW International Airport](#)

DFW

Business Development | DFW International Airport

Resources

DFW is pleased to offer the following training videos to assist doing business with the Airport.

- [Electronic Business Development Forms Application \(NEW\)](#)
- [Electronic Business Development Forms Application User Guide and FAQ](#)
- [Capital Assistance & Bonding Program](#)
- [Doing Business with DFW Fact Sheet](#)
- [Insurance and Bonding Requirements](#)
- [Joint Venture Agreements](#)
- [Rolling Owner Controlled Insurance Program](#)
- [Title VI Awareness \(requires Log In\)](#)
- [Assessing a Concession Opportunity 06-26-24](#)

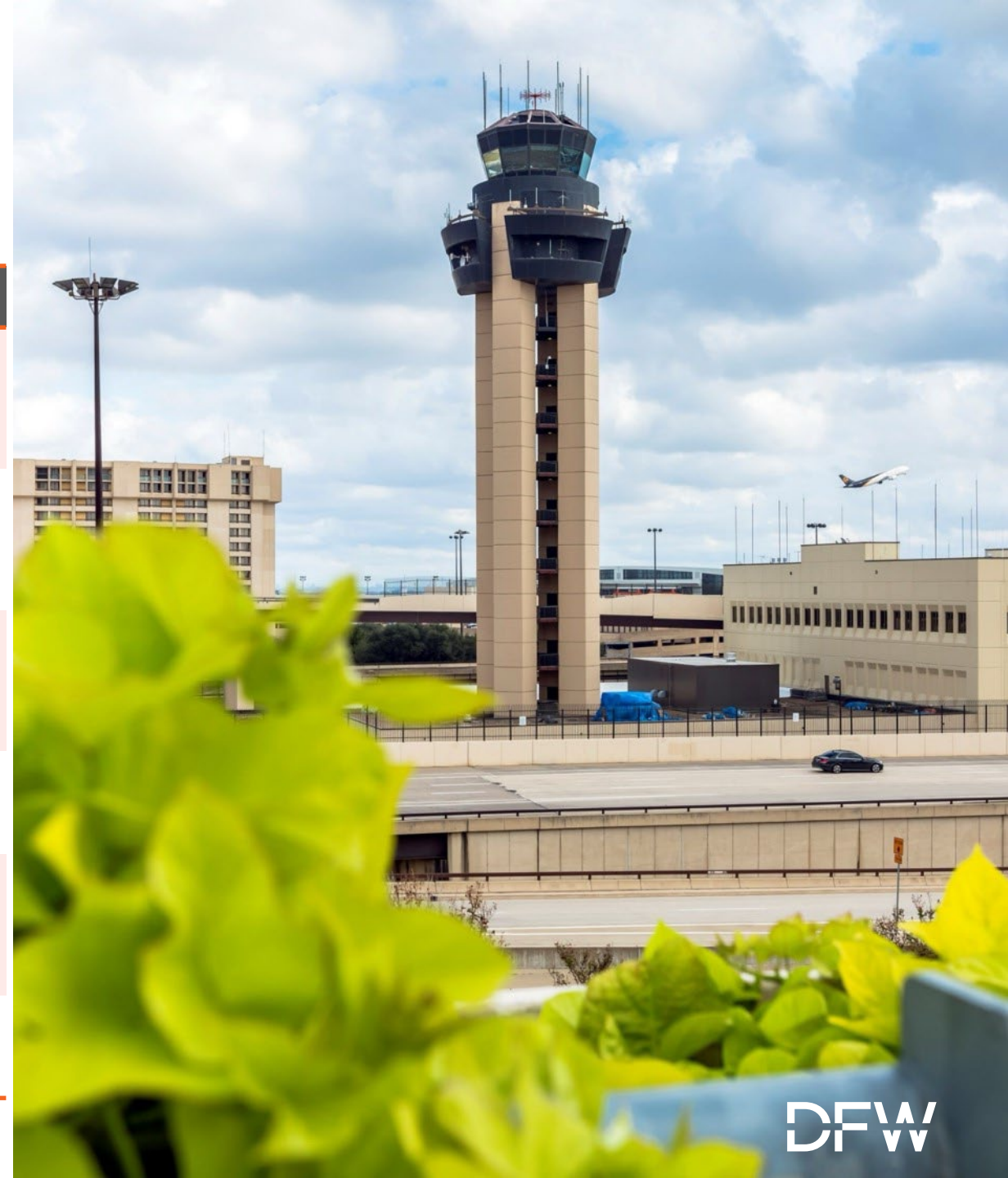
More Links

Advocacy Partners

- [Asian American Contractors Association of Texas](#) (972) 992-3952
- [Asian Chamber of Texas](#) (972) 241-8250
- [Dallas Black Chamber of Commerce](#) (214) 421-5200
- [Dallas/ Fort Worth Business Council](#) (214) 630-0747
- [Fort Worth Hispanic Chamber of Commerce](#) (817) 625-5411
- [Fort Worth Metropolitan Black Chamber of Commerce](#) (817) 871-6538
- [Greater Dallas Hispanic Chamber of Commerce](#) (214) 521-6007
- [Irving Hispanic Chamber of Commerce](#) (469) 212-8345
- [Regional Black Contractors Association](#) (214) 928-7097
- [Regional Hispanic Contractors Association](#) (972) 786-0909
- [U.S. India Chamber of Commerce](#) (214) 346-9559
- [U.S. Pan Asian American Chamber of Commerce Southwest](#) (682) 323-5869
- [Women's Business Council - Southwest](#) (817) 299-0566

Upcoming Concessions Events

Event	Audience	Date/Time	Location
SOAR Conference	New and Existing Concessionaires	5/20/26 11AM-5PM	Hurst Conference Center
Summer/FIFA Prep	Existing Concessionaires	5/28/26 1PM-3:30PM	Hyatt Regency Terminal C
Outreach Track 2: Flight Deck	New and Existing Concessionaires	6/25/26 2PM-3:30PM	Webinar
Ft. Worth Vendor Outreach	New and Existing Concessionaires	6/3/26 1PM-5PM	Omni Hotel Fort Worth
Outreach Track 3: Cruise Altitude	Existing Concessionaires	7/22/26 3PM-4:30PM	Webinar
RFP Pre-Proposal	New and Existing Concessionaires	TBD	TBD



Thank you

Q&A

