

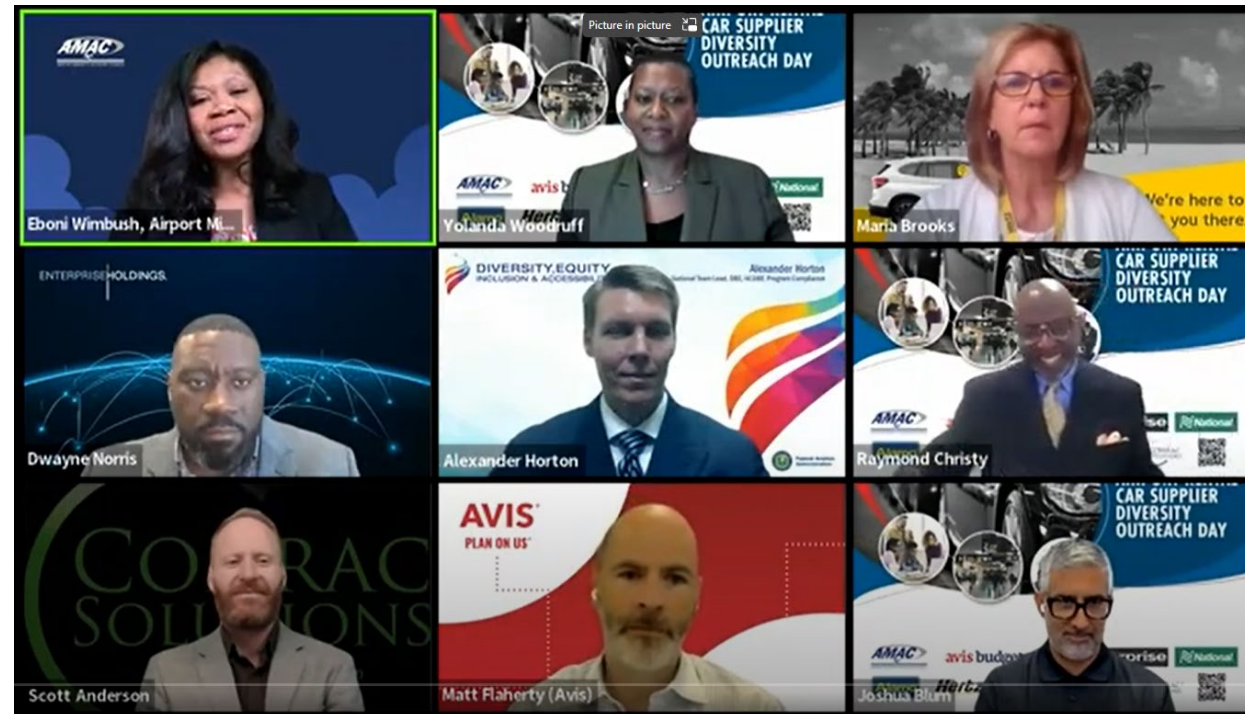
# Rental Car Supplier Diversity Outreach Day

August 29, 2023



# NATIONAL AIRPORT RENTAL CAR SUPPLIER DIVERSITY OUTREACH WEBINAR

- [National Airport Rental Car Supplier Diversity Outreach Webinar – YouTube](https://www.youtube.com/watch?v=BcXOle1msdU)  
Live Streamed Webinar: <https://www.youtube.com/watch?v=BcXOle1msdU>







# Welcome Remarks





# ACDBE Program & Certification

# Airport Concession Disadvantaged Business Enterprise (ACDBE) Program

- Federal Program - Title 49 CFR Part 23 - Participation of Disadvantaged Business Enterprises in Airport Concessions
- Airport Improvement Program funding from FAA and car rental/non-car rental concession revenues \$200k+
- Race neutral program and measures: e.g. provide technical assistance, educate/inform on opportunities, and more



# Airport Concession Definition

- For-profit business:

- 1) Located at an airport (or for which the business activity takes place at an airport) engaged in the sale of goods and/or services to the public under an agreement with airport/concessionaire/owner or lessee of terminal or a business; provides goods and services to those businesses.

