

# 10<sup>th</sup> Annual Women's Business Conference Opportunities for Small Businesses

Palm Beach  
INTERNATIONAL AIRPORT





# Airport System

## Palm Beach County owns a system of airports:

- Palm Beach International Airport (PBI)
- North Palm Beach County General Aviation Airport (F45)
- Palm Beach County Park Airport (LNA)
- Palm Beach County Glades Airport (PHK)
- Policy is established by the Board of County Commissioners
- Operated and managed by the Department of Airports



# Airport Community

## Airport Businesses

Airlines

Concessionaires

- Restaurants
- Stores
- Rental Car Agencies
- Advertising

Fixed Base Operators

Airline Service Providers

Commercial Tenants

- Warehouses
- Hotels
- Toyota Dealership
- Drive Shack
- PopStroke

## Partner Agencies

PBC Fire Rescue - Aircraft Rescue & Fire-Fighting (ARFF)

Palm Beach County Sheriff's Office

Transportation Security Administration

Federal Aviation Administration

- Air Traffic Control

Customs & Border Protection

Federal Bureau of Investigation





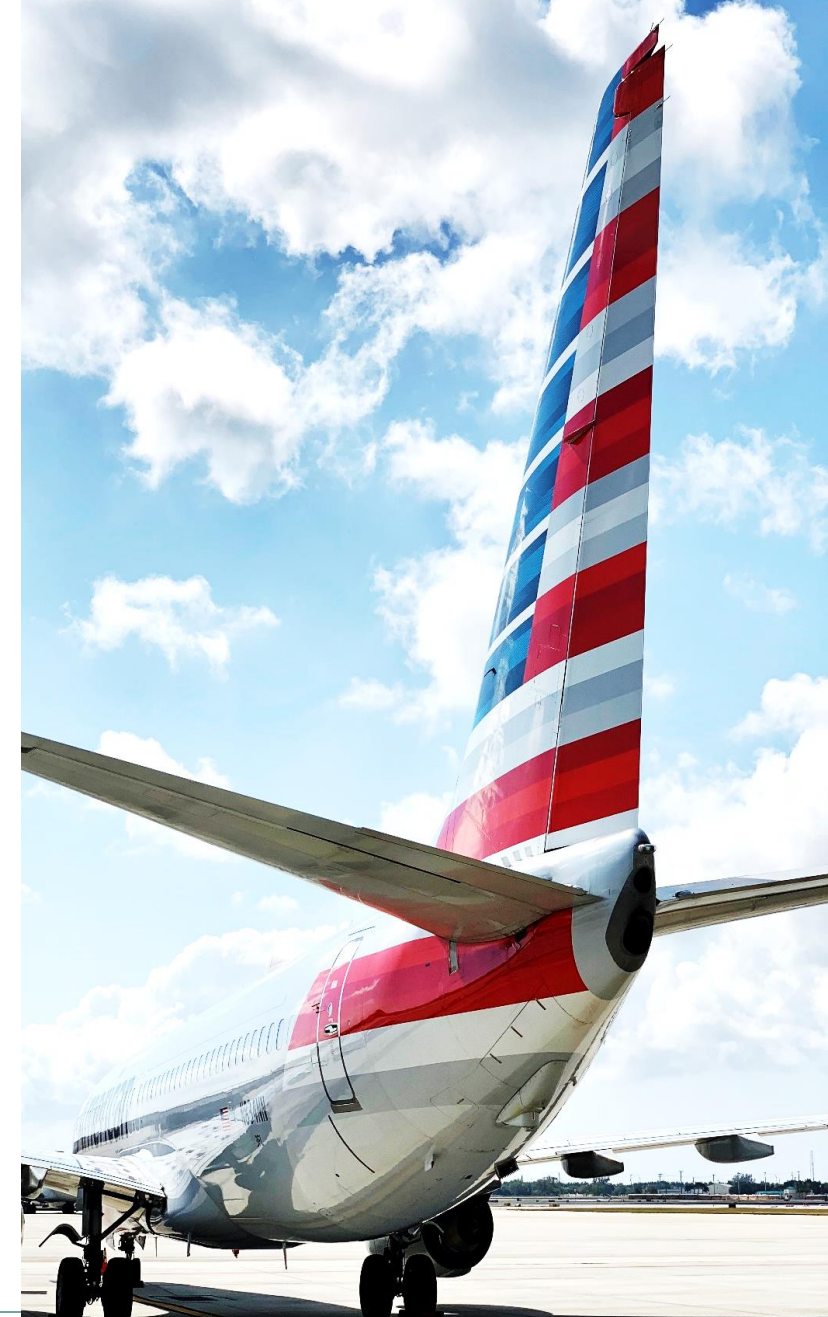
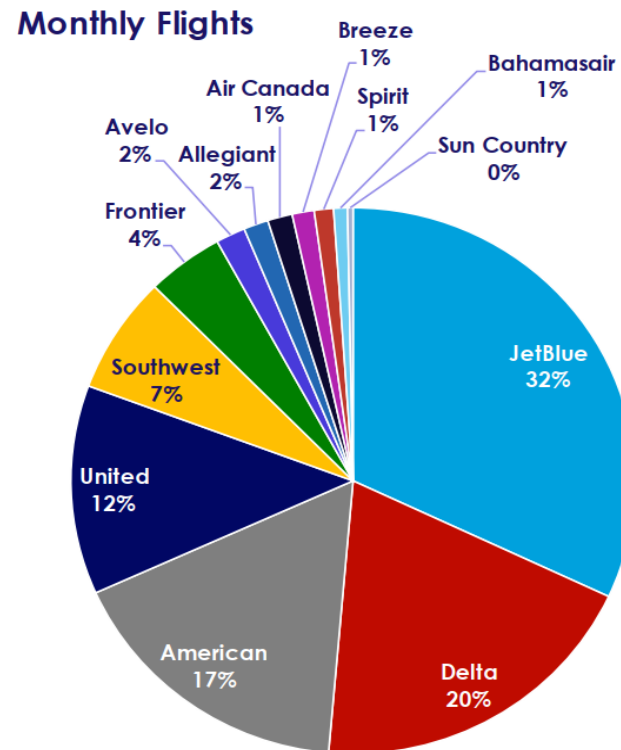
# Palm Beach International(PBI)

