



BUSINESS ADMINISTRATION COMMITTEE

**Small Business
Contracting Summary
as of December 31, 2012**

February 2013



Small Business Programs

The Airports Authority implements two small business programs:

- Disadvantaged Business Enterprise (DBE) Program for federally-funded contracts and concession opportunities
- Local Disadvantaged Business Enterprise (LDBE) Program for non-federally funded contract opportunities



Small Business Program Goals/Requirements

- **Disadvantaged Business Enterprise (DBE)**
25 percent goal for Construction and Design Contracts

- **Local Disadvantaged Business Enterprise (LDBE)**
20 percent requirement for Goods & Services Contracts
25 percent requirement for Construction Contracts



Background

- Annual report on achievement of LDBE/DBE requirement/goals
- 3,100 contracts awarded in 2012; 105 had commitments over \$100,000
- Contracts over \$100,000 represent 86 percent of the total contract commitments



Aggregate Achievement

- LDBE Construction Contracts over \$100K:

Awards

– Aggregate Contract Award Amount	\$ 26M	
– Aggregate LDBE Award Amount	\$ 14M	(53%)

Payments

– Aggregate Contract Payment Amount	\$ 8M	(30%)
– Actual LDBE Payments	\$ 5M	(18%)



Aggregate Achievement

- DBE Construction Contracts:

- Awards

– Aggregate Contract Award Amount	\$1.49M	
– Aggregate DBE Award Amount	\$0.37M	(25%)

- Payments

– Aggregate Contract Payment Amount	\$1.48M	(99%)
– Actual DBE Payments	\$0.36M	(24%)



Aggregate Achievement

- LDBE Goods and Services Contracts over \$100K :

Awards

– Aggregate Contract Award Amount	\$60M	
– Aggregate LDBE Award Amount	\$11M	(19%)

Payments

– Aggregate Contract Payment Amount	\$29M	(49%)
– Actual LDBE Payments	\$ 2M	(4%)



Aggregate Achievement

- Dulles Corridor Metrorail, Phase 1, Contracts:

Awards

– Aggregate Contract Award Amount	\$2.1B	
– Aggregate DBE Award Amount	\$0.3B	(13%)

Payments

– Aggregate Contract Payment Amount	\$1.7B	(82%)
– Actual DBE Payments	\$0.2B	(10%)

