

The background of the slide is a photograph of the San Francisco International Airport terminal building at dusk. The building features a large, curved, white metal roof structure supported by a network of white steel beams. The facade is primarily glass, reflecting the twilight sky. The words "SAN FRANCISCO INTERNATIONAL" are visible on the glass facade. The sky is a mix of blue and purple, indicating the time is either early morning or late evening. A semi-transparent blue banner is overlaid across the bottom half of the image, containing the event title in white text.

Airport Rental Car Supplier Diversity Outreach Day

April 26, 2022

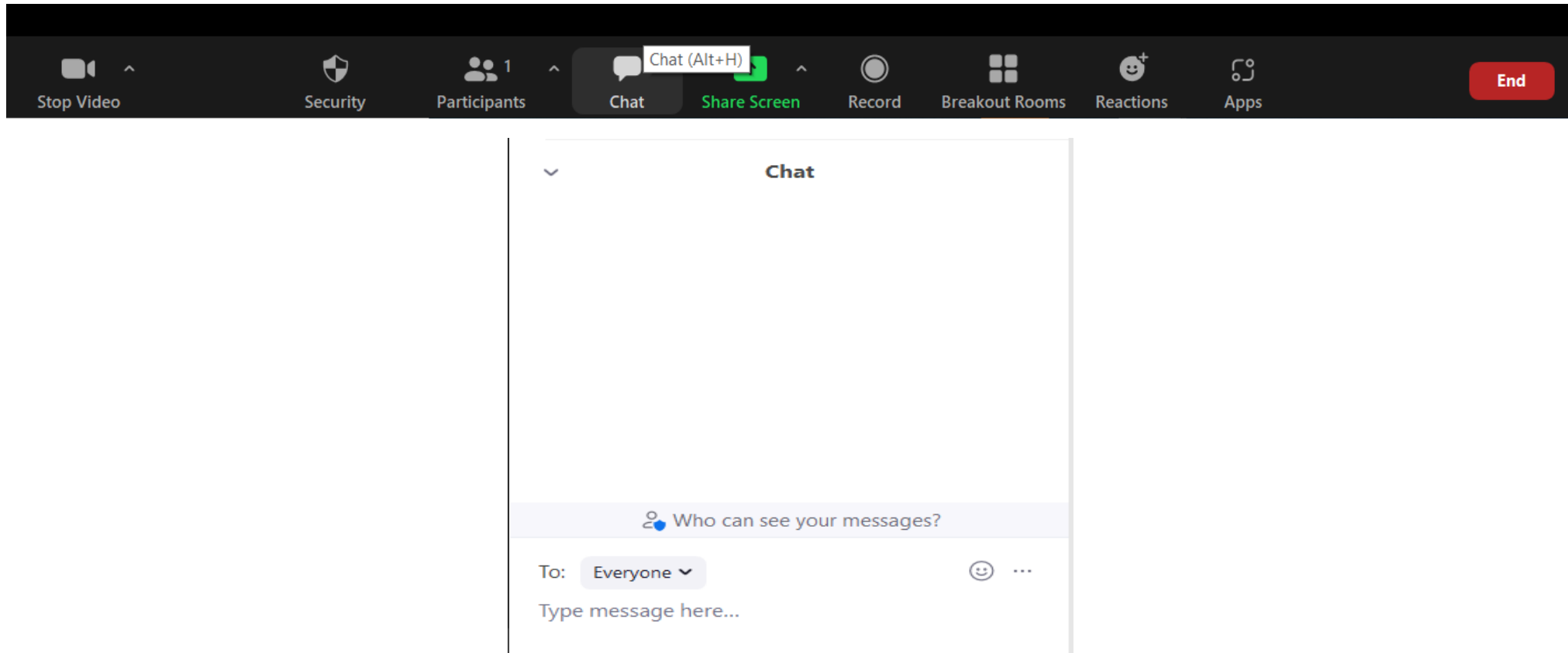
Jerrica Hau & Queena Lu

Welcome - Agenda

- Introduction
- Participating Companies
- National Webinar (9:00 a.m.)
- ACDBE Certification Process (10:05 a.m.)
- SFO Rental Car Company Panelist Introductions (10:25 a.m.)
- Q&A (11:00 a.m.)

To Ask Questions

- Open the Chat panel



Introduction

Purpose

- Increase ACDBEs
- Meet Rental Car Companies
- Learn Contract Process
- Access Contract Opportunities
- Meet Airport Advocates!

Participating Companies

avis budget group



ENTERPRISE HOLDINGS.