## ■ 13 Airlines

- >7.6 Million Passengers Annually
- >173,000 Annual Aircraft Operations
- >30,000 Tons of Cargo Annually

## ■ Award-winning

- 8<sup>th</sup> Best Domestic Airport  
*Travel & Leisure*
- 5<sup>th</sup> Best Airport in the US  
*Conde' Nast Traveler*
- 7<sup>th</sup> Best Medium Airport  
*J.D. Power North America Airport Satisfaction Survey*



# Palm Beach International Airport (PBI) Economic Impacts



**Jobs**

**31,596**  
Employed



**Payroll**

**\$1.5**  
Billion



**Value  
Added**

**\$2.5**  
Billion



**Economic  
Impact (Output)**

**\$4.6**  
Billion



# North Palm Beach County General Aviation(F45) Economic Impacts



Jobs

**467**  
Employed



Payroll

**\$22.4**  
Million



Value  
Added

**\$36.5**  
Million



Economic  
Impact *(Output)*

**\$77.3**  
Million





# Palm Beach County Park Airport (LNA) Economic Impacts



**Jobs**

**772**  
Employed



**Payroll**

**\$41.7**  
Million



**Value  
Added**

**\$67.7**  
Million



**Economic  
Impact (Output)**

**\$144**  
Million



# Palm Beach County Glades (PHK) Economic Impacts



Jobs

**33**  
Employed



Payroll

**\$1.7**  
Million



Value  
Added

**\$2.6**  
Million



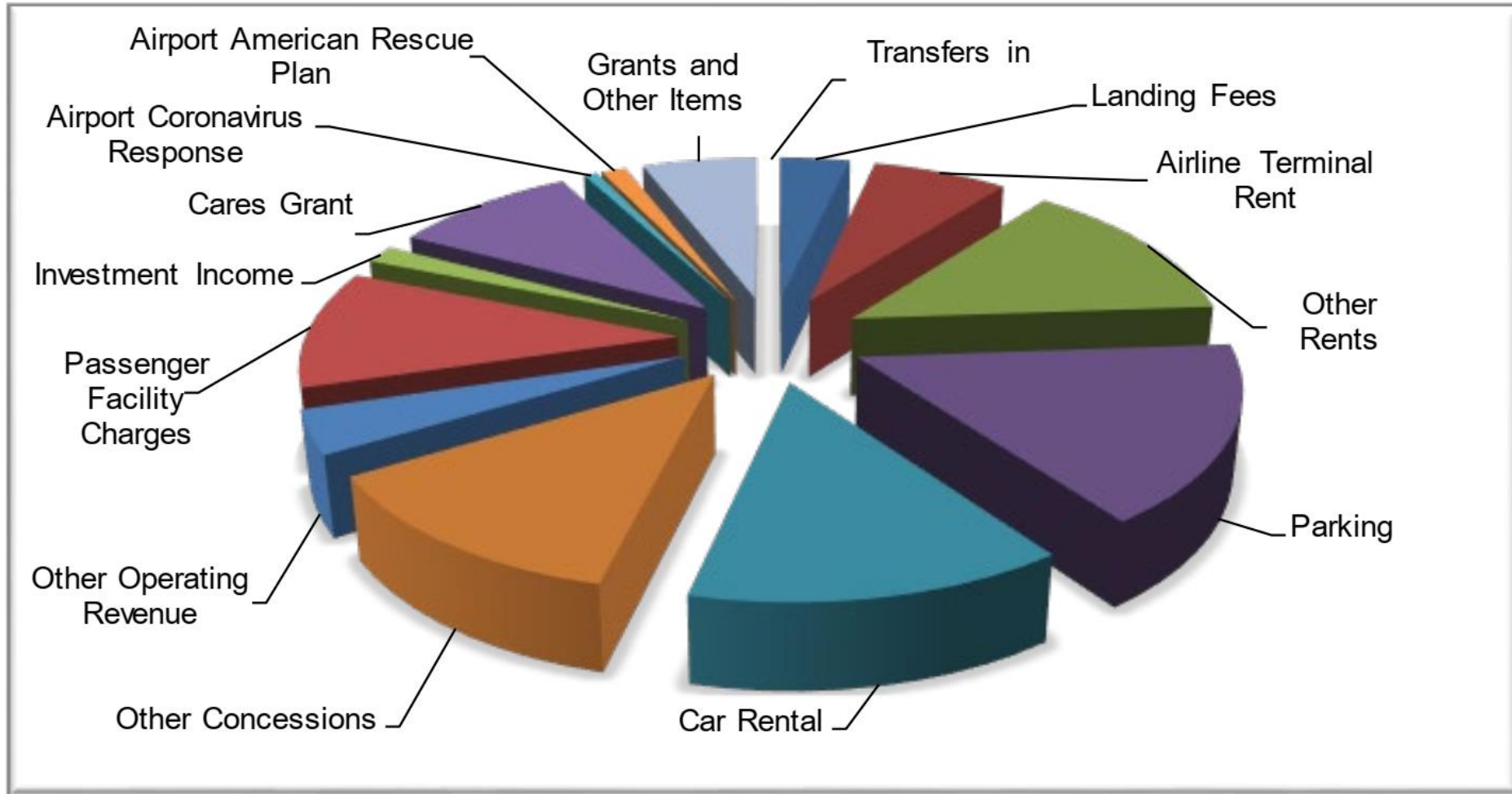
Economic  
Impact *(Output)*

**\$5.7**  
Million













# Sources of Airport Funding



# Types of Available Opportunities

- **Professional Services**
  - Engineering, Architectural & Planning Services
- **Construction Services**
  - Airfield Pavement Rehabilitation/Reconstruction
  - Facility Construction/Improvements
- **Maintenance/Repair Services**
  - Baggage Handling System
  - Janitorial Services
  - Passenger Loading Bridges
  - Pavement Repairs and Maintenance
- **Management Services**
  - Parking Management Services
  - Ground Transportation Management
- **Concessions**
  - Food/Beverage/Retail/Rental Cars/Advertising/Ground Transportation