- 2) Conducting one or more of following covered activities, even if it doesn't maintain office, store, or business location on airport; as long as activities take place on airport.

Examples: Management contracts/subcontracts, web-based electronic business in terminal in which passenger can access at terminal



- Concession Examples:

- Food & Beverage
- Retail
- Passenger Services
- Suppliers

- Car Rental Companies
- Vendors to Car Rental Companies  
(Suppliers, Body Shops, Janitorial, Landscaping, etc.)



# California Unified Certification Program (CUCP)

- Participate in statewide Unified Certification Program that provides:
  - “One-Stop-Shop” certification services seeking to participate in U.S. Dept. of Transportation funded contracts
  - Eliminates need for firms to obtain certifications from multiple agencies within the state
- 10 certifying agencies participate in CUCP and follow same certification procedures
- Statewide CUCP ACDBE/DBE Directory: <https://californiaucp.dbesystem.com/>



# California Unified Certification Program (CUCP) Roster of Certifying Agencies

## San Diego International Airport

(619) 400-2568

Email: [sbd@san.org](mailto:sbd@san.org)

## CALIFORNIA DEPARTMENT OF TRANSPORTATION (CALTRANS)

Office of Business Economic Opportunity

(916) 324-1700

Email: [DBE.Certification@dot.ca.gov](mailto:DBE.Certification@dot.ca.gov)

## City of Los Angeles

(213) 847-2684

Email: [bca.certifications@lacity.org](mailto:bca.certifications@lacity.org)

## Los Angeles County Metropolitan Transportation Authority (METRO)

(213) 922-2600

Email: [certificationunit@metro.net](mailto:certificationunit@metro.net)



## S.F. BAY AREA RAPID TRANSIT DISTRICT (BART)

(510) 464-6100

## San Francisco Municipal Transportation Agency (SFMTA)

(415) 701-4436

## San Francisco International Airport (SFO)

(650) 821-5021 (SFO Concessions Only)

## City of Fresno

(559) 621-1163

## Santa Clara Valley Transportation Authority (VTA)

(408) 321-5962

Email: [Osdb.osdb@vta.org](mailto:Osdb.osdb@vta.org)

## San Mateo County Transmit District (SAMTRANS)

(650) 508-7939



# ACDBE & DBE Certification Criteria

| ROADMAP FOR APPLICANTS   | DBE | ACDBE |
|--|-----|-------|
| For-Profit Business that performs or seeks to perform transportation related work or a concession activity for recipient of Fed. Aviation Administration, Federal Highway Administration, or Federal Transit Administration funds.   | X   | X     |
| 51% + Owned by Socially & Economically Disadvantaged Individual(s) who controls business   | X   | X     |
| Personal Net Worth is no more than \$1.32 million  | X   | X     |
| Disadvantaged Owner(s) U.S. Citizens or Lawfully Admitted Permanent U.S. Residents   | X   | X     |
| Meet's Small Business Administration's (SBA) size standards<br><br><i>(*DBEs working on FAA contracts are only subject to SBA size standards. DBE working on FHWA and FTA contracts are subject to BOTH SBA size and DBE statutory gross receipts standards)</i>               | X   | X     |
| Meets DBE size standard: firm's 5 years gross annual receipts does not exceed \$28.48 million<br><i>(*DBEs working on FTA and FHWA assisted projects are subject to both SBA size and DBE statutory gross receipt standards)</i>   | X   |       |
| Meets ACDBE size standard: firm's 3 years gross annual receipts does not exceed SBA's size standard of \$56.42 million<br><i>(Other size standards apply for ACDBEs that are banks/ financial institutions, car rental companies, pay telephone firms, automobile dealers)</i> |     | X     |



# ACDBE Certification Process & Timeline

- California Unified Certification Program (CUCP) Certification Portal and ACDBE Directory: <https://californiaucp.dbesystem.com>
- You may go through interstate certification after approval in your home state
- You may request to apply for “ACDBE” if you are DBE certified already, contact your certifying agency



