13TH ANNUAL BUSINESS OPPORTUNITIES WORKSHOP

"TAKING FLIGHT IN YOUR BUSINESS"

SEPTEMBER 26, 2018

8:00 AM – 12:30 PM

MR. MIKE EDWARDS
INTERIM DIRECTOR OF AVIATION

Welcome & Opening Remarks

BTR
BATON ROUGE METRO AIRPORT
It's about time.

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BATON ROUGE METRO AIRPORT
It's about time.

MAYOR-PRESIDENT
SHARON WESTON BROOME

Welcome Address – Business Overview of Baton Rouge, Importance of BTR and DBE Involvement/BTR Disparity Study

BR

CITY OF BATON ROUGE

PARISH OF EAST BATON ROUGE

COUNCILWOMAN CHAUNA BANKS
METRO COUNCIL DISTRICT 2

Opening Comments

CITY OF BATON ROUGE
PARISH OF EAST BATON ROUGE

MR. CLEVE DUNN JR.
CHAIRMAN OF AIRPORT COMMISSION

Opening Comments

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MR. KENYATTA SPARKS
PROGRAM ASSISTANT

Introduction of

New Airport Consultants

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OVERVIEW OF BTR'S DBE PROGRAM

- **BTR DBE Program Overview**
  - Clarify Certification Process
  - Inclusive and Transparent
  - Inform Minority & Women Owned Business
  - DBE & ACDBE Opportunities

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OVERVIEW OF BTR'S DBE PROGRAM

- **Conducting Business at BTR**
  - Become a Certified DBE Firm
  - Register with City of Baton Rouge Purchasing Department
  - Use available Resources
  - Communicate with consultants and prime contractors

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OVERVIEW OF BTR'S DBE PROGRAM

- **BTR Recent Numbers**
  - DBE Goal of 7.1%
  - ACDBE Goal
    - 11.7% (concessions)
    - 12% (rental cars)
  - Met or exceeded goals for years

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OVERVIEW OF BTR'S DBE PROGRAM

- **BTR Opportunities**
  - Plank Road Relocation Project
  - Aviation Business Park Development
  - Various Contracts for Products and Services
  - Small Business inside of terminal