	Roof - Englist - Prewheathered Galvalume		Accent - Sherwin Williams - 6530 Reveal Blue 178-C6
	Fascia - Sherwin Williams - 9089 Llama Wool 199-C5		Bay door - Sherwin Williams - 6530 Reveal Blue 178-C6
	Body 1 - Sherwin Williams - 7634 Piedmont 255-C5		Canopy - Sherwin Williams - 6530 Reveal Blue 178-C6
	Body 2 - Sherwin Williams - 7551 Creek Villa 254-C1		Doors - Sherwin Williams - Match wall colors

\* Window Frames - Bronze color per manufacturer

Scheme B

Exterior Color Study  
PBC NEW ARFF FACILITY  
PBC DOA No. DOA-18-2A  
04-12-2022  
PBC DOA No. 20180181  
Colomé & Associates, Inc.

Palm Beach  
INTERNATIONAL AIRPORT

RS&H

Colomé & Associates, Inc.  
Architecture & Planning & Interiors  
10000 W. U.S. 1, Suite 200, Fort Myers, FL 33907  
202.400.0000



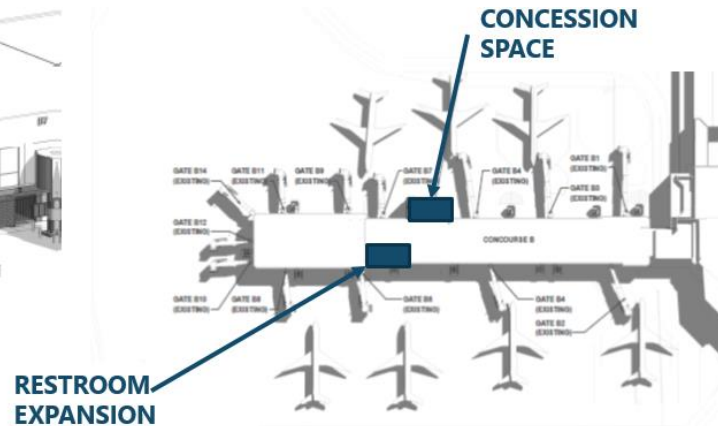
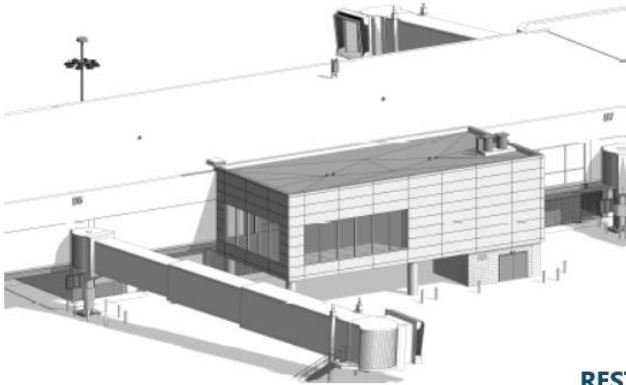
# PBI Capital Projects

- Central Airfield Improvements - \$20.2M
- Switchgear Replacement Phase 1 - \$12.5M
- Concourse B Expansion Package 1 - \$13.5M
- Concourse B Package 2A, (Interior Finishes, Utility Apron Site Work), 2C Full Expansion - \$79M
- Terminal Roof Replacement - \$8.4M
- 400Hz GPU Replacement - \$6.9M
- Chiller 4 & 5 Replacement - \$5.5M
- Garage, Bridge Repairs - \$5M
- New Aircraft Rescue Firefighting Facility - \$19M