SMALL BUSINESS CONTRACTING ACTIVITY
as of December 31, 2012

CONTRACT #	DESCRIPTION	CONTRACT AWARD AMOUNT	CONTRACT PAYMENT AMOUNT	% OF CONTRACT PAID	L/DBE AWARD %	L/DBE AWARD AMOUNT	ACTUAL L/DBE PAYMENTS	L/DBE % PAID to CONTRACT AWARD
LD BE	CONSTRUCTION CONTRACTS							
1-12-C217	DESIGN-BUILD OF AN OUTBOUND BAGGAGE FACILITY AT TERMINAL A	\$4,372,303	\$95,303	2.18%	35%	\$1,530,306	\$0	0.00%
1-12-C196	HVAC SYSTEMS OF THE INTERNATIONAL ARRIVALS BUILDING - IAD	\$3,232,500	\$67,992	2.10%	45%	\$1,454,625	\$0	0.00%
1-12-C186	TAXILANE Z1 WIDENING AND UTILITIES TO UAL MAINTENANCE HANGAR	\$3,127,364	\$402,554	12.87%	100%	\$3,127,364	\$402,554	12.87%
1-12-C206	LANDSIDE PERIMETER SECURITY UPGRADES	\$3,010,501	\$32,088	1.07%	40%	\$1,204,200	\$0	0.00%
1-12-C179	FUEL SETTLING TANK FARM INBOUND PARTICLE SEPARATOR - IAD	\$2,401,054	\$265,541	11.06%	25%	\$143,370	\$7,169	0.30%
7-12-C003	REPAIR TO SELECTED SOUND WALL PANELS ALONG THE EAST AND WEST	\$1,901,801	\$1,901,807	100.00%	25%	\$1,383,189	\$465,168	24.46%
1-12-C043	RIVER RESCUE BOAT HOUSE NORTH FACILITY	\$1,814,026	\$1,121,560	61.83%	25%	\$453,507	\$1,006,434	55.48%
1-12-C174	CARGO BUILDINGS 1-4 EXTERIOR REHABILITATION, IAD	\$1,073,269	\$208,663	19.44%	100%	\$1,073,269	\$208,663	19.44%
1-12-C098	FIRE STATION ALERTING SYSTEMS FOR ARFF 302 & 303	\$810,349	\$715,667	88.32%	60%	\$548,842	\$310,624	38.33%
1-12-C076	HOLD ROOM EXPANSION AT GATE 35 AT DCA	\$761,527	\$677,847	89.01%	100%	\$761,527	\$677,847	89.01%
1-12-C014	AEROTRAIN STATIONS ROOM SIGNAGE CHANGES AND BUILDING SYSTEMS	\$715,931	\$419,090	58.54%	0%	\$0	\$0	0.00%
1-12-C178	CARGO BUILDINGS LIFE SAFETY UPGRADE	\$682,883	\$63,815	9.34%	100%	\$682,883	\$63,815	9.34%
1-12-C018	MAIN TERMINAL EXPANSION JOINT REPLACEMENT AT IAD	\$492,817	\$492,236	99.88%	100%	\$492,817	\$492,236	99.88%
1-12-C016	REPLACE GPUS ON PBBS AT GATES B37 AND B47	\$359,872	\$359,872	100.00%	0%	\$0	\$0	0.00%
1-12-C197	RUNWAY 30 BLAST PAD REHABILITATION PROJECT, IAD	\$289,999	\$289,999	100.00%	40%	\$289,999	\$289,999	100.00%