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DBE SUCCESS STORIES

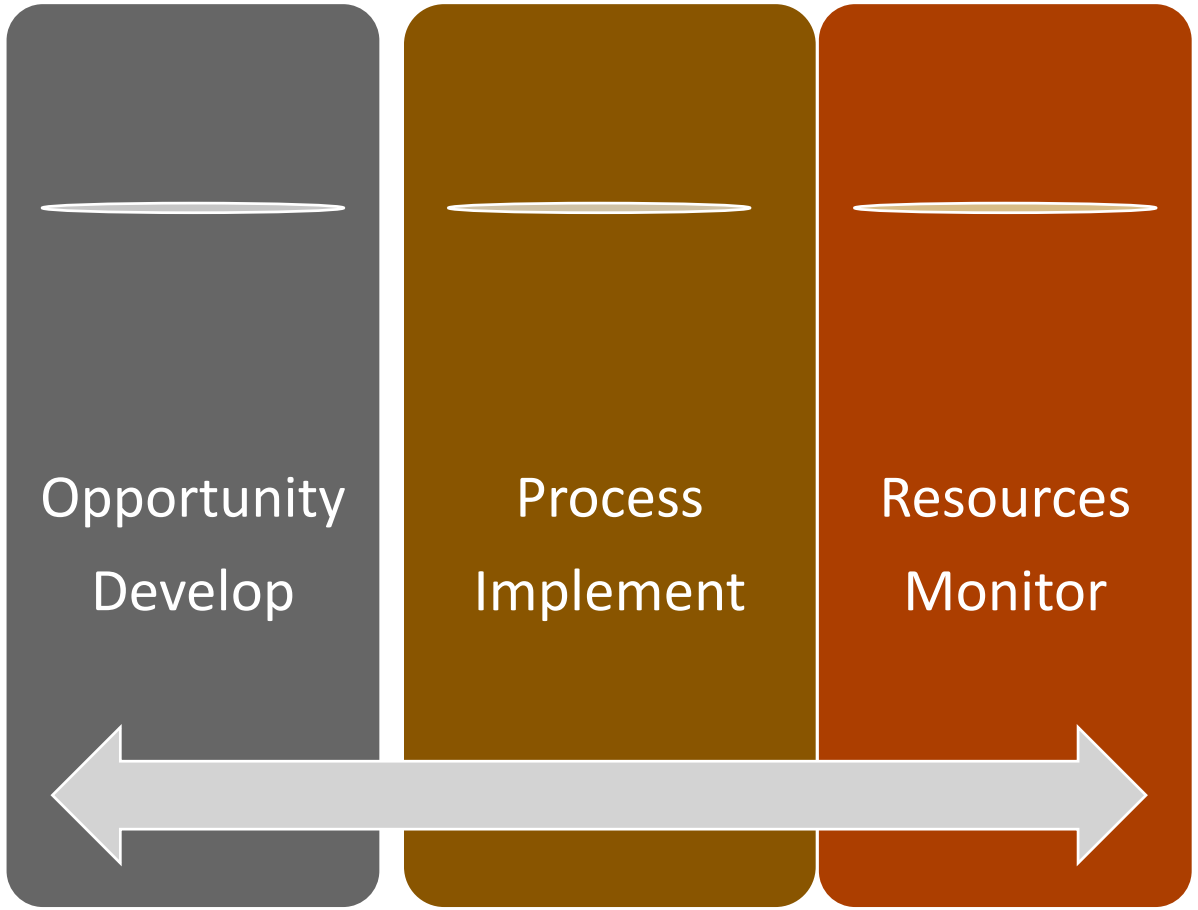
- HTTP://WWW.FLYBTR.COM
- HTTP://THEAVIATIONBUSINESSPARK.COM

MID-SESSION NETWORKING BREAK

HTTP://WWW.FLYBTR.COM

HTTP://THEAVIATIONBUSINESSPARK.COM

BUSINESS OPPORTUNITIES AT BTR



DIVISIONS WITHIN THE AIRPORT

MARKETING & AIR SERVICE DEVELOPMENT

FINANCE & ACCOUNTING

OPERATIONS

BUSINESS DEVELOPMENT & PROPERTIES

ARFF/SECURITY

INFORMATION TECHNOLOGY

KEYS TO SUCCESS (DBE, SBE & ACDBE)

- Fulfilling an organizational need
- Identify Paradigm Shifts within the Industry
  - Provide passengers with an customized experience
  - Environmentally Conscious (NW Airports)

- Understand industry trends & organizational culture
- Attend Pre-Bid Meetings
  - Addendums
- Airport Minority Advisory Council (AMAC)
  - www.amac-org.com

BUDGET PROCESS

April:

Request information from Divisions

- Capital Needs
- Contracts

Review current contracts to see which ones will need to be re-bid.

May:

Meet with Managers to discuss information received from each department.

Decide which contracts to renew, re-bid or bid for the first time.

- Contracts are awarded for one year, with a mutually agreed upon renewal for two years.

June:

Start preparing bid documents for contracts with a start date of January.

Prepare bid documents for all contracts needing to be bid in the current year.

July:

Get with Purchasing to advertise contracts needed in the current year.

Discuss with Purchasing an advertising timeline for contracts needed at the start of the new year.

August:

Airport Commission approves budget.

Budget submitted to Finance – Budgeting

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BUDGET PROCESS CONTINUED…

October:

Advertise for contracts with a start date of January.

Bids can be accepted in November and December

November:

Budget presented to Metro Council

Budget hearings are held

December:

Budget is approved by Council

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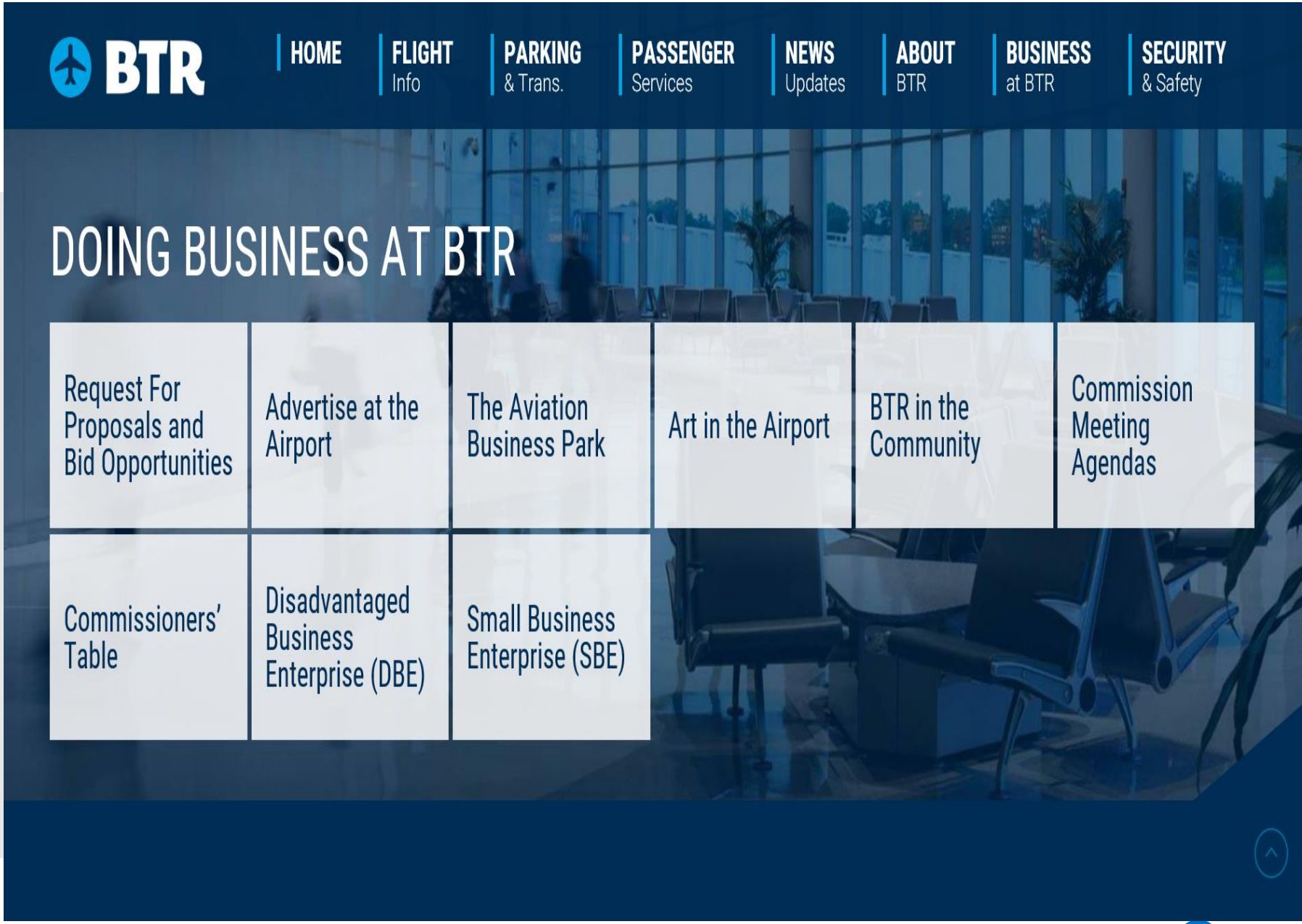
RESOURCES