# How To Maintain Your Certification



- Submit Annual Affidavit to your certifying agency
- 5 Year Review
- Submit any business changes to your certifying agency (E.g. business sold, ownership, personal net worth exceeds \$1.32 million)
- Keep you certification and profile up-to-date (Contacts, email, phone, address, website and NAICS codes) on Ca Unified Certification Program Certification Portal and communicate with your certifying agency



# Helpful Tips After You're Certified (cont.)

- To receive solicitation notifications on Airport opportunities register your firm on Airport vendor portal [www.san.org/business](http://www.san.org/business).  
(Please note: connect with each rental car company operator for future opportunities and details)

**GET REGISTERED ON SAN DIEGO AIRPORT'S VENDOR/BID PORTAL**  
(Powered by Planetbids)

**GO TO [www.san.org/business](http://www.san.org/business)**

- Notification of upcoming opportunities/RFPs
- Stay in the loop on outreach events
- Training and education
- Accessible to Authority staff



The screenshot shows the San Diego County Regional Airport Authority Vendor Portal. The page title is "San Diego County Regional Airport Authority Vendor Portal". There are four main sections:

- NEW VENDOR REGISTRATION**: Create a new vendor record. If you wish to view or edit an existing vendor, simply Log In.
- BID OPPORTUNITIES**: Search and bid electronically on opportunities with this agency, download documents, and become a prospective bidder.
- MY CONTRACTS** (LOGIN REQUIRED): Manage your awarded contracts, record payments, add subcontractors, produce reports and charts.
- CERTIFIED VENDORS** (LOGIN REQUIRED): Find Certified Local Businesses.

# Contact Information

Small Business Development Department  
San Diego International Airport  
Small Business Development  
website: [www.san.org/smallbusiness](http://www.san.org/smallbusiness)  
619-400-2568  
[SBD@san.org](mailto:SBD@san.org)

Craig Ruiz (DBE Certification)  
Manager, Small Business Development  
San Diego International Airport  
619-400-2565  
[CRuiz@san.org](mailto:CRuiz@san.org)

Christine Pham (ACDBE Program and ACDBE Certification)  
Program Manager, Small Business Development  
San Diego International Airport  
619-400-2569  
[CPham@san.org](mailto:CPham@san.org)

## IMPORTANT WEBSITES:

San Diego Airport ACDBE/DBE Certification Portal: [www.san.gob2g.com](http://www.san.gob2g.com)  
California Unified Certification Program ACDBE/DBE Directory:  
[www.californiaucp.dbesystem.com](http://www.californiaucp.dbesystem.com)  
FAA National Certified ACDBE Directory: <https://faa.dbesystem.com/>  
San Diego International Airport Vendor Portal: [www.san.org/business](http://www.san.org/business)



# Questions?



# ABG Supplier Diversity Program

Supplier Diversity Team



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**P**ROCUREMENT  
DRIVEN - TOGETHER



# Supplier Diversity Participation Steps

**1. Register for Avis Budget Group’s Supplier Diversity Portal below**

- [URL:https://abg-supplier.divtrak.com](https://abg-supplier.divtrak.com)

**2. Contact Supplier Diversity Team below**

- Matt Flaherty: [Matthew.Flaherty@avisbudget.com](mailto:Matthew.Flaherty@avisbudget.com)
- Head of Supplier Diversity & Procurement
- Yvonne Lee: [Yvonne.lee@avisbudget.com](mailto:Yvonne.lee@avisbudget.com)
- Supplier Diversity Leader & Sr. Manager, Procurement
- Sydney Peruzzato: [Sydney.Peruzzato@avisbudget.com](mailto:Sydney.Peruzzato@avisbudget.com)
- Supplier Diversity & Procurement Analyst

**3.**

| Some of the products and services we manage locally  | Some of the products and services managed by ABG's Procurement and Supply Chain manager |
|--|---|
| Auto Body Repair, Auto Detailing, Landscaping, Locksmith for Cars, Locksmith for Buildings, Pest Control | Fuel, Motor Oil, Windshield Washer Fluid, Vehicle Cleaning & Sanitizing Products.       |

