



# 2026 RESOURCE FAIR

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## Panel Discussion

# How to Do Business at SFO

10:00 AM – 11:00 AM

- Design & Construction
- Revenue Development & Management
- Procurement Services
- Technology Sourcing Management

# Panel Introduction

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**Erron Alvey**

Design & Construction



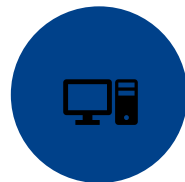
**Tomasi Toki**

Revenue Development & Management



**Sung Kim**

Procurement Services



**Michelle Wong & Anthony Yambao**

Technology Sourcing Management



# How to Contract with Design & Construction

Erron Alvey, Director of Contracts

Design & Construction

[erron.a.alvey@flysfo.com](mailto:erron.a.alvey@flysfo.com)

(650) 821- 7875



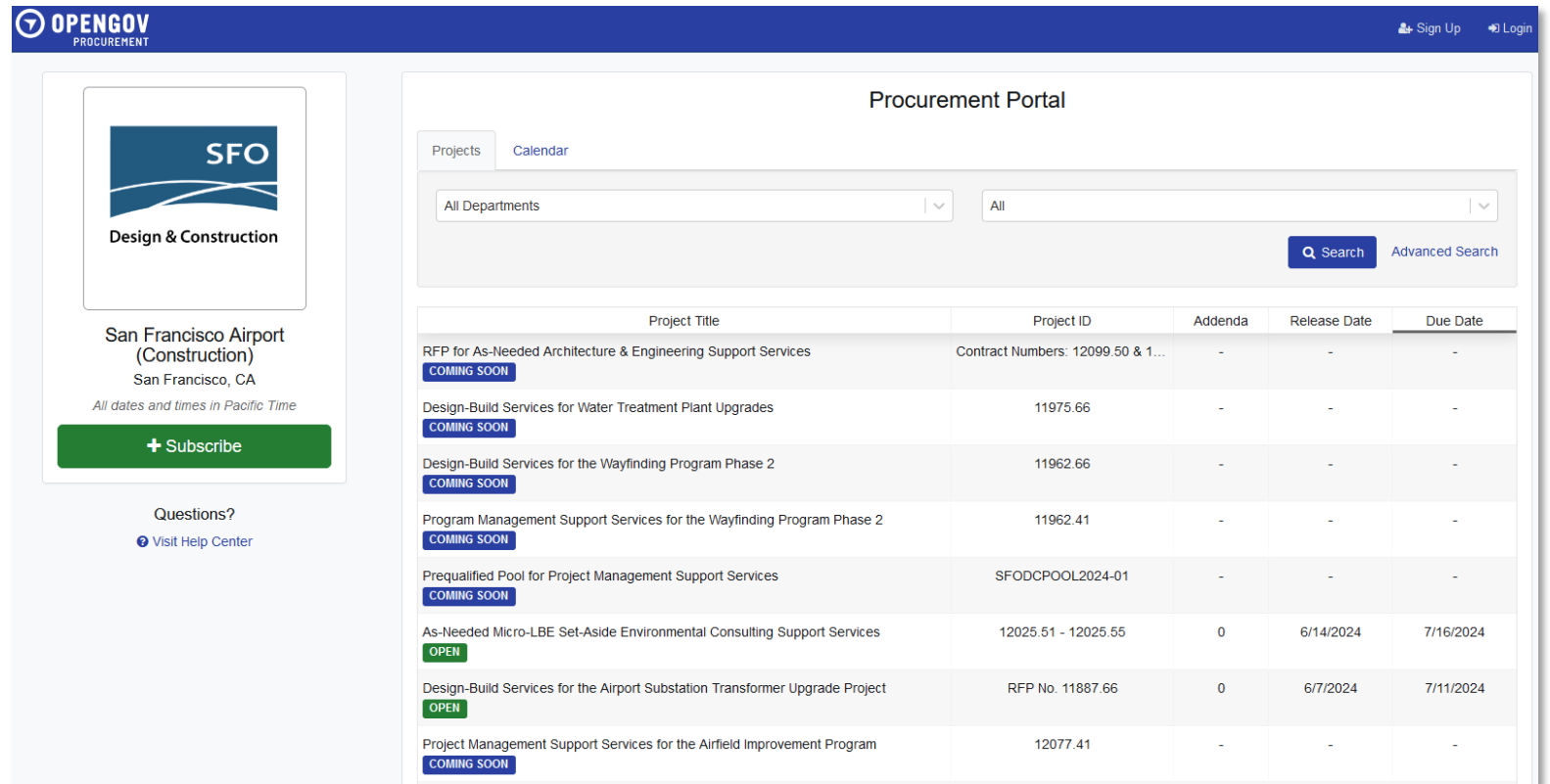
# Meet the Design & Construction Team!



