

ONE PERCENT PLUS HIGHLIGHTS

Together As One – We Can Be The Difference.

September 24, 2024

In this edition of **Highlights**, we are pleased to feature Sean Donohue, CEO of DFW International Airport. Sean served as an inaugural CEO Champion supporting the launch of the One Percent Plus initiative underscoring the importance of minority business utilization. Sean shares his perspective as the leader of the third-busiest airport in the world. You will better understand how DFW Airport continues to reach new heights!



What motivated your organization to participate in the One Percent Plus initiative, and what have been the key benefits?

At DFW Airport, our vision is to transform travel. As we welcome travelers from around the world, we continually explore new ways to care for our customers, inspire our employees, and strengthen our communities to create an exceptional airport experience. Engaging with our business community, particularly diverse suppliers, is central to achieving this mission.

Supplier diversity is deeply embedded in our strategic goals, serving as a vital component in our efforts to strengthen our connection with the broader community. It's a commitment that has long been part of our identity, driving us to lead by example in advocating for diversity within our organization and among our business partners.

We view supplier diversity as a powerful economic driver and job creator in the region, fueling innovation and contributing to our success as a global hub. DFW remains steadfast in this commitment, continuing to invest in programs and initiatives that are critical to the airport's growth, as well as the economic vitality and prosperity of the entire region.



Could you share a success story or milestone achieved through your commitment to the initiative?

Our goal is to foster a business model that ensures fair opportunities for diverse enterprises to compete for contracts and achieve economic success, aligning with DFW's broader mission of expanding economic benefit.

Our robust supplier diversity program has been a critical component of our mission, enabling us to meet and surpass our goals for minority and women-owned businesses. Since 2012, DFW has consistently paid over 30% of its contract expenditures to diverse firms. In FY23, we achieved an impressive 40% MWBE participation -- 9% above our annual goal -- resulting in over \$168 million being paid to MWBE firms last year.

We prioritize collaborating with the local business community, particularly through partnerships with organizations like the Dallas Fort Worth Minority Supplier Development Council. These partnerships are essential in expanding our supplier diversity program, offering resources and programs such as our Capacity Building Program Series, Craft Training Program, Success through Opportunities Access & Resources (SOAR) Conference, and the Business Opportunities Forum.

The success of DFW's supplier diversity programs is a reflection of our commitment to connecting our community with meaningful business opportunities, all while fulfilling our mission to connect the world. This commitment has had transformative impacts on many of our partners, some of whom have grown from subcontractors to prime contractors. Notable examples include ABLe Communications, Inc., All Janitorial Professional Services, Inc., Azteca Enterprises, LLC, Alpha & Omega Industries LLC, Alpha Business Images, LLC, Phillips/May Corporation, and Real Network Services, Inc. These companies have not only thrived but have also continued to compete successfully for airport contracts, reflecting the life-changing potential of our initiatives.

Learn more about what it takes to do business with DFW International Airport at:

<https://www.dfwairport.com/business/opportunities/bdd/>

As part of their commitment to serve as a catalyst for the growth of minority owned business, DFW International Airport offers the Capacity Building Program series to provide business skill training and guidance on doing business with DFW. For more information, go to:

<https://www.dfwairport.com/business/opportunities/bdd/capacitybuilding/>

One Percent Plus substantiates the broader rationale of the need for thriving diverse communities and workplaces. Together as one – we can be the difference. Share your voice and experience to inspire others, drive change, and advocate for inclusion! To learn more about the One Percent Plus Initiative, go to <https://dfwmsdc.com/onepercentplus/>.