\*For full NAICS information, please refer to our NAICS Codes in next slide

## ABG Rental Car NAICS Codes

### SAN – Local Contacts

**Carlchim Warren**  
**(619) 847-2238**  
**Carlchim.warren@avisbudget.com**  
**Operations Manager**

**Abdul Akbary**  
**(949) 390-3407**  
**Abdul.akbary@avisbudget.com**  
**Airport Manager**

| Codes  | NAICS Code Description                              | Codes  | NAICS Code Description                                       |
|--------|---|--------|--|
| 236220 | Door Maintenance                                    | 425120 | Uniforms   |
| 236220 | Commercial and Institutional Building Construction  | 441110 | New Car Dealers  |
| 236220 | Door Maintenance/Repair                             | 441310 | Automotive Parts and Accessories Stores                      |
| 238110 | Concrete Maintenance                                | 441320 | Tire Dealers   |
| 238210 | Electrical  | 454310 | Fuel Dealers   |
| 238220 | Plumbing, Heating, and Air-Conditioning Contractors | 454390 | Coffee-break service providers, direct selling               |
| 238220 | Backflow Testing                                    | 484230 | Auto Transport   |
| 238220 | HVAC Maintenance                                    | 488410 | Motor Vehicle Towing   |
| 238220 | Backflow Testing                                    | 492210 | Local Messengers and Local Delivery                          |
| 238220 | HVAC Maintenance                                    | 524210 | Insurance  |
| 238220 | Plumbing  | 531390 | Management Company   |
| 238290 | Elevator Maintenance                                | 532210 | Equipment Rental (GPS)                                       |
| 323111 | Signs   | 541110 | Legal Services   |
| 323111 | Printing  | 541890 | Sign Repair  |
| 323111 | Signage (Install only)                              | 561320 | Temporary Help Services                                      |
| 325992 | Copier/Printer Toner Cartridges                     | 561491 | Asset Recovery   |
| 333911 | Fuel Maintenance                                    | 561510 | Travel Services  |
| 334220 | GPS   | 561612 | Security   |
| 334290 | Alarm System Central Monitoring                     | 561621 | Security Systems Services (except Locksmiths)                |
| 337125 | Car seats, infant (except metal), manufacturing     | 561622 | Locksmith Services   |
| 339113 | Surgical Appliance & Supplies Manufacturing (PPE)   | 561622 | Keys/Locks (Auto keys)                                       |
| 423110 | Automobile Parts and Repairs                        | 561710 | Pest Control   |
| 423120 | Auto Parts  | 561720 | Janitorial Services  |
| 423130 | Tire and Tube Merchant Wholesalers                  | 561730 | Grounds Maintenance - Snowplow                               |
| 423140 | Motor Vehicle Parts (Used) Merchant Wholesalers     | 562111 | Trash Removal and Recycling                                  |
| 423840 | Chemical Cleaners                                   | 621999 | Drug Testing   |
| 423850 | Car Wash Maintenance and Equipment                  | 811121 | Auto Body Repair   |
| 423850 | Car Wash Supplies                                   | 811122 | Auto Glass Replacement Shops / Windshield - Rock Chip Repair |
| 423850 | Janitorial Equipment & Supplies                     | 811191 | Automotive Oil Change and Lubrication Shops                  |
| 423850 | Car Wash Maintenance                                | 811192 | Automotive Detailing   |
| 423850 | Cleaning Supplies (Auto related)                    | 811192 | Car Seat Cleaning  |
| 423990 | Fire Safety (Extinguishers)                         | 811192 | Car Washes   |
| 424120 | Office Supplies                                     | 812331 | Uniforms / Uniform Cleaning                                  |
| 424210 | First Aid   | 812332 | Industrial Launderers (Uniform Rental)                       |
| 424720 | Fuel/Oil/Energy - Motor Oil                         |        |  |

# Airport Rental Car Supplier Diversity Outreach

2023

**Mitchell Prickett**

Property Development and Facilities Manager

ENTERPRISE HOLDINGS™

**Alamo**

**enterprise**

**National**



# Enterprise Holdings - Summary

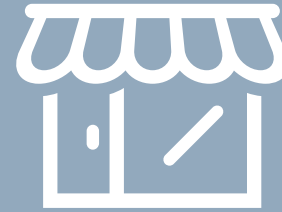
- **Founded in 1957 by Jack Taylor**
- **Leadership**
  - Chrissy Taylor, President & CEO