WWW.FLYBTR.COM

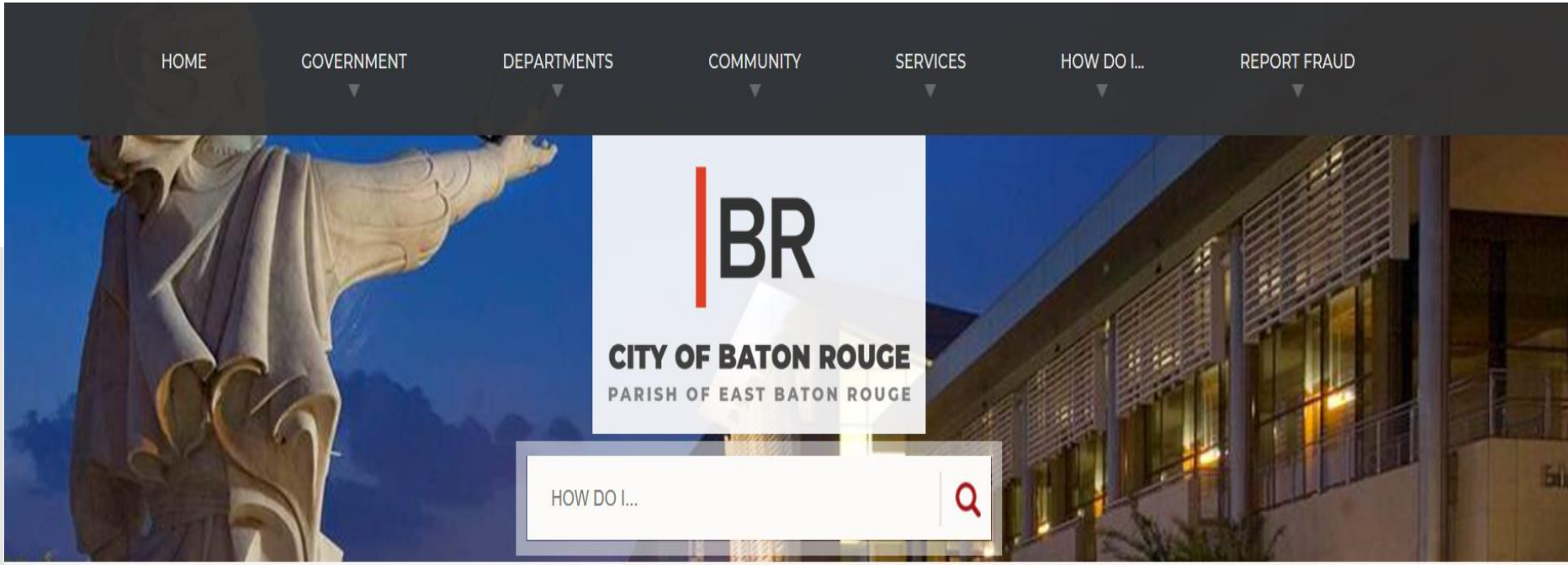
DOING BUSINESS @ BTR



RESOURCES

[WWW.BRLA.GOV](http://www.brla.gov)

CONTRACTING OPPORTUNITIES



QUESTIONS & ANSWER PERIOD

Mr. Mike Edwards – Interim Director of Aviation
Mr. Gregory Pierson – Interim Assistant Director of Aviation
Mr. Joe Levraea – AMG Consulting
Mr. Michael Taffaro – BTR Legal Counsel

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CLOSING REMARKS

DBERNIARD@BRLA.GOV

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