



SAN DIEGO INTERNATIONAL AIRPORT RENTAL CAR SUPPLIER DIVERSITY OUTREACH EVENT

October 22, 2024

Housekeeping

Craig Ruiz
Manager, Small Business Development
San Diego International Airport



Opening Remarks

Hampton Brown

Vice President & Chief Revenue Officer
San Diego International Airport





San Diego Airport Rental Car Event

Mike Sabellico

Regional Director

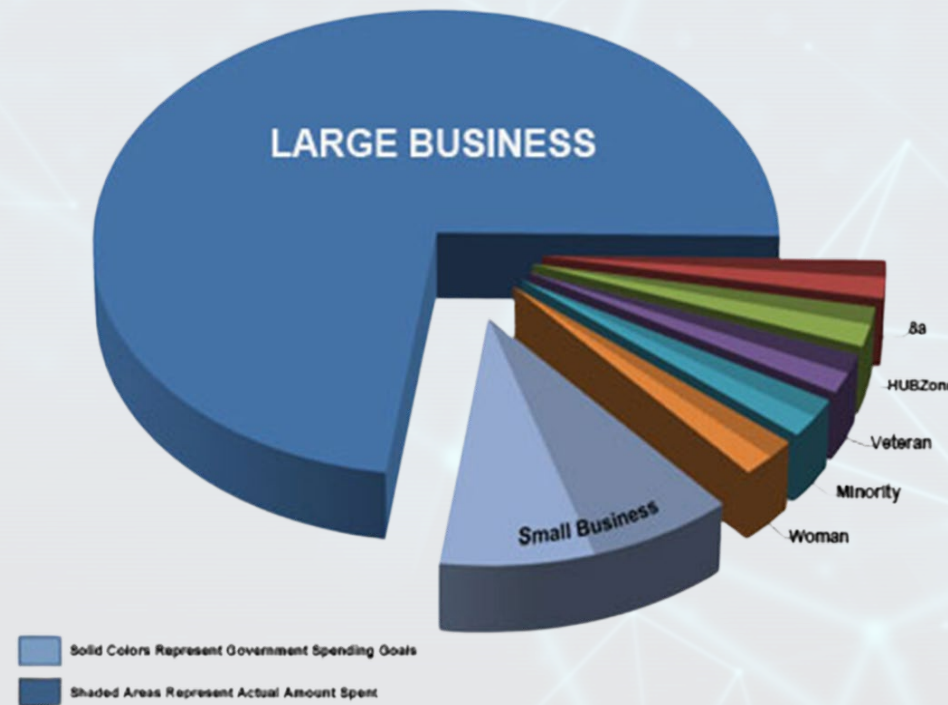
San Diego, Orange, and Imperial APEX Accelerator

msabellico@swccd.edu



APEX's Mission

Assist San Diego, Orange, and Imperial County businesses in learning how to do business with federal, state, and local government agencies at NO COST.



APEX's Services



1-on-1 Counseling +800 businesses/year



Training Webinars: 2900 participants/year



Help with Market Research



Find your APEX Center

The screenshot shows the APTAC website interface. At the top left is the APTAC logo (Association of Procurement Technical Assistance Centers). A navigation bar includes links for HOME, ABOUT US, GOVERNMENT CONTRACTING ASSISTANCE, APTAC PARTNERS, PTAC LOGIN, and CONTACT US. The main content area is titled 'CONTRACTING ASSISTANCE' and features a 'Find a PTAC' section with a map of the United States and a 'State: Select a State' dropdown menu. Below the map, there are three informational boxes: 'Government Contracting Help from PTACs', 'PTAC Training Events', and 'Contracting Resources and Tips'. The website also includes a search bar and a 'Find a PTAC' button at the top right.

Our 96+ dedicated APEX Accelerators support our mission on a national scale

A map of the United States with black pins indicating the locations of 96+ APEX Accelerators. The pins are distributed across all 50 states, including Alaska and Hawaii, as well as Puerto Rico and the U.S. Virgin Islands. The map is color-coded by state, and the pins are most densely clustered in the Northeast and Midwest regions.

<http://www.aptac-us.org/contracting-assistance/>



APEX's Funding

50%

of funding from
Department of Defense

50%

from local sponsors

97 Centers

like ours across the nation hosted
by other colleges, local/state
government, and nonprofits