1-12-C124-T005	HANGAR 5 AIRSIDE BAY DOOR MAINTENANCE. WORK SHALL INCLUDE	\$248,474	\$248,474	100.00%	100%	\$248,474	\$248,474	100.00%
1-12-C095	ON-CALL APM CONSULTING SERVICES FROM REQ 11219	\$200,000	\$104,966	52.48%	0%	\$0	\$0	0.00%
1-12-C180	BAGGAGE HANDLING SYSTEM DRIVE UNIT REPLACEMENT SERVICES AT	\$198,951	\$87,559	44.01%	100%	\$198,951	\$87,559	44.01%
1-12-C124-T006	PHASE 2 OF THE SOUTH PIER CHECKPOINT EXPANSION. THIS TASK SHALL	\$184,833	\$184,833	100.00%	100%	\$184,833	\$184,833	100.00%
1-12-C125-T014	PHASE 1 DEMOLITION/RESTORATION WORK REQUIRED FOR THE SOUTH	\$103,083	\$102,983	99.90%	100%	\$103,083	\$102,983	99.90%
	TOTALS	\$25,981,537	\$7,842,849	30.19%	53%	\$13,881,238	\$4,548,356	17.51%
DBE	CONSTRUCTION CONTRACTS							
1-12-C063	TAXIWAY J REHABILITATION, DCA	\$1,491,576	\$1,484,831	99.55%	25%	\$372,894	\$364,304	24.42%
	TOTALS	\$1,491,576	\$1,484,831	99.55%	25%	\$372,894	\$364,304	24.42%
LD BE	GOODS & SERVICES CONTRACTS							
1-12-C069	ELECTRONIC SECURITY SYSTEM MAINTENANCE, WASHINGTON DULLS	\$6,648,770	\$782,319	11.77%	20%	\$1,329,754	\$3,000	0.05%
1-12-C116	40' SHUTTLE BUSES PER FAIRFAX COUNTY CONTRACT NO. RQ06-84337	\$5,028,356	\$5,028,356	100.00%	0%	\$0	\$0	0.00%
1-12-C106	AIRSIDE SNOW REMOVAL/ICE MELTING SERVICES, IAD	\$4,424,400	\$353,783	8.00%	100%	\$4,424,400	\$353,783	8.00%
7-12-C019	STAFFING SERVICES FOR THE DULLES TOLL ROAD	\$3,548,134	\$275,581	7.77%	25%	\$0	\$0	0.00%
1-12-C102	40' SHUTTLE BUSES PER FAIRFAX CONTRACT NO. RQ06-843379-11A	\$3,033,496	\$3,033,496	100.00%	0%	\$0	\$0	0.00%
1-12-C070	ELECTRONIC SECURITY SYSTEM MAINTENANCE, RONALD REAGAN W	\$3,000,000	\$564,213	18.81%	0%	\$0	\$0	0.00%
7-12-C002	ROUTINE AND ON-CALL HARDWARE/SOFTWARE MAINTENANCE AND	\$2,950,000	\$2,634,051	89.29%	0%	\$0	\$0	0.00%
1-12-C176	TWO 50 MMBH HTHW GENERATORS	\$2,267,134	\$1,246,924	55.00%	0%	\$0	\$0	0.00%
1-12-C071	PORTABLE SNOW MELTERS, IAD	\$2,114,536	\$2,090,592	98.87%	0%	\$0	\$0	0.00%