# Design & Construction's eProcurement Portal

## Features:

- Simple, intuitive design.
- Subscribe to receive notifications of all new published opportunities.
- View current, future, and past opportunities.
- Simple sign-up process.



**OPENGOV**  
PROCUREMENT

San Francisco Airport  
(Construction)  
San Francisco, CA  
All dates and times in Pacific Time

[+ Subscribe](#)

Questions?  
[Visit Help Center](#)

### Procurement Portal

Projects | Calendar


All Departments | All

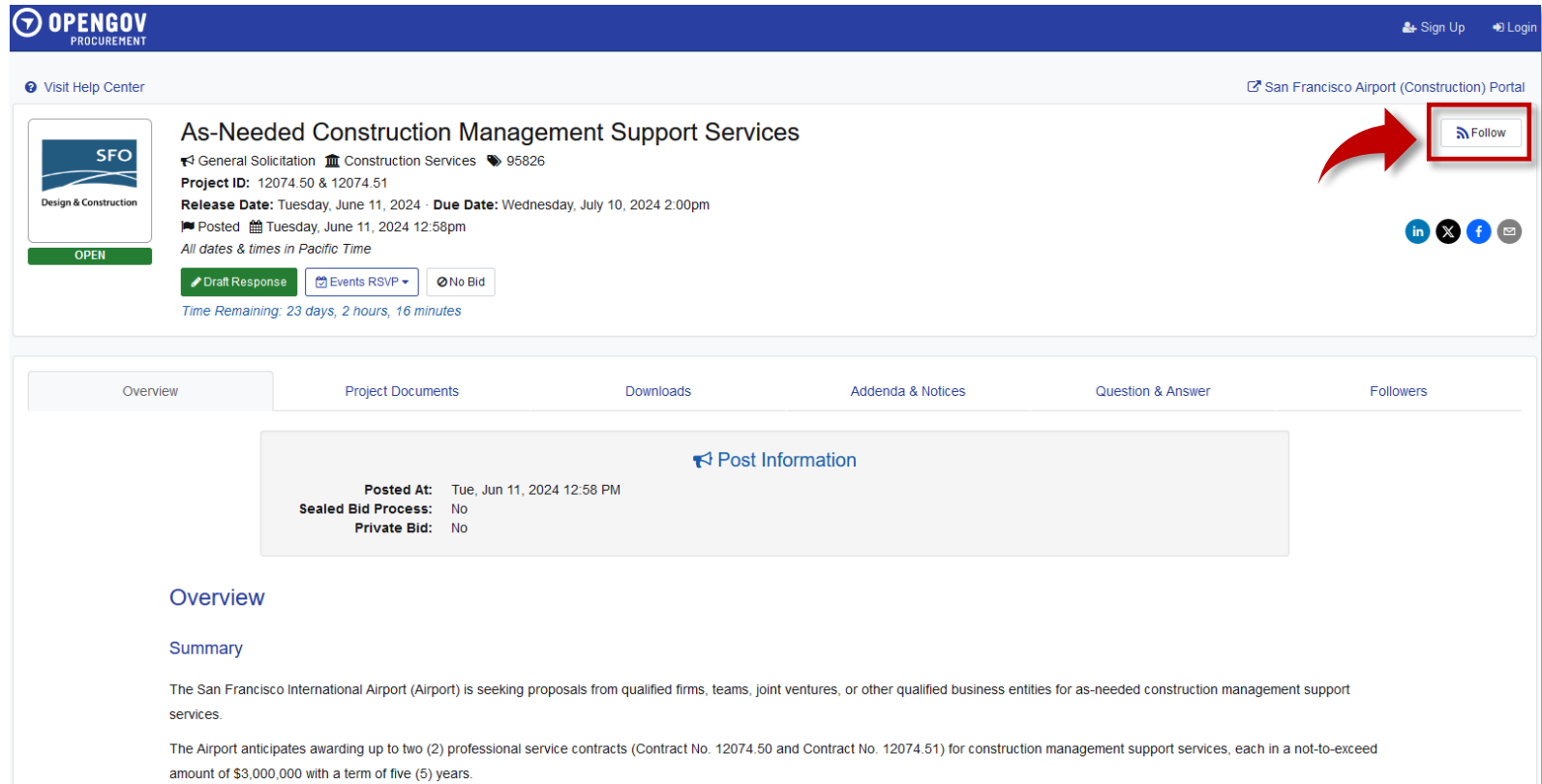
[Search](#) [Advanced Search](#)