National Webinar

“Past, Present and Future of Airport Rental Car Concessions”

ACDBE Certification Overview

- ACDBE Program Overview
- Benefits of Certification
- ACDBE Certification Eligibility Requirements
- ACDBE Certification Application Processing



Airport Concession Disadvantaged Business Enterprise (ACDBE) Program Overview



What is ACDBE Program?

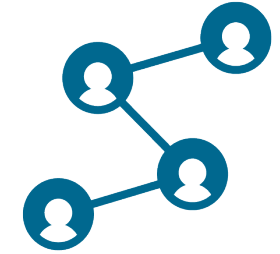
- Established by the U.S. Congress
- Governed by federal regulation: 49 CFR 23
- For-profit small business concern:

To **Ensure Non-discrimination** in the award and administration of contracting and lease opportunities.

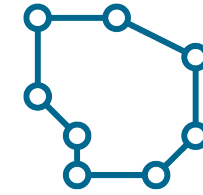
To create a **Level Playing Field** to encourage participation of small businesses in a contracting marketplace.

To **Support Economy** through small businesses.

Benefits of Certification



- **Marketing Tool** – Certification is a marketing tool. Certified firms are listed in the applicable database(s), where they can be viewed by prime contractors, leaseholders and government entities.
- **Reflects Diversity & Strengthens Capability** – Primes often add local and diverse businesses to their proposals and bids to strengthen their capabilities, create broader appeal, and better reflect local interests.
- **Agency Commitment** – SFO encourages and is committed to the participation of certified small businesses throughout its programs.



ACDBE Eligibility Requirements

Presumed Socially Disadvantaged – Women, Black Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans, & Subcontinent Asian Americans, Other (as designated by Small Business Administration (SBA), or individual showing); refer to 49 CFR 26, Appendix E.

Economically Disadvantaged – Personal Net Worth not exceeding **\$1.32 million** excluding equity in primary residence and applicant business.

Business Size Standards – A firm (including affiliates) must be a small business as defined by SBA standards. For most types of businesses, gross receipts averaged over the previous 3 years must not exceed:

➤ ACDBEs – **\$56.42 million**

Ownership & Control – The firm must be at least **51% owned** by one or more and **controlled** by both socially and economically disadvantaged or, in the case corporation, in which 51% of the stock is owned by one or more such individual(s).

Independence – The 51% majority owner(s) must be free of any formal or informal restrictions that would affect their ability to own and/or control the firm.

ACDBE Certification Application Processing

1. Uniform Certification Application: <https://flysfo.gob2g.com/>
2. Click Apply for / Renew Certification button
 - Personal Net Worth Statement (PNW), must be notarized
3. Certification Specialist preliminary review: documentation
4. Within 30 days: notice if application is complete and suitable for evaluation
5. In-person / virtual site visit
6. Certification decision within 90 days
7. Certified firm will be added to the following directories:
 1. State database at <https://californiaucp.dbesystem.com/>
 2. Federal database at <https://faa.dbesystem.com/Default.asp>

Application Documents Requested

- Federal Tax Returns – Personal & Business (current 3 years)
- Professional Licenses
- Employee Data Verification
- Nationality and Gender Verification
- Proof of Ownership Contributions
- Place of Business Verification & List of Other Real Estate
- Articles of Incorporation/ Partnership Agreements
- Personal Net Worth Statement

Interstate Certification

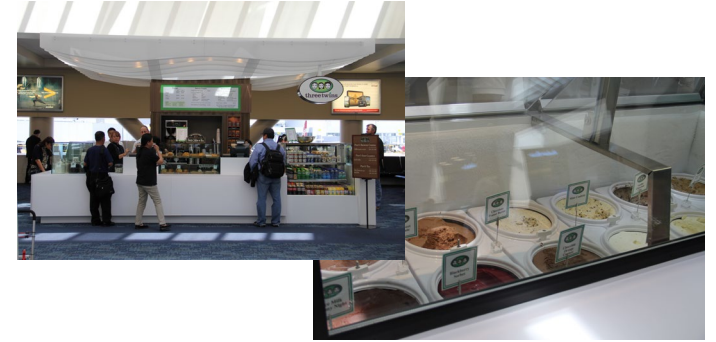
1. Must be certified in the home state before seeking certification in another state.
2. Out-of-State Declaration: <https://flysfo.gob2g.com/>
3. Must submit a complete package of all the documents submitted to their home state
4. On-site report request from the home state
5. Certification decision within 60 days