# WHERE WE ARE TODAY



**\$30 BILLION**  
IN ANNUAL REVENUE



**10,000**  
FULLY STAFFED  
NEIGHBORHOOD AND  
AIRPORT LOCATIONS



**100,000**  
EMPLOYEES



**100**  
COUNTRIES  
& TERRITORIES



ONLY U.S.  
**INVESTMENT-  
GRADE** CAR  
RENTAL COMPANY



**>2 MILLION**  
VEHICLES



**AMERICA'S 9<sup>th</sup> LARGEST  
PRIVATE COMPANY**  
ACCORDING TO FORBES

# EHI Business



← ENTERPRISE HOLDINGS™





# Local Commitment

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



# Program to Promote ACDBE Participation

- **ACDBE Certification Assistance Program**
  - Created through interactions at AMAC
  - Letters and conversations encouraging ACDBE participation
  - Reimbursement of most expenses with 3<sup>rd</sup> party attorney to help with certification



# Supplier Diversity

In our network there is a place for everyone

# Contact & NAICS/Commodities

## SAN – Airport Point of Contact

**Mitchell Prickett**  
[Mitchell.P.Prickett@ehi.com](mailto:Mitchell.P.Prickett@ehi.com)  
**(858) 382 - 3981**



## NAICS Services/Commodities

| Goods and Services                                   | NAICS  | SAN |
|--|--------|-----|
| Auto Parts   | 423120 | x   |
| Auto Parts and Repairs                               | 423110 | x   |
| Backflow Testing                                     | 238220 | x   |
| Electrical Contractors and Other Wiring installation | 238210 | x   |
| Door Maintenance                                     | 236220 | x   |
| Security System Services                             | 561621 | x   |
| Fuel Maintenance                                     | 333911 | x   |
| Fuel/Oil/Energy - Motor Oil                          | 424720 | x   |
| HVAC Maintenance                                     | 238220 | x   |
| Plumbing, Heating, and Air-Conditioning Contractors  | 238220 | x   |
| Security   | 561612 | x   |





Supplier Diversity Day  
Outreach Networking Event

August 2023

# Agenda

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



# Our Commitment

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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:

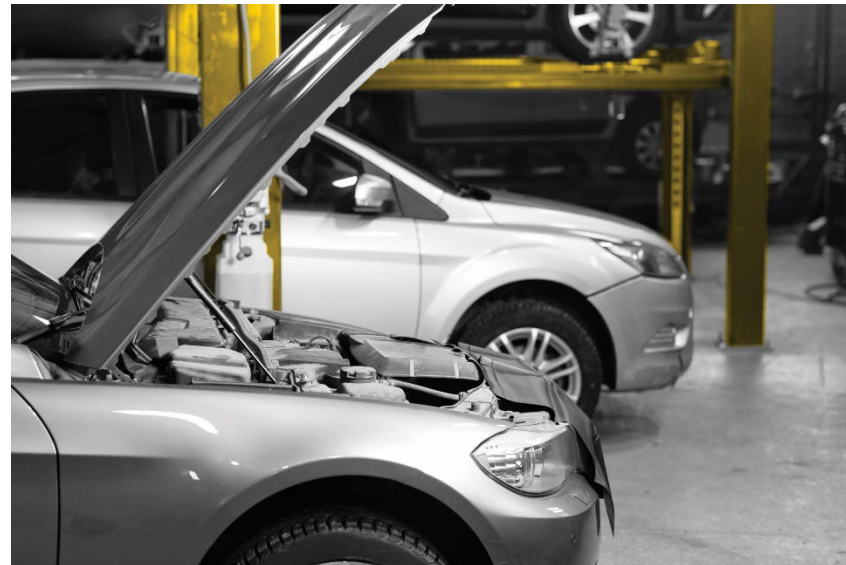
- **Creating Opportunity** - Including **DBE and ACDBE** suppliers in bid events for goods and services
- Maintaining a **formal procedure** - Mandating Hertz's M/W/DBE participation on a company-wide basis, governed by policy.
- **Corporate wide Training** - Required Supplier Diversity training via 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