Project Title	Project ID	Addenda	Release Date	Due Date
RFP for As-Needed Architecture & Engineering Support Services <a href="#">COMING SOON</a>	Contract Numbers: 12099.50 & 1...	-	-	-
Design-Build Services for Water Treatment Plant Upgrades <a href="#">COMING SOON</a>	11975.66	-	-	-
Design-Build Services for the Wayfinding Program Phase 2 <a href="#">COMING SOON</a>	11962.66	-	-	-
Program Management Support Services for the Wayfinding Program Phase 2 <a href="#">COMING SOON</a>	11962.41	-	-	-
Prequalified Pool for Project Management Support Services <a href="#">COMING SOON</a>	SFODCPPOOL2024-01	-	-	-
As-Needed Micro-LBE Set-Aside Environmental Consulting Support Services <a href="#">OPEN</a>	12025.51 - 12025.55	0	6/14/2024	7/16/2024
Design-Build Services for the Airport Substation Transformer Upgrade Project <a href="#">OPEN</a>	RFP No. 11887.66	0	6/7/2024	7/11/2024
Project Management Support Services for the Airfield Improvement Program <a href="#">COMING SOON</a>	12077.41	-	-	-

# Design & Construction's eProcurement Portal

## Following projects:

- Click  to receive all updates on the opportunities that interest you.
- Read the Project Overview, Download RFP Documents, See addenda, Submit Questions and See Answers, and See others who follow the opportunity.



The screenshot displays the OPENGOV PROUREMENT portal interface. At the top, there is a blue header with the OPENGOV PROUREMENT logo and navigation links for 'Sign Up' and 'Login'. Below the header, a navigation bar includes 'Visit Help Center' and 'San Francisco Airport (Construction) Portal'. The main content area features a project listing for 'As-Needed Construction Management Support Services'. The listing includes the SFO Design & Construction logo, a green 'OPEN' button, and a 'Follow' button highlighted with a red arrow. The project details include: General Solicitation, Construction Services, 95826, Project ID: 12074.50 & 12074.51, Release Date: Tuesday, June 11, 2024, Due Date: Wednesday, July 10, 2024 2:00pm, Posted: Tuesday, June 11, 2024 12:58pm, and Time Remaining: 23 days, 2 hours, 16 minutes. Below the project listing, there is a 'Post Information' section with details: Posted At: Tue, Jun 11, 2024 12:58 PM, Sealed Bid Process: No, and Private Bid: No. The bottom section of the screenshot shows the 'Overview' tab selected, with a 'Summary' section containing text about the San Francisco International Airport (Airport) seeking proposals for as-needed construction management support services, with an anticipated awarding of up to two (2) professional service contracts for a total amount of \$3,000,000 with a term of five (5) years.

# Trade Packages

**OPENGOV**  
PROCUREMENT

Sign Up | Login

Visit Help Center | San Francisco Airport (Construction) Portal

## Trade Package - Design Build for Recycled Water System Project - In Terminal Plumbing - Design Services

Last updated by **Addendum #2** on **May 20, 2024 10:31 AM** [See what changed](#)

Design-Build 91400, 91468, 91484, 96800

**Project ID:** 11431.66 - Design-Build for Recycled Water System Project\_TP 1c

**Release Date:** Wednesday, May 15, 2024 - **Due Date:** Friday, May 24, 2024 2:00pm

Posted Wednesday, May 15, 2024 3:00pm

**PENDING**

[Follow](#)