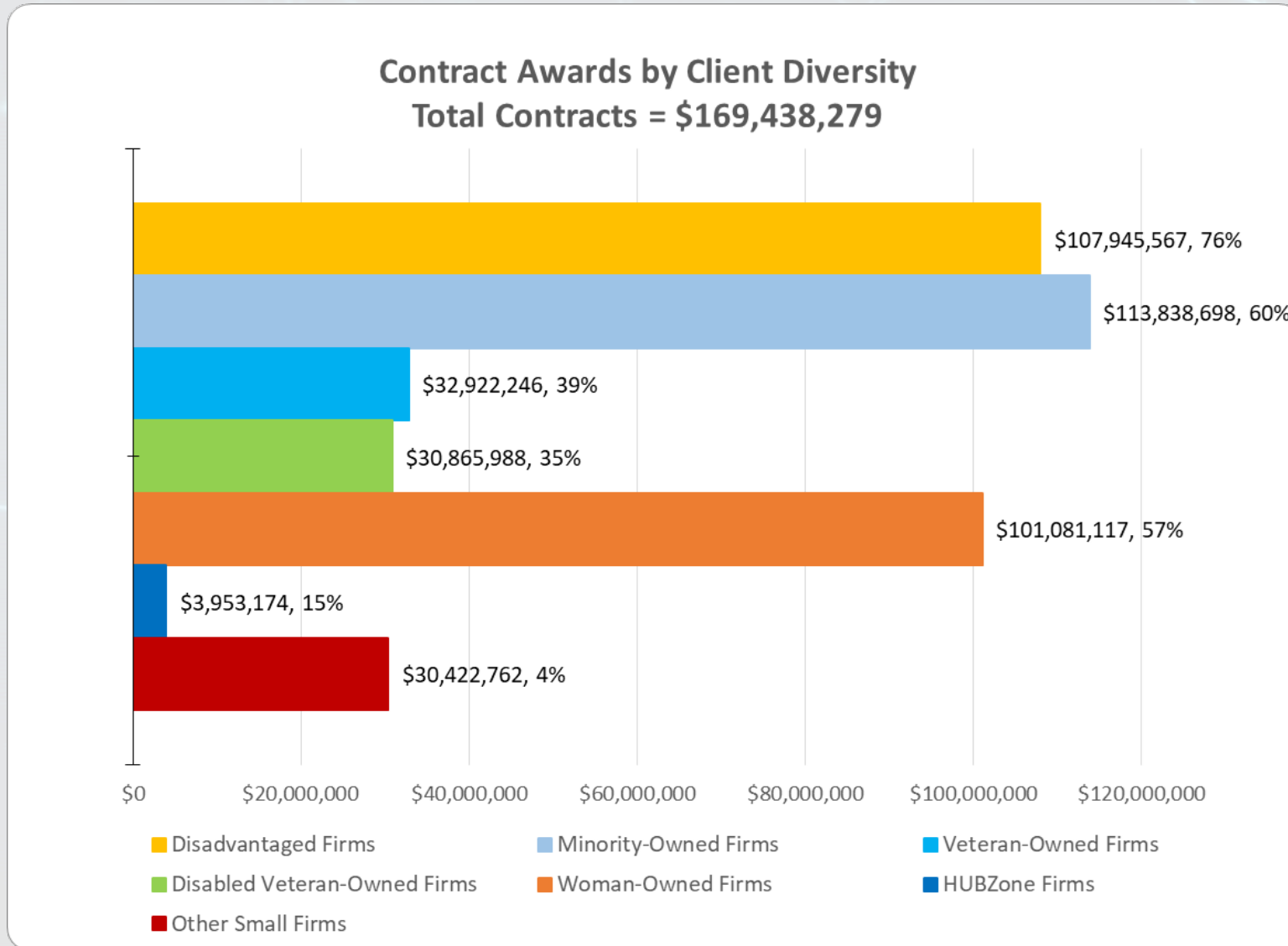
Local Sponsors

SANDAG



This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.

Who is APEX Helping?



Government Contracting

Research Your Market



Know what agencies buy your products and services



Find your niche, competition is fierce



Understand areas of government spending



Know your competition and their contracts

Sectors of Gov & Certifications by Sector

Federal

- WOSB
- HUBZone
- SDVOSB*
- SDB 8(a)*

State

- SB
- DVBE

City

- SLBE
- ELBE

Other

- CUPC
- CPUC
- DBE**

***Small Disadvantaged Business (SDB):** There is an option to self-certify as a SDB during the SAM.gov registration process, if appropriate.

** **Disadvantaged Business Enterprise (DBE):** Federal certification in California managed by CalTrans.

Government Procurement Goals For SB's

Federal

- 23% for Small Businesses Primes*
- 5% of prime/subcontracts for **WOSBs**
- 3% of prime contracts for **HUBZone**
- 5% of prime/subcontracts **SDVOSBs**
- 5% of prime/subcontracts for **SDBs****

**Depending on the agency 5-65%*

State

- 25% to Small Businesses (**SB & Micro**)
- 3% to Disabled Veteran Business Enterprises (**DVBE**)

California Proposition 209 (1996) amended the State constitution to prohibit State government institutions from considering race, sex, or ethnicity, specifically in the areas of public employment, public contracting or public education.

www.sba.gov/document/support--agency-contracting-goals

Required Business Capabilities

- Adequate financial resources
- Meet the delivery schedule
- Good past performance – 1 to 2 years
- Have integrity and good business ethics
- Have the necessary:
 - Organization
 - Experience
 - Accounting and operational controls
 - Technical skills
 - Production facilities
 - Technical equipment and facilities
- Qualified and eligible to receive an award

Final Thoughts

It's all about the customers!

- Customers create market driven opportunities
- It doesn't matter what anyone thinks about your concept except customers. If they don't care, no one will buy your product
- Good quality market research includes gathering information from customers
- Customers can help you refine and perfect your business concept and business model



In-Person

Small Business Expo III



SBDC **APEX** **WOMEN'S BUSINESS CENTER** **SDCOC** **SBA**

SMALL BUSINESS EXPO III 2024

CELEBRATE APEX DAY AND TRANSFORM YOUR ENTREPRENEURIAL JOURNEY BY LEVERAGING LOCAL OPPORTUNITIES FOR BUSINESS SUCCESS

DISCUSSIONS & INSIGHTS

- SUPPORT & LENDING**
Get to know your small business resource centers and specialized lenders
- NETWORKING**
Meet key entities and others in the regional small business community
- PROCUREMENT**
Learn about government contracting opportunities

OCT 24, 2024
Start from 8:30AM - 12:30PM

The Handlery Hotel
950 Hotel Cir N
San Diego, CA 92108

Light refreshments will be served

Date: 10/24/2024 8:30am - 12:30pm

Register at: <https://sdcoc.ecenterdirect.com/events/>

In-Person

Small Business Expo IV
Thursday, November 7
8:30am-12:30pm



The graphic features a central image of a smiling woman with blonde hair. At the top, logos for SBDC, APEX, Women's Business Center, SMC, and SBA are displayed. The main title 'SMALL BUSINESS EXPO IV 2024' is in a red triangle on the left. Below it, the text reads 'TRANSFORM YOUR ENTREPRENEURIAL JOURNEY BY LEVERAGING LOCAL OPPORTUNITIES FOR BUSINESS SUCCESS'. On the right, a dark blue triangle contains the text 'DISCUSSIONS & INSIGHTS' followed by three sections: 'SUPPORT & LENDING', 'NETWORKING', and 'PROCUREMENT'. At the bottom right, the date 'Nov 07, 2024' and location 'Martin L. King Jr Sports Pavilion - 770 Park Ave, El Centro, CA 92243' are listed, along with a note that light refreshments will be served.

SBDC **APEX** **WOMEN'S BUSINESS CENTER** **SMC** **SBA**

SMALL BUSINESS EXPO IV 2024

TRANSFORM YOUR ENTREPRENEURIAL JOURNEY BY LEVERAGING LOCAL OPPORTUNITIES FOR BUSINESS SUCCESS

DISCUSSIONS & INSIGHTS

SUPPORT & LENDING
Get to know your small business resource centers and specialized lenders

NETWORKING
Meet key entities and others in the regional small business community

PROCUREMENT
Learn about government contracting opportunities

Nov 07, 2024
Start from 8:30AM - 12:30PM

Martin L. King Jr Sports Pavilion - 770 Park Ave, El Centro, CA 92243

Light refreshments will be served

Register at: <https://sdcoc.ecenterdirect.com/events/>

In-Person

In Person: Doing Business With San Diego Unified School District (SDUSD)

Tuesday, November 19

2:00-4:00pm



Register at: <https://sdcoc.ecenterdirect.com/events/>

Connect with APEX

Website: apexsocial.org

Social Media: [@apexsocialorg](https://www.instagram.com/apexsocialorg)



Sign up for Business Counseling

- In San Diego, Orange, and Imperial Counties:
<https://sdcoc.ecenterdirect.com/signup>
- If already a client, request an appointment at:
swcapexsocial@swccd.edu
- If located elsewhere, please locate a center:
<https://www.aptac-us.org/find-a-ptac/?state=#>

Must Fill Out Application

Information

📅 Training Events

Thank you for your interest in our program's services!