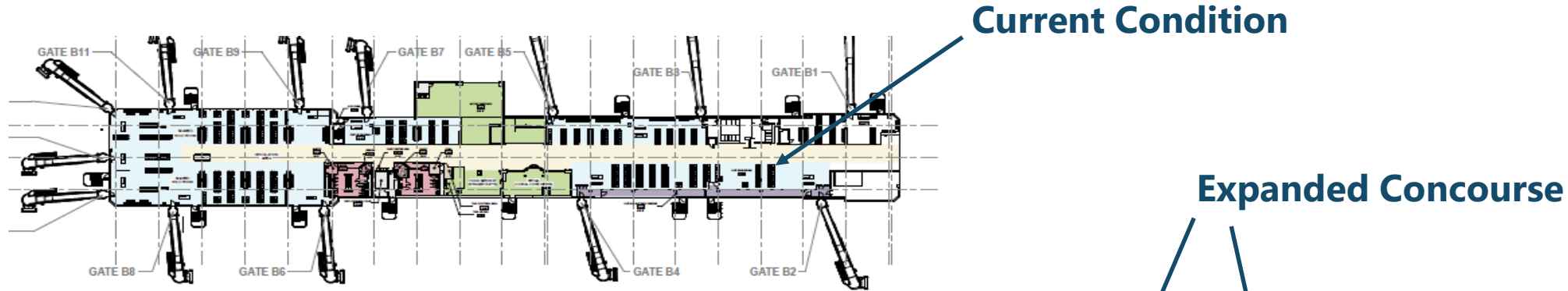
# Phase I - Concourse B Expansion

- Phase I includes the expansion of restroom facilities and construction of approximately 3,000 square feet of new shell space for a future sit down restaurant between Gates B5 and B7.
- Phase I - Anticipated to be completed in 2024.