[in](#) [X](#) [f](#) [e](#)

[All dates & times in Pacific Time](#)

Overview | Project Documents | Downloads | Addenda & Notices | Question & Answer

[Post Information](#)

**Posted At:** Wed, May 15, 2024 3:00 PM  
**Sealed Bid Process:** No  
**Private Bid:** No

### Overview

#### Summary

Design-Build Firm Name*:	Walsh Construction Co. II, LLC.
Project Overview (optional):	<p>The Recycled Water System Project design builder Walsh Construction Company II, LLC. (Walsh) is seeking to engage Core Subcontractors (CS) during the design and construction phases of Project. This document's intent is to procure CS to facilitate early engagement of design coordination and responsibilities between CS and the Walsh / Carollo Engineering (Carollo), Design-Build team throughout the design phase.</p> <p>Walsh is seeking response to this Request for Proposals from prospective Core Subcontractors to propose as further outlined in this document, on the Progressive Design-Build Recycled Water System Project at the San Francisco International</p>

# Upcoming Procurement – Architecture

Project Name	ROM	RFP or Bid Date	Project Delivery Method	Purpose
As-Needed Agreements for Construction Services	\$48M	Q3 2026	RFP	<ul style="list-style-type: none"><li>Provide a ready source of labor to perform construction work on an as-needed basis</li></ul>
Project Delivery Partners for Architectural Projects	\$8M	Q3 2026	RFP	<ul style="list-style-type: none"><li>Provide a ready source labor of Project Delivery Partners to assist on project delivery</li></ul>
West Campus Fitness Center	\$2.5M	Q4 2026	DBB	<ul style="list-style-type: none"><li>Promote wellness of Commission employees</li></ul>
Airport Wide Safety and Security Improvements	\$3M	Q4 2026	DBB	<ul style="list-style-type: none"><li>Improvements at Airport to enhance Safety and Security</li></ul>
Airport Wide Custodial Space Improvement	\$2.5M	Q1 2027	DBB	<ul style="list-style-type: none"><li>Improvements at Airport to enhance Custodial workplace environment</li></ul>

# Upcoming Procurement – Architecture

Project Name	ROM	RFP or Bid Date	Project Delivery Method	Purpose
Existing Bus Maintenance Facility Demolition	\$2M	Q2 2027	DBB	<ul style="list-style-type: none"> <li>Demolition of the old Bus Maintenance Facility that is no longer in operation</li> </ul>
Re-Roofing Building 682 - Facilities Maintenance Building	\$4M	Q2 2027	DBB	<ul style="list-style-type: none"> <li>Repairing and replacing aging waterproofing system</li> </ul>
Re-Roofing Building 195 - Central Parking Cores	\$2M	Q3 2027	DBB	<ul style="list-style-type: none"> <li>Repairing and replacing aging waterproofing system</li> </ul>
Rental Car Center (RAC) Improvements	\$1.5M	Q3 2027	DBB	<ul style="list-style-type: none"> <li>Enhance customer experience through renovations &amp; upgrades to Rental Car Center</li> </ul>
Central Garage 5 <sup>th</sup> Level Improvements	\$12.5M	Q3 2027	DBB	<ul style="list-style-type: none"> <li>Enhance passenger &amp; guest experience by providing amenities at Transportation Network Company lot</li> </ul>

# Upcoming Procurement – Project Management

Project Name	ROM	Project Delivery Method	PDP RFQ or Bid Date	DB RFP or Bid Date	Purpose
Terminal Electrical Upgrade Project	\$15M	DB	Q2 2026	Q2 2026	<ul style="list-style-type: none"> <li>Modernize terminal electrical infrastructure to enable electrification, improve reliability, and support long-term airport sustainability.</li> </ul>
West Field Office Building	\$420M	DB	Q3 2026	Q3 2026	<ul style="list-style-type: none"> <li>Renovation of the West Field Airtrain Station and additional multi-tenant office building.</li> </ul>
DFIT Smoke Control + Fire Alarm Modernization	\$80M	DB	Q3 2026	Q3 2026	<ul style="list-style-type: none"> <li>Maintain smoke control system and fire alarm system to existing building code.</li> </ul>
Taxiways A & B Rehabilitation Phase 2	\$50M	CMGC	N/A	Q1 2027	<ul style="list-style-type: none"> <li>Improving the current conditions of the taxiway to elevate safety standards and operational functionality.</li> </ul>