Please note: Our services are limited to provide assistance to small businesses with offices located within San Diego/Orange/Imperial Counties, to locate a center in your area please visit <http://www.aptac-us.org/find-a-ptac/>

To begin, please enter your e-mail address and name below. If you already have an eCenter login account, please enter your e-mail address and password above.

Thank you for your patience!

New Account

First name:

Last name:

Email:

Password:

Please note that other programs, such as SBDCs, WBCs, etc., use similar intake applications. The data is not shared within programs; each program requires an intake.

<https://sdcoc.ecenterdirect.com/signup>

Any
Questions?





Thank you for Attending!

Mike Sabellico

Regional Director

San Diego, Orange, Imperial APEX Accelerator

msabellico@swccd.edu



NOTE: Recording & Power Point will be sent this afternoon

ACDBE Program & Certification

Presented by Christine Pham
10/21/24

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 and 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:

- 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.
- 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/ Suppliers to Car Rental Companies (e.g. 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 following 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

CALIFORNIA DEPARTMENT OF TRANSPORTATION (CALTRANS)

Office of Business Economic Opportunity

(916) 324-1700

Email: DBE.Certification@dot.ca.gov

City of Los Angeles

(213) 847-2684

Email: bca.certifications@lacity.org

Los Angeles County Metropolitan Transportation Authority (METRO)

(213) 922-2600

Email: 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

San Mateo County Transit 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 \$2.047 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 <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 3 years gross annual receipts does not exceed \$30.72 million <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 5 years gross annual receipts does not exceed SBA's size standard of \$56.42 million <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>



Maintaining Your Certification

- Must submit annual Declaration of Eligibility (DOE) with gross receipts documentation to Jurisdiction of Original Certification (JOC) on anniversary date of ACDBE/DBE's original certification
- Submit business changes to your JOC (E.g. business sold, ownership, personal net worth exceeds \$2.047 million)
- Keep certification and profile up-to-date
 - Contacts, email, phone, address, website and NAICS codes) on California Unified Certification Program Certification Portal and communicate with your certifying agency



Helpful Tips After You're Certified

- To receive solicitation notifications on San Diego Airport opportunities register your firm on Airport vendor portal 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

- 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 header includes the authority's name and 'Vendor Portal'. There are four main menu items:

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

Contact Information

Small Business Development Department
San Diego International Airport
Small Business Development
website: www.san.org/smallbusiness
619-400-2568
SBD@san.org

Craig Ruiz
Manager, Small Business Development
San Diego International Airport
619-400-2565
CRuiz@san.org

Christine Pham
Program Manager, Small Business Development
San Diego International Airport
619-400-2569
CPham@san.org

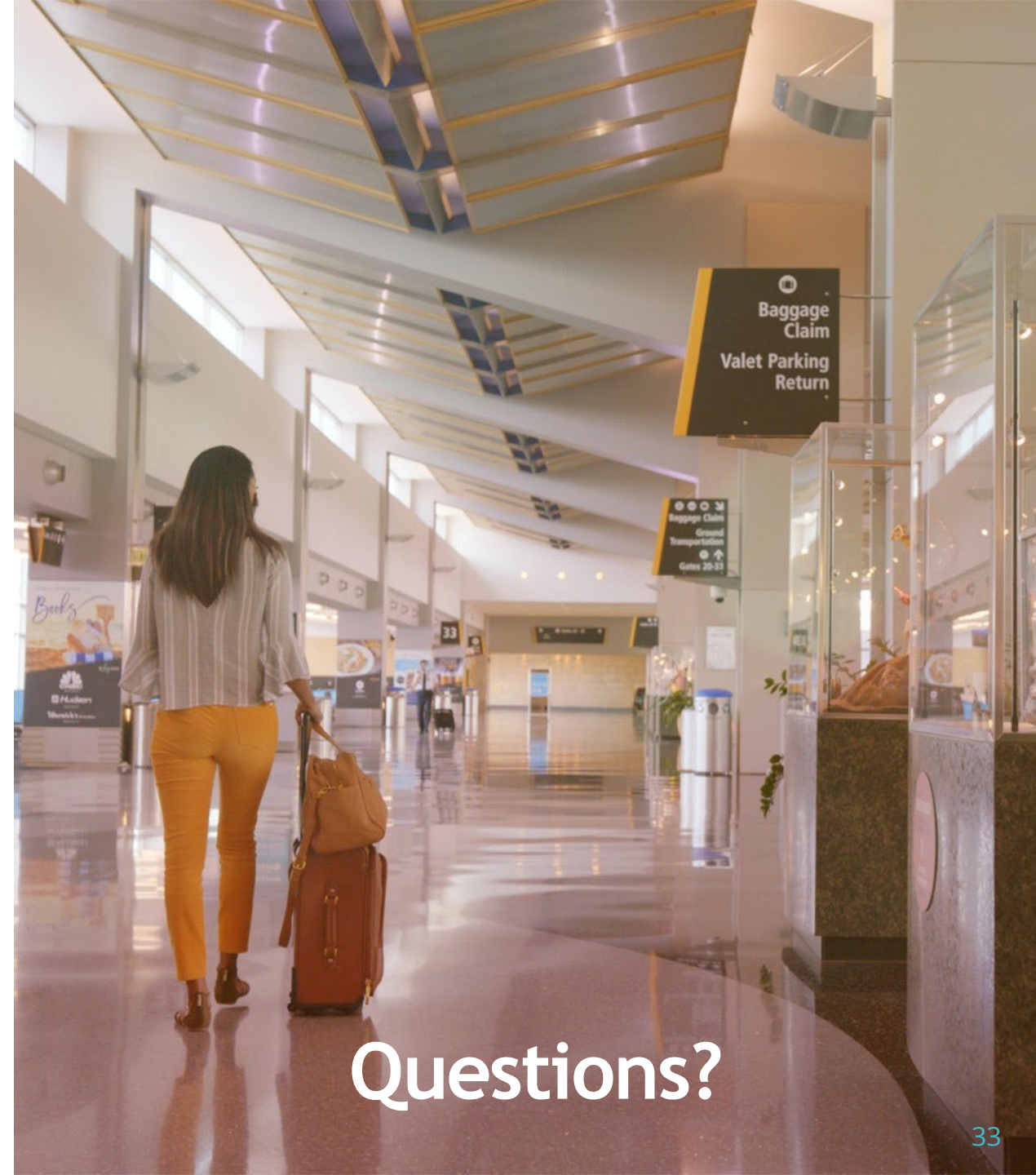
IMPORTANT WEBSITES:

San Diego Airport ACDBE/DBE Certification Portal: www.san.gob2g.com

California Unified Certification Program ACDBE/DBE Directory:
www.californiaucp.dbesystem.com

FAA National Certified ACDBE Directory: <https://faa.dbesystem.com/>

San Diego International Airport Vendor Portal: www.san.org/business



Questions?