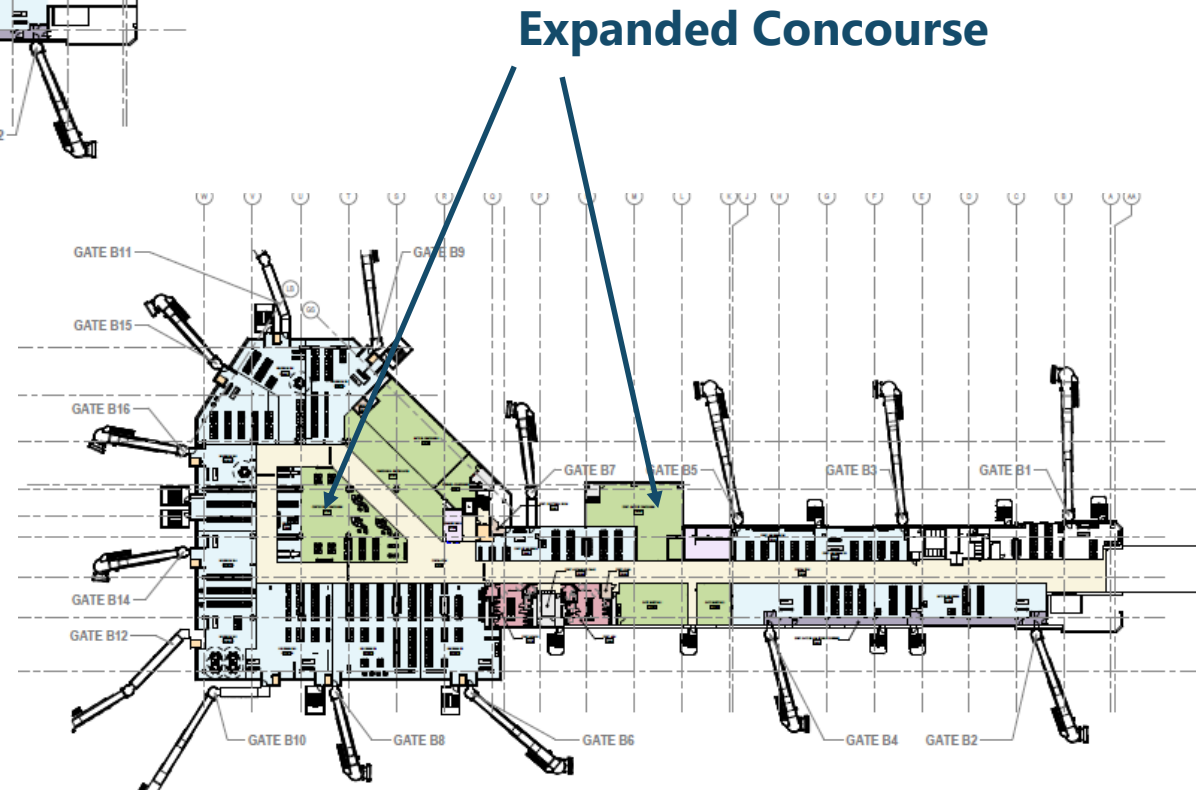




# Full Concourse B Expansion



- Additional 56,000 sq. ft.
- Overall Refresh
- Expanded Seating
- Expanded Restrooms
- Elevated Ceiling Heights
- Electrochromic Glass (Key Locations)
- New Restaurant Spaces
- Integrated Nursing Suite
- Infrastructure for (2) Loading Bridges