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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)*

# Hertz Supplier Diversity Contacts

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Joshua Blum  
Vice President Real Estate & Concessions  
[jblum@hertz.com](mailto:jblum@hertz.com)

Tanya M. Pelli  
Business Operations Manager  
239-301-7312  
[tanya.pelli@hertz.com](mailto:tanya.pelli@hertz.com)

Maria Brooks  
Regional Procurement Director  
703-683-9133  
[mbrooks@hertz.com](mailto:mbrooks@hertz.com)

Vivian Xiao  
Regional Procurement Director  
416-770-1285  
[vivian.xiao@hertz.com](mailto:vivian.xiao@hertz.com)

JT Dunker  
General Manager- San Diego Airport  
619-725-3432  
[jdunker@hertz.com](mailto:jdunker@hertz.com)





# Conrac Solutions



SAN Supplier Diversity Event  
8/29/2023



# Conrac Solutions

## Conrac Solutions Facilities Map



DB = Design / Build  
F = Financed  
OM = Operations and Maintenance

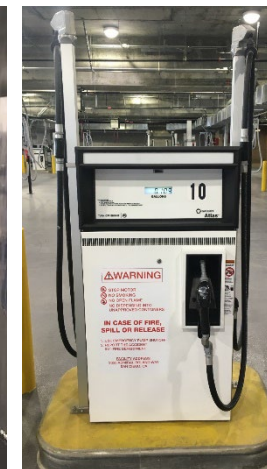
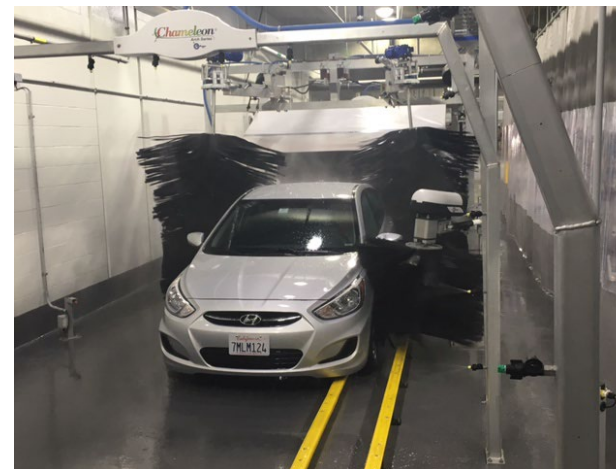


# SAN Conrac



# SAN Conrac

- Facility
  - 2M Sq Ft
  - 10+ Rental Car Brands
- Customer Service Areas
  - Office space
  - Lobby space
- Vehicle Service Areas
  - 72 fueling stations
  - 15 car washes
  - Vacuums
  - Air/Windshield washer fluid
  - Haz waste removal



# General Contracting Needs

| Goods & Services  | NAICS  | SAN |
|---|--------|-----|
| Utility System Construction                               | 2371   | X   |
| Foundation, Structure, and Building Exterior Construction | 2381   | X   |
| Building Equipment Contractors                            | 2382   | X   |
| Building Finishing Contractors                            | 2383   | X   |
| Other Specialty Trade Contractors                         | 2389   | X   |
| Facilities Support Services                               | 5612   | X   |
| Security Guards and Patrol Services                       | 561612 | X   |
| Security Systems Service                                  | 561621 | X   |
| Locksmiths  | 561622 | X   |
| Janitorial Services                                       | 561720 | X   |
| Landscaping Services                                      | 561730 | X   |
| Waste Collection  | 5621   | X   |
| Waste Treatment and Disposal                              | 5622   | X   |
| Remediation   | 5629   | X   |
| Car Washes  | 811192 | X   |

# Thank You

Questions?

**Tyler McLean**

Facilities Operations Manager

[tmclean@conracsolutions.com](mailto:tmclean@conracsolutions.com)





# Questions?





# Thank You

SPECIAL THANKS TO

Avis Budget Group, Enterprise Holdings, Hertz Dollar Thrifty, & Conrac Solutions





# Networking on 1<sup>st</sup> Floor