ABG Supplier Diversity

**Presenters:
Carl Warren & Ishmael Fernandez**



PROCUREMENT
DRIVEN - TOGETHER

Agenda

- Supplier Diversity Overview
- Avis Budget Group Commitments
- Avis Budget Group Rental Car NAICS Codes for Goods/Services Needed
- Supplier Diversity Participation Steps/Contacts

Supplier Diversity Overview

Spend	2023
Total Diversity spend	5.7B
MBE (Minority Business Enterprise)	5.5B
WBE (Women's Business Enterprise)	86M

One of the top achievements of 2023



Memberships & Sponsorship



WBENC
NATIONAL CONFERENCE
AMPLIFY
 2024 WBENC National Conference Sponsor



BEST OF THE DECADE
Avis Budget Group Inc.

Supplier Diversity Team leader
Yvonne Lee, senior manager, procurement

Company Executive Champion for Supplier Diversity Program
Matt Hew Flaherty, head of procurement

Supplier Diversity Team Members
Sophy Peruzzato

How old is your supplier diversity program?
 27 years

Tell us, in 200 words or less, a bit about your supplier diversity program and why it has been successful.
 Avis Budget Group's (ABG) supplier diversity programs to promote compliance and business opportunities for disabled, minority and women-owned enterprises (ACDM/WBEs), fostering effective corporate relationships. The program identifies and certifies business entities as bona fide ACDM/WBEs, assists in developing diversity purchasing programs and maintains an inclusive ACDM/WBE supplier directory. ABG actively advertises in minority trade journals, attends relevant events and supports ACDM/WBEs in various critical areas such as automobile purchases, repairs, towing, advertising, printing, security and more. Today, the world headquarters fleet acquisition unit facilitates the identification and engagement of minority and women-owned automobile dealerships for fleet vehicle purchases. ABG remains committed to the participation of minorities and women in all aspects of its corporate business.

What are some best practices that will make supplier diversity programs better?
 Implementing proactive measures and

What is the biggest challenge for supplier diversity's continued growth and development?
 The primary challenge for the ongoing growth and development of supplier diversity lies in the identification of available suppliers who meet the qualification criteria. It can often prove challenging to locate suppliers capable of meeting the highly specific criteria required to become a supplier for a large organization like Avis Budget Group. Consequently, the task of finding qualified suppliers is a continuous effort for us.

How important is a third-party supplier certification – such as the National Minority Supplier Development Council Inc. (NMSDC) and the Women's Business Enterprise National Council (WBENC) – to your supplier diversity program?
 At Avis Budget Group, we prioritize certified ACDM/WBE/MSB suppliers when identifying potential suppliers. Our commitment to supplier diversity means that, when we encounter a supplier who meets our criteria and holds the appropriate certification, we proactively engage with them before considering non-certified firms. By emphasizing the significance of certification, we ensure that our supplier diversity program aligns with our objective of fostering strong partnerships with certified diverse businesses.

How have supplier diversity programs impacted minority and women-owned businesses and their respective communities?
 One of the primary advantages of a supplier diversity program is the promotion of success among diverse firms. ABG firmly believes in the responsibility of major corporations to direct business opportunities towards disadvantaged, minority and women-owned businesses. By facilitating their integration into the mainstream economy, these programs contribute to the economic strengthening of the disadvantaged business community. This, in turn, fosters overall economic growth within the communities where ABG operates.

TO LEARN MORE ABOUT AVIS BUDGET GROUP'S SUPPLIER DIVERSITY PROGRAM, VISIT AVISBUDGETGROUP.COM/SUPPLIERDIVERSITY.

Presented By
MBNUSA & **WE USA**
 MINORITY & MULTICULTURAL BUSINESS NEWS | WOMEN'S ENTERPRISE

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Avis Budget commitments

Sustainability

Supplier Diversity Commitment

ABG supports disadvantaged, minority, women-owned, and small businesses, with a target of reaching \$10 billion in diverse spending by 2030

Inclusive Investment

ABG spent \$5.7B in 2023 on diverse suppliers, earning recognition for their inclusive approach

Role Model for Inclusion

ABG's outstanding supplier diversity program sets high standards, promoting inclusivity in the transportation industry

ESG

Advancing ESG Strategies

ABG aims for a 30% greenhouse gas emissions reduction by 2030, advancing environmental, social, and governance (ESG) strategies.

Global Sustainable Transportation

ABG dedicates to global sustainable transportation, implementing electric vehicles and collaborating with innovative partners.

Diverse Suppliers' Crucial Role

Diverse suppliers play a crucial role in ABG's expansion of electric infrastructure, actively involved in EV charging stations at Houston's George Bush International Airport (IAH).

Perceptions of diverse suppliers

Strengthening Supply Chain

ABG values diverse supplier purchases to improve the supply chain and exceed customer expectations.

Supplier Diversity Portal

ABG's portal allows direct entry of information, facilitating connections with local diverse businesses and providing immediate bidding opportunities.

Commitment to Inclusivity

ABG actively supports diverse suppliers, striving for continuous improvement in fostering inclusivity and accommodation

ABG Rental Car NAICS Codes

Codes	NAICS Code Description
236220	Door Maintenance
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	HVAC Maintenance
238220	Backflow Testing
238220	HVAC Maintenance
238220	Plumbing
238290	Elevator Maintenance
323111	Signs
323111	Printing
323111	Signage (Install only)
325992	Copier/Printer Toner Cartridges
333911	Fuel Maintenance
334220	GPS
334290	Alarm System Central Monitoring
337125	Car seats, infant (except metal), manufacturing
339113	Surgical Appliance & Supplies Manufacturing (PPE)
423110	Automobile Parts and Repairs
423120	Auto Parts
423130	Tire and Tube Merchant Wholesalers
423140	Motor Vehicle Parts (Used) Merchant Wholesalers
423840	Chemical Cleaners
423850	Car Wash Maintenance and Equipment
423850	Car Wash Supplies
423850	Janitorial Equipment & Supplies
423850	Car Wash Maintenance
423850	Cleaning Supplies (Auto related)
423990	Fire Safety (Extinguishers)
424120	Office Supplies
424210	First Aid
424720	Fuel/Oil/Energy - Motor Oil