# Concourse B Expansion



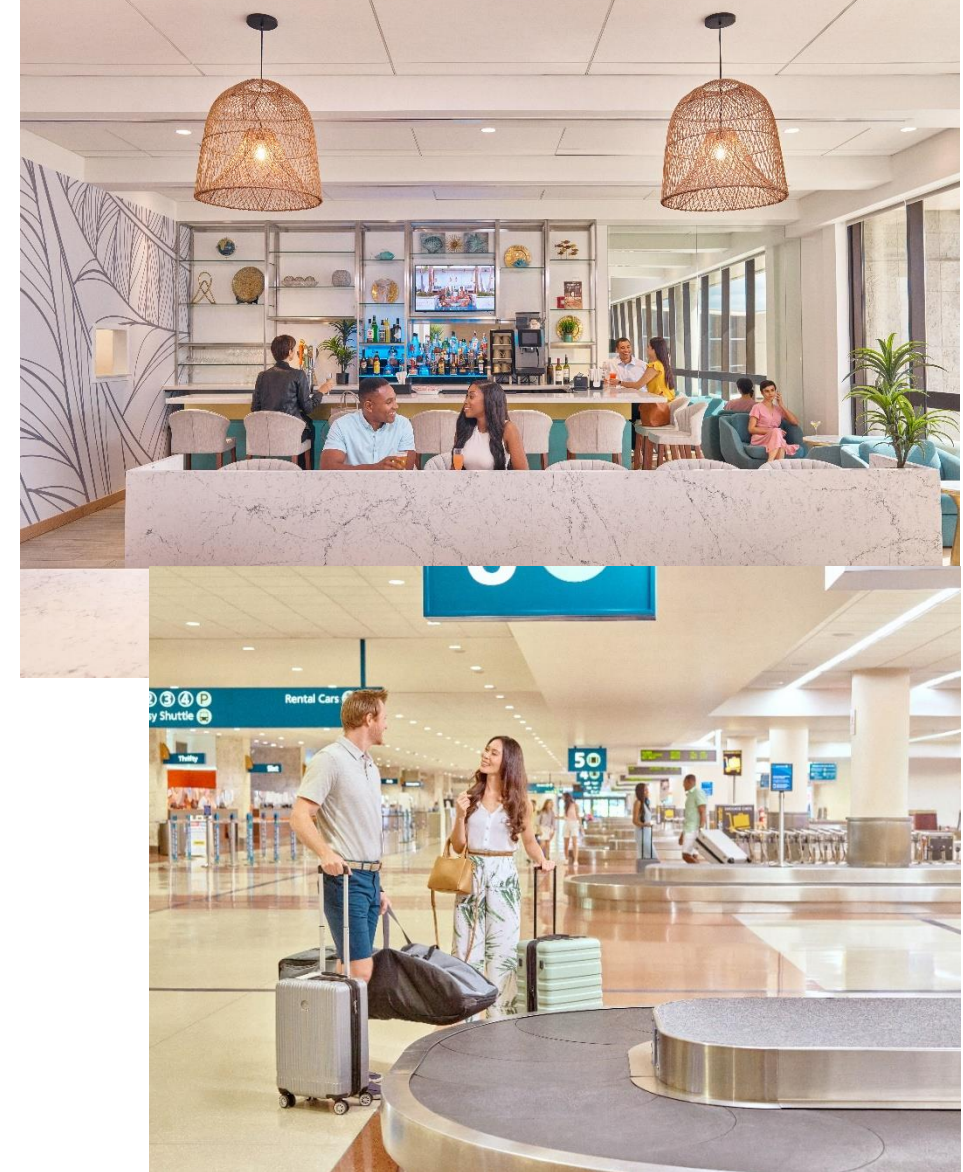


# Upcoming Requests for Proposals

## PBI – Food, Beverage & Retail Concession Agreements (2 Opportunities)

### ■ Program Goals

- **SOPHISTICATED**, but **NOT EXCLUSIVE**, concepts that provide a sense of place through innovative design features, creating engaging customer experiences
- Immerse customers in the sights, smells, sounds and tastes of Palm Beach County/South Florida
- Focus on local, regional, and national concepts for food/beverage
- Incorporate local/regional products whenever possible
- Provide a **VARIETY** of options for all price points, including healthy, kosher and vegan options.
- **ELEVATE THE CUSTOMER EXPERIENCE**



# On the Horizon - Main Terminal Modernization

- Connecting Concourses A/B and C through new post-security space
- Replacing the existing skylight
- New flooring
- Expansion of security checkpoints
- New common use lounge space
- Space for engaging experiences





# General Aviation Airports Projects

- **Palm Beach County Park Airport (LNA) (Lantana Airport)**
  - Southside Redevelopment Phases 3 & 4 – under design - \$4.5M
  - Part 150 Noise Compatibility Study - \$800k
  - Safety Assessment Study - \$300k
  - Master Plan Update - \$500k
- **North Palm Beach County General Aviation Airport (F45)**
  - Hangar Construction - \$5M
  - Apron Expansion Phase 1 - \$3.9M
  - Master Plan Update - TBD
- **Palm Beach County Glades Airport (PHK)**
  - Fuel Farm Replacement - \$2.5M
  - Fuel Farm Emergency Generator - \$400k
  - Runway/Taxiway Rehab - \$2.5M
  - Master Plan Update - TBD



# Small/Disadvantaged Business Enterprise Programs

- **Local Ordinance – Equal Business Opportunity (EBO) Ordinance**