# Upcoming Procurement – Civil Engineering

Project Name	ROM	RFP or Bid Date	Project Delivery Method	Purpose
Bridge Deck Resurfacing	\$2.8M	Q2 2026	DBB	<ul style="list-style-type: none"><li>Based on the bi-annual Caltrans bridge report, several locations within the Airport's jurisdiction require improvements to extend the service life of the bridges. This project aims to implement the necessary maintenance measures to protect the infrastructure.</li></ul>
Terminal Upper Viaduct Resurfacing	\$79M	Q2 2026	DB	<ul style="list-style-type: none"><li>Project will rehabilitate the elevated terminal roadway surface and Central Garage ramps and enhance pedestrian safety and curbside infrastructure through improvements such as the installation of rectangular rapid flashing beacons at terminal crosswalks and new bus shelters.</li></ul>
Airport Shoreline Rehabilitation	\$4.5M	Q3 2026	DBB	<ul style="list-style-type: none"><li>Maintain the functionality of the Airport's existing shoreline protection system</li></ul>
Runway 19L, 28L & 28R Timber Trestles Improvement	\$25M	Q3 2026	DBB	<ul style="list-style-type: none"><li>The latest structural inspection report, as well as the FAA workers maintaining the lighting on the trestles, have reported damaged sections and areas that do not meet Cal OSHA requirements. This project is to provide necessary repairs to maintain the trestles supporting FAA lighting and equipment and keep the runways open and operational.</li></ul>

# Upcoming Procurement – Electrical Engineering

Project Name	ROM	RFP or Bid Date	Project Delivery Method	Purpose
5kV Cable Replacement in Field Lighting Building No. 2	\$7M	Q2 2026	DBB	<ul style="list-style-type: none"><li>Project will replace existing 5kV cables for all runway circuits originating from Field Lighting Building No. 2</li></ul>
AirTrain Medium Voltage Cable Replacement Phase 1	\$13.5M	Q3 2026	DBB	<ul style="list-style-type: none"><li>Project will replace main cables from Station BA to AirTrain load centers</li></ul>
Airport Beacon Relocation	\$12M	Q1 2027	DBB	<ul style="list-style-type: none"><li>Project will replace the existing airport rotating beacon and upgrade the power and fiber telecommunications infrastructure.</li></ul>
SCADA System Improvements Phase 2	\$12M	Q2 2027	DBB	<ul style="list-style-type: none"><li>Project will upgrade the Supervisory Control and Data Acquisition (SCADA) system for up to 20 pump stations throughout the Airport to improve each station's reliability, remote monitoring, and controls capabilities.</li></ul>

# Upcoming Procurement – Utilities Engineering

Project Name	ROM	RFP or Bid Date	Project Delivery Method	Purpose
Storm Drain Pump Station 6 Replacement and Infiltration Repairs	\$7.6M	Q2 2026	DBB	<ul style="list-style-type: none"><li>This project will repair existing gravity storm drain pipes to mitigate ground water infiltration. The project will also upgrade existing electrical infrastructure that supports pump station and surrounding buildings.</li></ul>
East Field Industrial Waste Improvements	\$14.3M	Q3 2026	DBB	<ul style="list-style-type: none"><li>This project aims make improvements to the industrial waste system by redesigning the current system in this remote area of the Airport while replacing older infrastructure.</li></ul>
South Field Industrial Waste Improvements	\$2.8M	Q3 2026	DBB	<ul style="list-style-type: none"><li>This project aims make improvements to the industrial waste system by upgrading the controls system infrastructure and associated equipment in this area of the Airport</li></ul>

# Upcoming Procurement – Utilities Engineering

Project Name	ROM	RFP or Bid Date	Project Delivery Method	Purpose
Sanitary Sewer Lift Stations 1 and 2	\$7.5M	Q3 2026	DBB	<ul style="list-style-type: none"><li>This project will relocate Sanitary Sewer Lift Stations 1 and 2</li></ul>
Water Main Monitoring and Control System	\$8.4M	Q3 2026	DBB	<ul style="list-style-type: none"><li>This project will develop the system which will provide stakeholders with consolidated water system data, allowing users to quickly access the information required for effective operational, planning and design decision making.</li></ul>
Infiltration and Inflows	\$1.6M	Q3 2026	PSC	<ul style="list-style-type: none"><li>This project will CCTV inspect existing gravity storm drain lines for signs of ground water infiltration. The information found will be compiled into report containing recommendations for replacement or repair.</li></ul>



# How to Open a Concession Business

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# SFO's Revenue Development & Management

## How to Open a Concession Business at the Airport

SFO Revenue Development & Management is responsible for overseeing the development and operations of the Airport's Concession Program.