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1-12-C004	REFUSE REMOVAL/RECYCLING SERVICES AT WASHINGTON DULLES INTL	\$1,972,729	\$617,340	31.29%	25%	\$1,972,729	\$617,340	31.29%
1-12-b141	ULTRA LOW SULFUR DIESEL (ULSD) FUEL FOR IAD BUS MAINTENANCE	\$1,744,403	\$904,648	51.86%	0%	\$0	\$0	0.00%
1-12-C019	IT SERVICE DESK AND END-USER SUPPORT SERVICES	\$1,543,185	\$502,386	32.56%	30%	\$960,814	\$204,305	13.24%
1-12-B140	ULTRA LOW SULFUR DIESEL (ULSD) FUEL FOR IAD SHOP 1 & 2	\$1,500,000	\$678,789	45.25%	0%	\$0	\$0	0.00%
1-12-C002	TRAVELERS ASSISTANCE SERVICES @ DCA	\$1,264,500	\$299,024	23.65%	0%	\$0	\$0	0.00%
1-12-C003	TRAVELERS ASSISTANCE SERVICES AT IAD	\$1,264,500	\$306,530	24.24%	0%	\$0	\$0	0.00%
1-12-C001	LANDSCAPE MAINTENANCE & IRRIGATION SERVICES, RONALD REAGAN	\$1,243,000	\$649,610	52.26%	100%	\$1,243,000	\$649,610	52.26%
1-12-b010	ULTRA LOW SULFUR DIESEL (ULSD) FUEL FOR DCA BUS MAINTENANCE	\$1,134,766	\$328,292	28.93%	0%	\$0	\$0	0.00%
1-12-C015	SPO FOR PRCS HARDWARE MAINTENANCE FROM REQ 6173	\$1,035,654	\$95,989	9.27%	0%	\$467,413	\$95,989	9.27%
7-12-B021	CO-FINANCIAL ADVISORY SERVICES FOR DULLES CORRIDOR ENTERPRISE	\$1,000,000	\$0	0.00%	0%	\$0	\$0	0.00%
1-12-C009-T222	RUNWAY DEICER FOR IAD	\$759,500	\$84,223	11.09%	0%	\$0	\$0	0.00%
1-12-P123	APX6000 700/800 MODEL 3 PORTABLE RADIOS/SOFTWARE/ACCESSORIES	\$667,223	\$667,223	100.00%	0%	\$0	\$0	0.00%
1-12-C015	SPO FOR PRCS HARDWARE MAINTENANCE FROM REQ 6173	\$568,241	\$332,471	58.51%	25%			0.00%
1-12-B185	LEGAL SERVICES: CONFIDENTIAL BOARD MATTER	\$475,000	\$408,702	86.04%	0%	\$0	\$0	0.00%
1-12-B242	PREVENTIVE MAINTENANCE ON EMCS & CVIS AT IAD	\$440,000	\$29,791	6.77%	0%	\$0	\$0	0.00%
1-12-P182	RENEWAL OF CERIDIAN HRMS MAINTENANCE SUPPORT, ASP HOSTING	\$427,395	\$193,395	45.25%	0%	\$0	\$0	0.00%
1-12-P250	MOTOROLA 800 MHZ TRUNKED RADIO SYSTEM TECHNICAL/MAINTENANCE	\$419,925	\$209,962	50.00%	0%	\$0	\$0	0.00%
1-12-P170	CISCO SMARTNET RENEWAL	\$377,752	\$377,752	100.00%	0%	\$0	\$0	0.00%
1-12-B073	COOPERATIVE SERVICE AGREEMENT TO CONDUCT WILDLIFE STUDY AT IAD	\$376,293	\$251,726	66.90%	0%	\$0	\$0	0.00%
1-12-B080	COOPERATIVE PROMOTIONAL PROGRAM-MARKETING PER LETTER AGREEMENT	\$350,000	\$350,000	100.00%	0%	\$0	\$0	0.00%
7-12-B004	CO-FINANCIAL ADVISORY FOR THE DULLES CORRIDOR ENTERPRISE	\$320,306	\$320,306	100.00%	0%	\$0	\$0	0.00%
1-12-C029	FURNISH, DELIVER, RETREAD, AND DISPOSE OF MOBILE LOUNGE, ANTI	\$319,371	\$116,256	36.40%	0%	\$0	\$0	0.00%
1-12-B040	RATING AGENCY SERVICES FEES FOR MWAA AVIATION BONDS AND C	\$300,000	\$188,000	62.67%	0%	\$0	\$0	0.00%
1-12-B041	RATING AGENCY SERVICES FEES FOR MWAA AVIATION BONDS AND C	\$300,000	\$184,800	61.60%	0%	\$0	\$0	0.00%
1-12-B042	RATING AGENCY SERVICES FEES FOR MWAA AVIATION BONDS AND C	\$300,000	\$148,700	49.57%	0%	\$0	\$0	0.00%
1-12-B121	REAL ESTATE ADVISORY SERVICES	\$300,000	\$120,000	40.00%	0%	\$0	\$0	0.00%
7-12-B011	ANNUAL SURVEILLANCE OF COMMERCIAL PAPER PROGRAM FOR DULLES	\$300,000	\$28,000	9.33%	0%	\$0	\$0	0.00%
7-12-B031	BOND RATING AGENCY SERVICES FOR DULLES TOLL ROAD REVENUE	\$300,000	\$13,000	4.33%	0%	\$0	\$0	0.00%
1-12-B068	ERP INTEGRATED HANDHELD/SCANNERS HARDWARE & SOFTWARE SUPPORT	\$285,159	\$273,534	95.92%	0%	\$0	\$0	0.00%
1-12-C011	(2) NEW TWO STAGE ROTARY SNOW BLOWER CUTTER HEAD ATTACHMENT	\$270,000	\$270,000	100.00%	0%	\$0	\$0	0.00%
1-12-P134	NEW, CURRENT MODEL YEAR HORTON 623 AMBULANCE ON A 2013 IN	\$259,514	\$259,514	100.00%	0%	\$0	\$0	0.00%
7-12-C005	ON-CALL GENERAL TOLLING CONSULTANT SERVICES FOR THE DULLES	\$250,000	\$113,591	45.44%	0%	\$0	\$0	0.00%
1-12-P033	FIRE ALARM CONTROL PANEL MAIN BOARD AND FIRMWARE UPGRAD	\$233,150	\$233,150	100.00%	0%	\$0	\$0	0.00%
1-12-P169	DATABASE ENTERPRISE EDITION, REAL APPLICATION CLUSTERS AND	\$220,289	\$220,289	100.00%	0%	\$0	\$0	0.00%
1-12-B144	ORACLE LICENSES AND TECHNICAL SUPPORT SERVICES.	\$219,759	\$215,702	98.15%	0%	\$0	\$0	0.00%