Annual Update and 5-Year Review

Document	Annual Update	5-Year Review
Declaration Form	X	X
Business Income Tax (including all schedules, forms and worksheets)	X	X
Personal Federal Income Tax Returns		X
Personal Net Worth Statement		X
Year-end Balance Sheets and Income Statements		X
Minutes of stockholders and Board of Director's Meetings		X

What is an ACDBE? ...at SFO

49 CFR Parts 23



- Small businesses play an important role in making SFO exceptional. Small businesses are encouraged to compete on all applicable projects as primes, subcontractors, joint venture partners, and suppliers.
- SFO goals are race-neutral. We do not evaluate RFPs and bids based on proposed ACDBE participation though bidders and proposers on projects at SFO must list all certified firms they plan to do business with.
- SFO's federal fiscal three-year ACDBE participation goals is 15.6% for concession and 0.6% for car rental.
- SFO does extensive outreach and encourage the participation of ACDBEs.

Please apply at the certifying agency nearest you

California Certifying Agencies	Type of Certification	To Apply
California Department of Transportation (Caltrans)	DBE/ACDBE	www.dot.ca.gov
Bay Area Rapid Transit (BART)	DBE	www.bart.gov
City of Fresno	DBE	www.fresno.gov
City of Los Angeles	DBE/ACDBE	http://bca.lacity.org
Los Angeles County Metropolitan Transportation Authority (METRO)	DBE	metro.gob2g.com
San Francisco Municipal Transportation Agency (SFMTA)	DBE/ACDBE	www.sfmuni.com
San Mateo County Transit District (SAMTRANS)	DBE	www.samtrans.com
San Diego International Airport (SAN)	ACDBE	www.san.org/smallbusiness
San Francisco International Airport (SFO)	SFO	https://flysfo.gob2g.com/
Santa Clara Valley Transportation Authority (VTA)	DBE	www.vta.org/osb

SFO Small Business Compliance Management System

- <https://flysfo.gob2g.com/>

SFO San Francisco International Airport

[OUR MAIN SITE](#) [CONTACT SUPPORT](#)

Small Business Compliance Management System

[Log In](#)

Vendor Certification

Search and/or join our database of certified vendors

[Apply for / Renew Certification](#)

Search Directory of Certified Firms

Search our CUCP database of certified vendors

[Search Directory of CUCP DBE Certified Firms](#)

How to use the system

Learn how to fully utilize our system with a live trainer

[Training](#)

Contracting Opportunities

Events and Contracting Opportunities

[Opportunities and Events](#)

[View and Post Contracting Opportunities](#)

Account Access

Lookup Vendor accounts or reset user passwords

[Account Lookup](#)

[Forgot Password](#)

About the System

Learn more about this system and how it works today

[Information for Vendors](#)

The Small Business Compliance Management System is powered by [EGrow Software](#) © Copyright 2021.

RAC Panelist Introductions

- Avis Budget Group (Avis, Budget, Zipcar)
- Enterprise Holdings (Enterprise, National, Alamo)
- The Hertz Corporation (Hertz, Dollar, Thrifty)



NAICS Services/Commodities

Goods and Services	NAICS	LAX	SMF	SAN	SFO
Auto Parts and Repairs	423110	x		x	x
Automotive Detailing	811192	x		x	x
Automotive Parts and Accessories Stores	441310	x		x	x
Building Material Dealers	444190	x		x	x
Car Cleaning (Automotive Detailing Services)	811192	x		x	x
Car Wash Maintenance	423850	x		x	
Car Wash Maintenance and Equipment	423850	x	x	x	
Car Wash Maintenance and Supplies	423850	x	x	x	
Cleaning Supplies (Auto related)	423850	x		x	x
Communication Equip. Repair and Maint.(Two-Way Radio)	811213	x		x	x
Door Maintenance/Repair	236220	x		x	x
Electrical	238210	x		x	x
Fuel Dealers	454310	x		x	x
Fuel Maintenance	333911	x		x	x
Janitorial Equipment & Supplies	423850	x		x	
Janitorial Services	561720	x		x	
Office Expense (Supplies)	424120	x		x	x
Plumbing	238220	x		x	x
Signs	323111	x		x	x
Temporary Help Services	561320	x		x	x
Tires	423130	x		x	x
Tire Dealers	441320	x		x	x
Uniform Cleaning	812331	x		x	x



Airport Point of Contact

Airport	Point of Contact
SFO	Ramon Calderon Ramon.Calderon@avisbudget.com (201) 376-4660

Enterprise Holdings:

*Our
Doors are
Open*



What you may know about us



\$25.9 billion
in annual revenue



10,000
fully staffed
neighborhood and
airport locations



America's
13th largest
private company
according to Forbes



100 countries
and territories



More than
2 million
vehicles



100,000
employees



Only U.S.
investment-grade
car rental company



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Local Commitment

- Management
- Purchasing decisions
- Outreach Events
- Measurement and evaluation



NAICS Services/Commodities

Rental Car NAICS Codes	NAICS Code Description
236220	Commercial and Institutional Building Construction
236220	Door Maintenance/Repair
238110	Concrete Maintenance
238210	Electrical
238220	Plumbing, Heating, and Air-Conditioning Contractors
238220	Backflow Testing
238220	Plumbing
323111	Signage (Install only)
333911	Fuel Maintenance
423110	Automobile Parts and Repairs
423850	Car Wash Maintenance and Equipment
488410	Motor Vehicle Towing
561621	Security Systems Services (except Locksmiths)
561622	Locksmith Services
811121	Auto Body Repair
811122	Auto Glass Replacement Shops / Windshield - Rock Chip Repair
811192	Car Washes



Airport Point of Contact

Airport	Point of Contact
SFO	Andrew Connolly Andrew.B.Connolly@ehi.com (408) 460-2095
SJC	Andrew Connolly Andrew.B.Connolly@ehi.com (408) 460-2095
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Thank You



Outreach Networking Event

April 2022

Agenda

- Our Commitment
- What we buy and how
- Doing business with Hertz -Procurement process
- Spend Data
- Hertz Contacts



Our Commitment

The Hertz Corporation (representing Hertz, Dollar and Thrifty brands) is committed to the growth of minority/women-owned/disadvantaged business enterprises. Hertz is both proud of and encouraged by the continued contribution we receive from our DBE and ACDBE suppliers.

We will continue our long-standing commitment to Supplier Diversity by continuously engaging in the following:

- **Creating Opportunity** - Including **DBE and ACDBE** suppliers in bid events for goods and services
- Maintaining a **formal procedure** - Mandating Hertz's M/W/DBE participation on a company-wide basis, governed by policy.
- **Corporate wide Training** - Required Supplier Diversity training via our learning management system for all employees that purchase goods and/or services.
- **Reporting** - Provide second-tier reporting to numerous national accounts on a quarterly basis.
- **Staying Engaged** - active member of the Airport Minority Advisory Council (AMAC), the Women Business Enterprise National Council (WBENC), and the National Minority Supplier Diversity Council (NMSDC).
- **Outreach events** - Participate to increase awareness in our program and make connections with new DBE/ACDBEs around the country.

What and How We Buy

Hertz's approach to procuring goods & services are done on a global, national, regional or sometimes local scale to allow us to meet demand, delivery, quality and pricing to ensure business continuity. Most of our agreements cover larger volumes and geographies to leverage the buy to secure competitive pricing, maintain consistency with the quality of the goods we buy, and achieve the greatest service levels.

Regional and Local purchasing: Hertz is committed to providing opportunities to DBEs and ACDBEs to increase partnerships. Below are just some of the goods and services we buy at a national / local level (a full list of NAICS codes has been provided to the airports):

- Bulk Fuel
- Car Wash
- Body shops
- Janitorial services and supplies
- Adjusters & Appraisers
- Automobile parts
- Automobile repairs/collision/paint shops
- Automobile Detailing
- Towing/Transporting



Procurement Process

To participate in future bid events, please visit our supplier diversity page: [Hertz Supplier Diversity](#)

If awarded a bid, and depending on the scope and scale of the goods and/or services being purchased, the procurement process generally consists of the following steps:

- Providing a signed W9
- Completing a Supplier Setup Form with information about your company
- Providing a copy of your ACDBE certification
- Signing a Master Goods/Services Agreement and applicable statement of work or price sheet
- Utilizing a purchase order for invoicing
- Meeting certain insurance requirements

(insurance requirements vary depending on the scope and scale of the goods/services)

Spend Data 2020 and 2021

	2020	2021
ACDBE Spend	\$5.3M	\$4.04M
DBE Spend <i>(includes ACDBE spend)</i>	\$622M	\$546M
TOTAL Spend <i>(includes car purchases)</i>	\$6.1B	\$7.0B
DBE percentage of total	10%	8%
ACDBE percentage of total	.1%	.06%
# of DBE Suppliers	1145	958

Hertz Supplier Diversity Contacts

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Regional Category Director – Southwest

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Q&A



Thank you for attending the statewide portion of our event!

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Small Business Development website

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

Certification

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Acting Manager, Economic and Community Development

Queena.Lu@flysfo.com