Codes	NAICS Code Description
425120	Uniforms
441110	New Car Dealers
441310	Automotive Parts and Accessories Stores
441320	Tire Dealers
454310	Fuel Dealers
454390	Coffee-break service providers, direct selling
484230	Auto Transport
488410	Motor Vehicle Towing
492210	Local Messengers and Local Delivery
524210	Insurance
531390	Management Company
532210	Equipment Rental (GPS)
541110	Legal Services
541890	Sign Repair
561320	Temporary Help Services
561491	Asset Recovery
561510	Travel Services
561612	Security
561621	Security Systems Services (except Locksmiths)
561622	Locksmith Services
561622	Keys/Locks (Auto keys)
561710	Pest Control
561720	Janitorial Services
561730	Grounds Maintenance - Snowplow
562111	Trash Removal and Recycling
621999	Drug Testing
811121	Auto Body Repair
811122	Auto Glass Replacement Shops / Windshield - Rock Chip Repair
811191	Automotive Oil Change and Lubrication Shops
811192	Automotive Detailing
811192	Car Seat Cleaning
811192	Car Washes
812331	Uniforms / Uniform Cleaning
812332	Industrial Launderers (Uniform Rental)

Supplier Diversity Participation Steps

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

URL: <https://avis.starssmp.com/>

2. Contact Supplier Diversity Team below

Jim Akers: Jim.Akers@avisbudget.com

VP of Supplier Diversity & Procurement

Yvonne Lee: Yvonne.lee@avisbudget.com

Supplier Diversity Leader & Sr. Manager, Procurement

Sydney Peruzzato: Sydney.Peruzzato@avisbudget.com

Supplier Diversity & Procurement Analyst

3. What We Buy*

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 complete NAICS information, please refer to the NAICS Codes on slide #5

Airport Rental Car Supplier Diversity Outreach



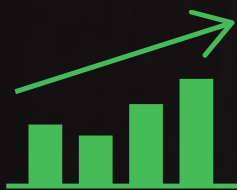
San Diego International Airport

Mitchell Prickett

Property Development & Facilities Manager
Mitchell.P.Prickett@em.com



Enterprise Mobility at a Glance



\$35B

Global FY23 Revenue*



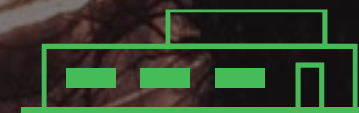
90K+

Global Team Members*



90+

Countries & Territories**



9.5K+

Global Rental Branches**



Investment Grade

U.S. Investment Grade Car
Rental Company



7TH

America's 7th Largest
Private Company
according to Forbes



2.3M+

Global Fleet Size*



300+

Makes & Models*

* includes Operating Groups and Enterprise Fleet Management. ** includes Operating Groups and Franchises



Enterprise Mobility™



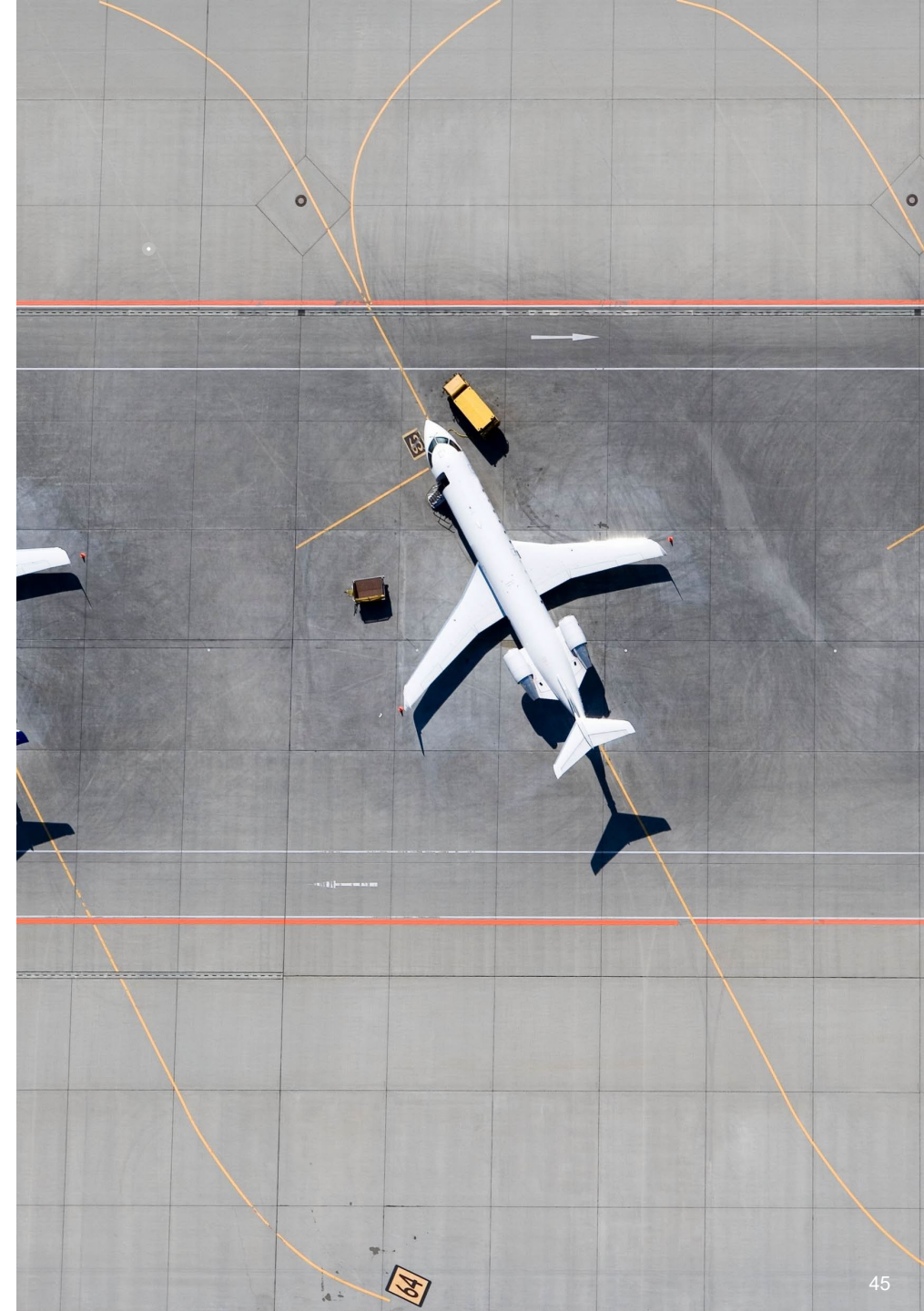
Local Commitment

- Management
- Purchasing Decisions
- Outreach Events
- Measurement and Evaluation