  - Applies to projects funded exclusively with local revenues, includes professional services, construction, goods and services projects
  - Certification program administered by the PBC Office of Equal Business Opportunity - <https://discover.pbcgov.org/oebo>
- **Federal Programs – Disadvantaged Business Enterprise (DBE)/Airport Concession Disadvantaged Business Enterprise (ACDBE) Programs**
  - DBE Program - applies to projects funded in whole or in part by grants, includes professional services, construction, goods and services projects
  - ACDBE Program –applies to all airport concessions
  - Certification program administered by the Florida Unified Certification Program - <https://www.pbia.org/business/-business-dbe/>



# How to Get Involved

- **Become certified if you qualify:**
  - **ACDBE/DBE:** <https://www.pbia.org/business/-business-dbe/>
  - **S/M/WBE:** <https://discover.pbcgov.org/oebo/Pages/Certification-Program.aspx>
- **Establish relationships with prime contractors, consultants and concessionaires**
  - Contact information for prime consultants and CMAR firms can be found on the PBI website
  - Prequalify
  - Attend pre-bid and pre-proposal meetings
  - Attend outreach events



**OPPORTUNITIES for YOUR BUSINESS**  
**TO SOAR!**

Wednesday, January 24, 2024  
10:30 a.m. – 1:30 p.m.  
Hilton Palm Beach Airport  
150 Australian Avenue  
Lunch will be served

**FOR QUESTIONS & TO RSVP:**  
Tarra L. Moten  
tarra@tarraenterprises.com

Join HMSHost, Hudson and Tarra Enterprises Inc. for **FLY HIGH!**, an event designed to give you the inside track on emerging business opportunities at Palm Beach International Airport and to help you become certified as an Airport Concessions Disadvantaged Business Enterprise (ACDBE).