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7-12-C001	ROADWAY LIGHTING MAINTENANCE, REPAIR AND REPLACEMENT SE	\$210,000	\$78,072	37.18%	0%	\$0	\$0	0.00%
1-12-P129	OCWIP SAFETY CONSULTING SERVICES	\$199,466	\$116,554	58.43%	100%	\$199,466	\$116,554	58.43%
1-12-B066	MEDIA STRATEGY AND COMMUNICATION SUPPORT SERVICES	\$180,275	\$179,275	99.45%	0%	\$0	\$0	0.00%
1-12-P177	CHEMICAL TREATMENT SERVICES FOR CENTRAL HEATING/COOLING I	\$174,250	\$131,691	75.58%	0%	\$0	\$0	0.00%
7-12-B030	BRIDGE INSPECTIONS AT MWAA, DULLES TOLL ROAD AND DULLES AC	\$165,000	\$165,000	100.00%	0%	\$0	\$0	0.00%
1-12-C030-T500	TEMPORARY SERVICES	\$160,000	\$145,190	90.74%	100%	\$160,000	\$145,190	90.74%
1-12-C030-T420	TEMPORARY SERVICES	\$155,000	\$154,473	99.66%	100%	\$155,000	\$154,473	99.66%
7-12-C010	MONTHLY ROUTINE HVAC MAINTENANCE, REPAIR, REPLACEMENT A	\$155,000	\$12,066	7.78%	100%	\$155,000	\$12,066	7.78%
1-12-B136	LEGAL SERVICES: ADMINISTRATIVE REVIEW PER ENGAGEMENT AGRE	\$153,135	\$129,996	84.89%	0%	\$0	\$0	0.00%
1-12-B135	LEGAL SERVICES: CONFIDENTIAL EMPLOYMENT RELATED ISSUE	\$150,000	\$49,212	32.81%	0%	\$0	\$0	0.00%
1-12-B151	COOPERATIVE PROMOTIONAL PROGRAM (DUBLIN) - PROMOTE IAD AN	\$150,000	\$171,084	114.06%	0%	\$0	\$0	0.00%
1-12-B157	COOPERATIVE PROMOTIONAL PROGRAM (MANCHESTER) - PROMOTE	\$150,000	\$169,308	112.87%	0%	\$0	\$0	0.00%
1-12-P267	CAD-TO-CAD (CAD2CAD) INTEROPERABILITY FOR THE DATA EXCHAN	\$143,353	\$71,677	50.00%	0%	\$0	\$0	0.00%
1-12-P055	2-YEAR LICENSE FOR SUCCESS FACTORS COMPENSATION AND 360 MC	\$138,648	\$138,648	100.00%	0%	\$0	\$0	0.00%
1-12-P050	TWO (2) PUBLIC SAFETY CUSTOM RESPONSE VEHICLES	\$133,060	\$20,454	15.37%	0%	\$0	\$0	0.00%
1-12-P017	INTERGRAPH COMPUTER-AIDED DISPATCH (CAD) AND RELATED PROI	\$132,983	\$99,893	75.12%	0%	\$0	\$0	0.00%
1-12-B143	WIRELESS PAGER SERVICES	\$123,200	\$48,850	39.65%	0%	\$0	\$0	0.00%
1-12-C027	MANAGED SECURITY SERVICES	\$120,000	\$74,150	61.79%	0%	\$0	\$0	0.00%
1-12-C093	ON-CALL RUNWAY RUBBER REMOVAL SERVICES, DCA	\$120,000	\$60,522	50.44%	0%	\$0	\$0	0.00%
1-12-P091	THREE (3) CHEVROLET SUBURBAN SUVs PER MONTGOMERY COUNTY	\$117,482	\$117,482	100.00%	0%	\$0	\$0	0.00%
1-12-P230	2012-2013 SUBSCRIPTION FEE	\$117,040	\$117,040	100.00%	0%	\$0	\$0	0.00%
1-12-B062	WATER BASED TRAFFIC PAINT FOR AIRFIELD SIGNS AND MARKINGS A	\$116,276	\$116,276	100.00%	0%	\$0	\$0	0.00%
1-12-C257-D001	DELIVERY ORDER 001 - 1-12-C257 FOR QUOTE QU0000211180	\$115,122	\$110,370	95.87%	0%	\$0	\$0	0.00%
1-12-C079	OPERATING SYSTEM UPGRADE FOR TWO (2) TANK TRUCK MOUNTED F	\$111,332	\$111,332	100.00%	0%	\$0	\$0	0.00%
1-12-C013-T001a	EMPLOYEE BENEFITS & WELFARE CONSULTING SERVICES	\$106,313	\$79,945	75.20%	0%	\$0	\$0	0.00%
1-12-B054	REPAIRS, UPDATES AND PREVENTIVE MAINTENANCE OF THE SIEMEN	\$104,515	\$96,302	92.14%	0%	\$0	\$0	0.00%
1-12-P021	HARDWARE AND SOFTWARE MAINTENANCE SERVICES FOR AUTOMA	\$104,349	\$89,673	85.94%	0%	\$0	\$0	0.00%
1-12-P131	2012 BUSINESS OPPORTUNITY SEMINAR	\$101,991	\$101,991	100.00%	0%	\$0	\$0	0.00%
	TOTALS	\$59,664,226	\$28,958,530	48.54%	19%	\$11,067,576	\$2,352,309	3.94%
	DULLES CORRIDOR METRORAIL PROJECT - PHASE 1							
8-07-C004	METRORAIL EXTENSION - DESIGN-BUILD CONTRACT	\$1,965,739,474	\$1,644,537,932	83.66%	13%	\$268,669,086	\$196,787,489	10.01%
8-07-C001	PROGRAM MANAGEMENT - DULLES RAIL	\$184,000,000	\$117,686,730	63.96%	15%	\$29,244,133	\$21,766,714	11.83%
8-09-C005	SPECIAL INSPECTION SERVICES	\$8,520,190	\$7,986,225	93.73%	25%	\$1,993,212	\$1,873,843	21.99%
	TOTALS	\$2,158,259,664	\$1,770,210,887	82.02%	13%	\$299,906,431	\$220,428,046	10.21%