Opportunities at airports (by NAICS Codes)

- **Appliance repair/maintenance- 811412**
- **Auto repair- 811111, 488320, 423120, 811198, 441330, 811114**
- **Car wash- 811192**
- **Fuel- 424720, 424710, 457120, 457210**
- **Glass- 811122**
- **Janitorial- 561720**
- **Locksmiths- 561622**
- **Office supplies- 459410**
- **Oil change vendors- 811191**
- **Parking lots- 812930**
- **Roadside towing- 488410**
- **Security- 561612, 561621**
- **Shuttle services- 485999**
- **Signs- 339950**
- **Tires- 441340, 423130**



Supplier Diversity

Over \$4 billion in diverse and small business spend in calendar year 2023 ([2023 ESG Report](#))

Currently Corporate Members of five different U.S. based NGOs (Non-Government Organizations)

NMSDC (National Minority Supplier Diversity Council)

WBENC (Women's Business Enterprise National Council)

AMAC (Airport Minority Advisory Council) *AMAC Foundation Board Member

NGLCC (National Gay Lesbian Chamber of Commerce)

NVBDC (National Veteran's Business Development Council)

ACDBE Program

- Supplier Diversity Manager is ACDBE Corporate liaison
- Use our partnerships with NGOs as resources to create more ACDBE certified businesses
- Goal is to help businesses scale beyond graduating from ACDBE
- Tier 2 strategy implemented to help drive more certified businesses to the table and scale through joint ventures



Questions?





Supplier Diversity Day Outreach Networking Event

Agenda

- Our Commitment
- What we buy and how
- Doing business with Hertz -Procurement process
- 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 ACDBE 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):

- Building Services, Facilities Maintenance and Repair
- Car Wash and Detailing
- Child Car Seat Sales, Disposal and Destruction
- Damage Repairs and Body Shops - Collision
- Fleet Maintenance - Mechanical
- Fleet Reconditioning Services
- Fleet Transportation, Carrier, Trucking Services
- Fuel Supply and Distribution
- Glass ADAS Calibration, Windshield Repairs
- Janitorial and Cleaning Chemical Supplies
- Third-Party Labor and Transportation
- Tire Rotation
- Towing and Impound Recovery Services



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)

Hertz Supplier Diversity Contacts

Joshua Blum
Vice President Real Estate & Concessions
jblum@hertz.com

Stephanie Hampton
Supplier Diversity Manager
SupplierDiversity@hertz.com

Emmanuel Dzoagbe (Mani)
Category Director & Supplier Diversity Director
SupplierDiversity@hertz.com



2024 Airport Rental Car Supplier Diversity Outreach



A SUBSIDIARY OF  Europcar
Mobility
Group



ABOUT US

As part of Europcar Mobility Group, global provider of mobility solutions, Fox Rent A Car is a benchmark for low-cost leisure car rental in the United States and around the world.

Focused on serving the budget-conscious airport travelers, Fox is positioned well in an industry where price is key. Fox currently operates 26 corporate locations across the United States including the world's largest rental car markets of Orlando, Las Vegas, Miami, and Los Angeles.

OUR COMMITMENT

We promote diversity by collaborating with underrepresented groups and seeking out diversity suppliers in our procurement process. This approach brings a wider range of ideas and innovations to our supply chain.

COMPANY OVERVIEW

We've been a part of the most significant investments in the US car rental market over the previous four years.



01

OVER 30+ YEARS OLD

Fox was founded in 1989 by 3 partners, in Los Angeles, CA.

02

OWNED BY EUROPE'S LARGEST

Acquired in 2019 by Europcar Mobility Group, who operates the Europcar brand with 26% market share in Europe.

03

STEADY GROWTH

Grown continuously with strategies to grow market share and expand geographically.

04

ACQUIRED BY AUTO MANUFACTURER

Europcar Mobility Group was acquired by Volkswagen led consortium in 2022.

SERVICES UTILIZED

- Key Replacement
- Motor Vehicle Towing
- Auto Repair & Maintenance
- Auto Glass Replacement
- Detailing services
- Child car seats
- Automotive Parts
- Motor Vehicle Towing
- Automotive Lubrication Shops
- Tires
- Landscaping
- Facilities Maintenance

PROCESS FOR BECOMING A VENDOR



1. Please contact our Purchasing Director:
 - Billie Ketchum
 - bketchum@foxrentacar.com
2. The procurement process requires vendors to provide the following:
 - Service Agreement
 - W-9
 - ACH Forms
 - Certificate of Insurance
 - ACDBE Certification

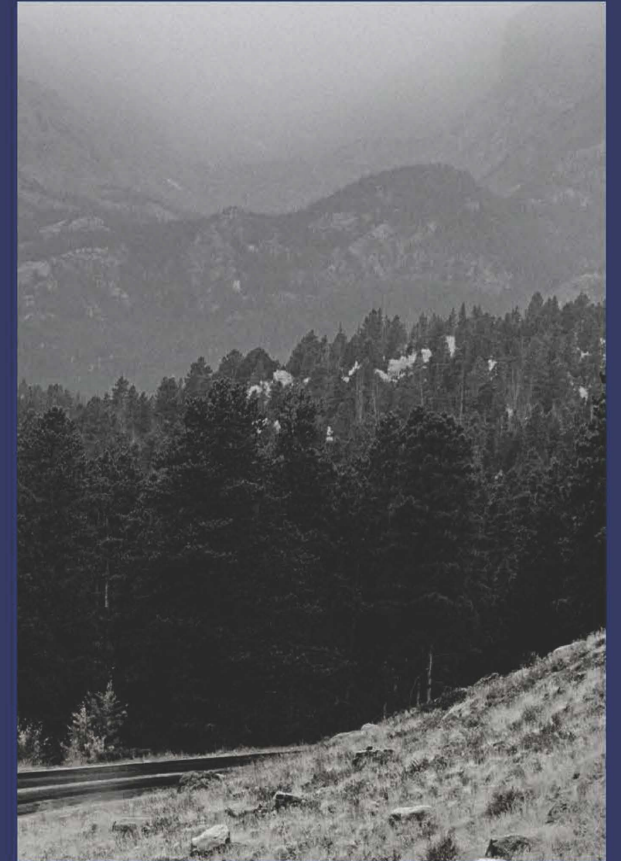
A grayscale image of a purchase order form with a torn edge. The text "PURCHASE ORDER" is prominently displayed in large, bold, uppercase letters. Below it, the word "SUPPLIER" is visible in a smaller font, enclosed in a rectangular box.

PURCHASE ORDER

SUPPLIER



THANK YOU
ANY QUESTIONS?