- Restaurants
- Retail Shops
- Duty Free Shops
- Rental Cars
- Services (currency exchange, banking, advertising, luggage carts, et.)



# SFO's Revenue Development & Management

## Current Opportunities

- Terminal 3 West Food and Beverage Phase 1 Concession Leases (Proposals due April 15, 2026)
- Terminal 3 West Travel Convenience Stores Lease (Proposals due April 15, 2026)
- Terminal 3 Boarding Area E and Dianne Feinstein International Terminal Arrivals Coffee Shops Lease (Proposals due May 13, 2026)



# SFO's Revenue Development & Management

## Upcoming Opportunities

- Terminal 3 Boarding Area E Travel Convenience Store Lease, a Small Business Set-Aside RFP
- Boarding Area E Pop-Up Retail Concession Lease, a Small Business Set-Aside Lease (Space 1) RFP
- Video Game Lounge Lease RFP
- 22 Food & Beverage locations throughout SFO

# SFO's Revenue Development & Management

## Get Notified

To be notified of upcoming concession opportunities, please complete the business opportunity notification form.





# How to Contract for Professional Services

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(650) 821- 2026



# Meet the Procurement Team!

The team that brings in services to keep the Airport running



# How to Become a Fully Compliant Supplier

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<https://sfcitypartner.sfgov.org/pages/become-a-supplier.aspx>

## **1. Become a Registered Bidder**

After becoming a Registered Bidder, you can then advance your status to become a Fully Compliant Supplier, which allows you to be fully awarded City contracts.

## **2. San Francisco Business Tax Registration**

Business Registration is required for all entities that conduct business in SF and determines your tax responsibilities.

## **3. Equal Benefits Declaration**

Articles 131 and 132 of the San Francisco Labor and Employment Code requires that all Suppliers to the City and County of San Francisco administer benefits equally to employees with domestic partners and employees with spouses.



# How to Submit your Equal Benefits Declaration

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<https://www.sf.gov/comply-equal-benefits-program>

## 1. Sign into the Supplier Portal with your username and password

Contact the DTIS Help Desk for any issues: [dtis.helpdesk@sfgov.org](mailto:dtis.helpdesk@sfgov.org)

## 2. Add a new Declaration

Select Equal Benefits Program (Article 131, formerly 12B) Declaration under the Certifications menu on the right side of the screen. Select “Add a New Value” and select your Supplier or Bidder ID.

## 3. Complete your Declaration

Follow the prompts to complete your declaration, including formal verification of your employee count and memorandum notifying your employees those with domestic partners and those with spouses have equal benefits and submit. You can use the following memorandum template:

<https://sf.gov/sites/default/files/2022-09/12B%20Employee%20Memo%20Template.pdf>

Formal Verification document options: Form W-3, Form 941, DE 9C form, Form SS-4, Form 1040 SE, OSHA Form 300A, and CA EDD Quarterly Contribution Return.



# Solicitation Websites for Professional Services

## SF City Partner

<https://sfcitypartner.sfgov.org/pages/index.aspx>

The screenshot shows the SF City Partner website interface. At the top, there is a navigation bar with links for 'View Opportunities', 'View Partner Requests', 'LBE Directory', and 'Help'. Below this is a search section titled 'View Events and Place Bids' with filters for Department (set to 'All'), Event Name, Event ID, and Event Status. There are 'Advanced' and 'Search' buttons. Below the search section, there is a table of events. One event is visible: 'EXT PUC | Construction & Prof Services' with Event ID: SFGOV-000002191 and Due Date: 12/31/2099 12:00 PM PST.