Get to know the prime partners, HMSHost and Hudson. Both are part of Avolta, a leading global travel experience player operating in 75 countries and 1,200 locations, with 5,500 points of sale across three segments—duty-free, food and beverage, and convenience—and various channels, including airports, motorways, cruise ferries, railway stations and more.

Find out how to reach new heights of success by becoming **ACDBE-certified**. Talk with current ACDBE-certified companies and get hands-on support as you prepare to take advantage of opportunities within the airport concessions industry.

**Hands-on ACDBE Certification Support**  
Whether you'd like to apply for ACDBE certification or your certification process is already underway, we'll have an expert on hand to help you reach your certification goals. Bring your questions—we will answer them all!

Please join us for **FLY HIGH!**, and prepare your business to do more business!

# Resources

## Where do you start?

- For more information about the ACDBE/DBE Programs:  
<https://www.pbia.org/business/-business-dbe/>
- Palm Beach County Department of Airports provides application review services to local, minority and women-owned businesses seeking ACDBE/DBE certification.
  - Services are available to you and your business **free** of charge.
  - It can take up to 90 days from the date of submittal of a complete certification to become certified.
- For more information about services available contact:  
Kenya Tucker, VP Operations  
Chandler & Campbelle Investment Group  
E-mail: [kenya@chandlercampbelle.com](mailto:kenya@chandlercampbelle.com)  
Phone: 561-461-6769





# How to Find Upcoming Airport Opportunities

## Palm Beach International Airport Website

- Preview of Upcoming Projects: <https://www.pbia.org/business/bids/>
- Links to PBC Vendor Self Service (VSS) Website
- Vendors must create a VSS account to do business with PBC
- Vendors receive direct e-mail notices of upcoming opportunities based on commodity codes used for registration



The screenshot shows the Palm Beach International Airport website. The header is dark blue with the PBI logo and navigation links: ABOUT PBI, AIRPORT BUSINESS, CONTACT US, PBI WEB TRAK, LOST & FOUND, 85°, and Choose Your Language. A secondary navigation bar lists: AIRPORT GUIDE, NONSTOP SERVICE, PARKING, GROUND TRANSPORTATION, VISITORS INFO, and RESTAURANTS & SHOPS. The main content area has a breadcrumb trail: Home > Airport Business > Airport Bids & Requests for Proposals, followed by a share icon. The section title is 'AIRPORT BIDS & REQUESTS FOR PROPOSALS'. The text below states: 'This page contains a list of all of the Bids and Requests for Proposals (RFP) currently advertised by the Palm Beach County Department of Airports. Please note that this page contains only the advertisement issued by the Department of Airports; interested parties should contact the appropriate individual listed in the advertisement for additional information.' It then says: 'The complete solicitation and RFP requirements are available on the PBC Vendor Self Service Website (VSS). Scroll down for directions on accessing VSS.' A bolded note follows: 'All Palm Beach County Solicitations will be advertised on the following site: [PBC Vendor Self Service Website](#) (If you are not registered as a vendor with PBC, click the Public Access button at the lower left of that page.)' Below this, it says: 'In order to do business with the County, vendors are required to register or activate their account at the following link:' and provides the URL: <https://pbcvssp.co.palm-beach.fl.us/webapp/vssp/AltSelfService>

# Questions?

**Laura M. Beebe, Director of Airports**

Telephone: (561) 471-7403

E-mail: [lmbeebe@pbia.org](mailto:lmbeebe@pbia.org)

**Construction/Professional Services:**

**Cynthia Portnoy, Deputy Director, Planning & Development**

Telephone: (561) 471-7462

E-mail: [cportnoy@pbia.org](mailto:cportnoy@pbia.org)

**Real Estate & Concessions:**

**Ray Walter, Deputy Director, Real Estate & Concessions**

Telephone: (561) 471-7403

E-mail: [jrwalter@pbia.org](mailto:jrwalter@pbia.org)

**DBE/ACDBE:**

**Anthony Gregory, Manager, Airports Compliance**

Telephone: (561) 471-7421

E-mail: [agregory@pbia.org](mailto:agregory@pbia.org)