SAN - Airport Point of Contact

Shawn Hack
Shawn.hack@rocketmail.com
619-865-0171

NAICS Services/Commodities

Goods & Services	NAICS
Administrative management and general management consulting services	541611
All other automotive repair and maintenance	811198
Automotive body, paint, and interior repair and maintenance	811121
Automotive exhaust system repair	811112
Automotive glass replacement shops	811122
Automotive parts and accessories stores	441310
Car washes	811192
Carpet and upholstery cleaning services	561740
Commercial printing (except screen and books)	323111
Computer and computer peripheral equipment and software merchant wholesalers	423430
Consumer electronics repair and maintenance	811211
Couriers and express delivery services	492110
Electrical contractors and other wiring installation contractors	238210
General automotive repair	811111
Hazardous waste treatment and disposal	562211

Goods & Services	NAICS
Insurance agencies and brokerages	524210
Motor vehicle supplies and new parts merchant wholesalers	423120
Motor vehicle towing	488410
Office supplies and stationery stores	453210
Offices of certified public accountants	541211
Passenger car leasing (specifically automotive and equipment leasing)	532112
Petroleum and petroleum products merchant wholesalers (except bulk stations and terminals)	424720
Radio and television broadcasting and wireless communications equipment manufacturing	334220
Repossession services	561491
Tire and tube merchant wholesalers	423130
Truck, utility trailer, and RV rental and leasing	532120