## SFO Current Opportunities

<https://www.flysfo.com/business/current-opportunities>

The screenshot shows the SFO Current Opportunities website. It features a blue header with the text 'Current Opportunities'. Below the header is a breadcrumb trail: 'Business At SFO > Current Opportunities'. The main content area is titled 'Current Opportunities' and includes a 'Show:' dropdown menu currently set to 'All Current Opportunities'. Below this, there is a list of opportunities. One opportunity is visible: 'RFQ 50379 As-Needed Airport Conveyance Maintenance and Repair Services', which closes on 06/30/2029 - 4:00 pm.

## OpenGov Opportunities

<https://procurement.opengov.com/portal/sfo>

The screenshot shows the OpenGov Procurement website. It features a blue header with the text 'Procurement Portal'. Below the header is a search section with filters for 'All Departments' and 'Active'. There are 'Search' and 'Advanced Search' buttons. Below the search section, there is a table of procurement projects. The table has columns for Project Title, Status, Addenda, Release Date, and Due Date. Two projects are visible: 'RFI - Airport High-Mast Lighting Solutions' (Status: Open, Release Date: 3/11/2026, Due Date: 4/20/2026) and 'Innovative Cleaning Equipment' (Status: Open, Release Date: 3/3/2026, Due Date: 3/27/2026).



# Upcoming Opportunities in Professional Services

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- Airport Safety Management System Assessment
- Airport-owned Baggage Handling System and Passenger Boarding Bridge – Operations, Maintenance, Repairs and On-Call Services
- Catering Services (As-Needed)
- Certified Lenel Integrator Services
- Concession Program Services (As-Needed)
- Curbside Management Program
- Designated Aviation Channeling (DAC) Services
- General Financial Advisory Services
- High Mast Lighting Solutions
- Innovative Cleaning Equipment
- Investment Advisory Services
- Lab Analysis Services at SFO
- Management and Operation of a Centralized Receiving and Distribution Center
- Noise Insulation Consulting Services
- State Legislative Advocacy Services
- SFO Centennial Catalog
- Water Perimeter Security Zone Buoy System Maintenance and Repair Services



# How to Contract for Technology Services

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Technology Sourcing Management



# How to Contract for Technology Services

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- **SFO Information Technology and Telecommunications (ITT)**
  - **SFO ITT Technology Sourcing Management Group** utilizes the City's Technology Marketplace Contract (TM3.0) as an efficient purchasing model for the Airport's technology needs. TM3.0 consists of 50+ suppliers with whom the City has negotiated multi-year Term Contracts for as-needed purchases of technology goods and services.
  - **Prospective solution providers** shall partner with existing TM3.0 suppliers to participate in the procurement process with the City / SFO.
- **Current Services Opportunities:**
  - Video Management System Assessment Services
  - ServiceNow CMDB Discovery and HAM SAM PRO implementation
  - Network Power and Fiber backbone assessment and design
- **Questions** on how to engage with ITT / TM3.0 to be directed to SFO-ITT Technology Sourcing Management at [sfo.itt-tsm@flysfo.com](mailto:sfo.itt-tsm@flysfo.com)



# 2026 RESOURCE FAIR

## Panel Discussion & Questions

### Gaining Airport Experience

- How can new businesses get started working with airports, and are there entry points like small projects, set-asides, or subcontracting opportunities?

### RFP Support & Technical Assistance

- What support is available to help businesses respond to RFPs, and what common mistakes should they avoid in proposals?

### Insurance and Bonding

- What insurance and bonding requirements are most common, and what advice do you have for businesses new to these requirements?

### Technology Question

- What procurement vehicles are most commonly used for technology purchases, and when is a competitive solicitation required versus a non-competitive pathway?



# 2026 RESOURCE FAIR

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## Lightning Round

- What is one thing you wish every bidder understood before submitting a proposal?
- If you were a small business entering this market today, what would you do first?
- What is one thing small businesses often underestimate about working with the Airport?

2026 **RESOURCE FAIR**

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# Questions & Answers



# Questions and Contact

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Please complete the event engagement form



## Location

### **Business and Career Center**

International Terminal A – Departures Level (across from the SFO Medical Clinic)



## Contact

[smallbusiness@flysfo.com](mailto:smallbusiness@flysfo.com); 650-821-5021

<https://www.flysfo.com/business/small-business-development>