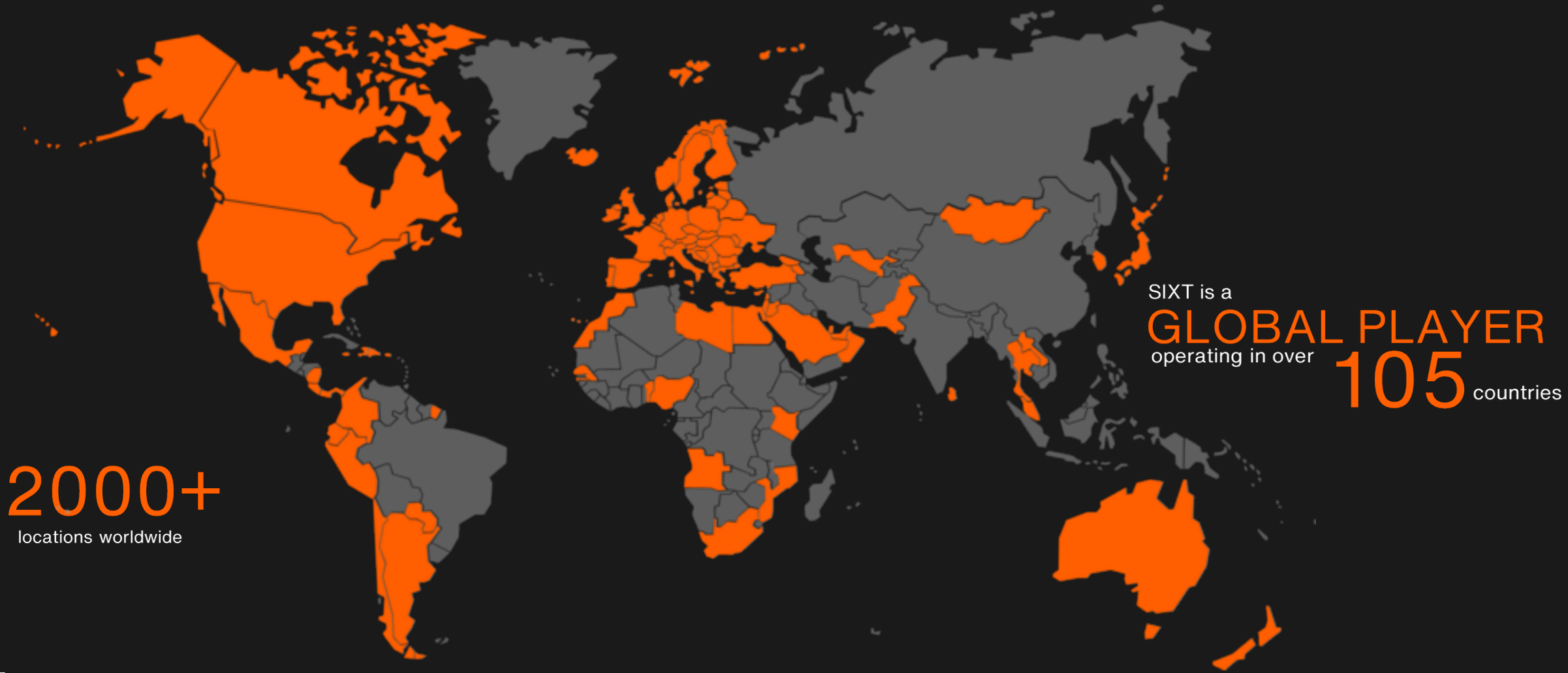


INTRODUCTION TO SIXT US

ACDBE VENDOR CERTIFICATION PROCESS

AUGUST 2023

SIXT OPERATES IN OVER 105 COUNTRIES



2000+
locations worldwide

SIXT is a
GLOBAL PLAYER
operating in over
105 countries

THE HISTORY OF SIXT



1960s
One of the first car-leasing companies is created by Erich Sixt



1976
Regine Sixt joins the company



2009
Alexander and Konstantin Sixt join the family business



2021
Alexander and Konstantin Sixt take over the company



2008
SIXT is the first car rental company in the world that enables booking via iPhone



2019
ONE Launch: SIXT becomes an integrated mobility service provider

60s

70s

80s

90s

2010

2020

1977
the company has branches at every major German airport

1990
SIXT is Germany's biggest car rental with more than 1,500 employees and over 1,000 branches

1970
SIXT adds vans and trucks to the fleet



2011
SIXT enters USA



2011
Foundation of DriveNow

2016
Internationalisation of DriveNow



SIXT USA NETWORK IS CONSTANTLY GROWING: AVAILABILITY IN 43 AIRPORTS AND OVER 50 DOWNTOWN LOCATIONS

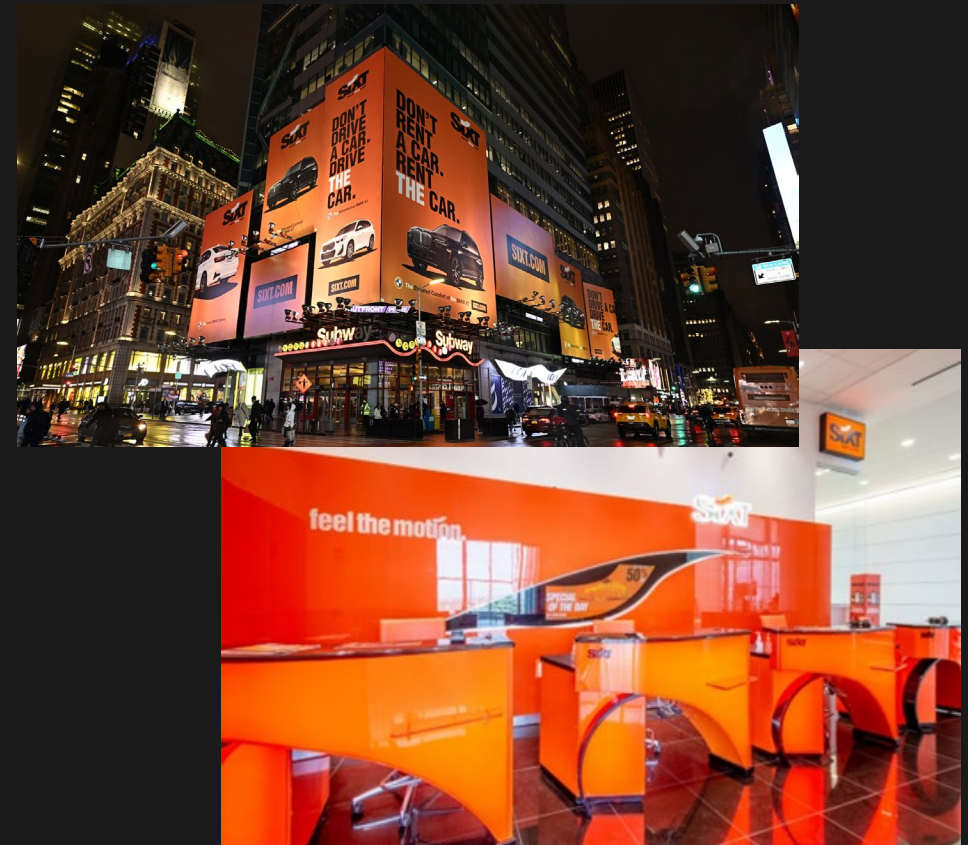


SIXT US AIRPORT NETWORK

Since 2011, SIXT USA has opened more than 100 locations in 21 states, including 43 airport locations:

ALBUQUERQUE AIRPORT (ABQ)
ASPEN AIRPORT (ASE)
ATLANTA AIRPORT (ATL)
BALTIMORE (BWI)
BOSTON AIRPORT (BOS)
CHARLOTTE AIRPORT (CLT)
CHICAGO AIRPORT (ORD)
CINCINNATI AIRPORT (CVG)
DALLAS AIRPORT (DFW)
DENVER AIRPORT (DEN)
EAGLE VAIL AIRPORT (EGE)
FORT LAUDERDALE AIRPORT (FLL)
FORT MYERS AIRPORT (RSW)
HICKAM AFB (HIK)
HONOLULU AIRPORT (HNL)
HOUSTON AIRPORT (IAH)
INDIANAPOLIS AIRPORT (IND)
JACKSONVILLE (JAX)
KAHULUI AIRPORT (OGG)
LAS VEGAS AIRPORT (LAS)
LIHUE AIRPORT (LIH)

LOS ANGELES AIRPORT (LAX)
MIAMI AIRPORT (MIA)
MINNEAPOLIS AIRPORT (MSP)
NASHVILLE AIRPORT (BNA)
NEW YORK LA GUARDIA AIRPORT (LGA)
NEW YORK JOHN F. KENNEDY AIRPORT (JFK)
NEWARK AIRPORT (EWR)
ORLANDO AIRPORT (MCO)
PALM BEACH AIRPORT (PBI)
PHILADELPHIA AIRPORT (PHL)
PHOENIX AIRPORT (PHX)
PITTSBURGH AIRPORT (PIT)
PORTLAND AIRPORT (PDX)
SAN ANTONIO AIRPORT (SAT)
SAN DIEGO AIRPORT (SAN)
SAN FRANCISCO AIRPORT (SFO)
SAN JOSE AIRPORT (SJC)
SEATTLE-TACOMA AIRPORT (SEA)
TAMPA AIRPORT (TPA)
WASHINGTON DULLES AIRPORT (IAD)
WASHINGTON NATIONAL AIRPORT (DCA)



PRODUCTS AND SERVICES PURCHASED LOCALLY

AUTO PARTS

CAR WASH REPAIR & MAINTENANCE SERVICES

CHILD SEATS

DRIVER/SERVICE AGENT STAFFING

FACILITIES MAINTENANCE & CONSTRUCTION

GATE REPAIRS

JANITORIAL SERVICES

LOCKSMITH

LANDSCAPING

PLUMBING

MOBILE PAINT LESS REPAIRS/WHEEL REPAIRS

MINOR AUTO REPAIRS

OFFICE SUPPLIES

PEST CONTROL

PLUMBING

TIRES

TOWING & ROADSIDE ASSISTANCE VENDORS

VEHICLE DETAILING

PROCESS FOR BECOMING A CERTIFIED VENDOR

➤ Must provide W-9, ACH form, and Certificate of Insurance

➤ ACDBE Certification, if applicable

W-9 Request for Taxpayer Identification Number and Certification

Form 1041-0101
Department of the Treasury
Internal Revenue Service

Go to www.irs.gov/Form990 for instructions and the latest information.

Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Business name/denigrated entity name, if different from above

Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

Individual sole proprietor or single-member LLC
Corporation
S Corporation
Partnership
Trust/estate
Limited liability company (Enter the tax classification [C-C corporation, S-S corporation, P-Partnership])

Exemptions (provide only to certain entities, not individuals; see instructions on page 10)
Example: payee code (if any)

Exemption from FATCA reporting code (if any)

Other (see instructions)

Address (number, street, and apt. or suite no.) (see instructions)

City, state, and ZIP code

List account number(s) (see instructions)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see how to get a TIN, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see What Name and Number To Give the Requester for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any), indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign this certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person Data

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/form990.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN). To report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-G (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-B (proceeds from real estate transactions)
- Form 1099-K (merchant card and third-party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-A (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you may be subject to backup withholding. See What Is Backup Withholding, later.

Cat. No. 10291X Form **W-9** (Rev. 10-2018)

SIXT
rent a car

ACH Bank Information
(Automated Clearing House)

Bank Institution Name _____

Name on Bank Account _____

Account Number _____

Routing Number (ACH, Paper or Electronic) _____

Company Name _____

Email for Payment Remittance Advice _____ Phone Number _____

Net 30 _____

Date _____ Terms _____

Signed Authorization _____

Questions, please contact Accounts Payable
Phone: 1-888-942-7498 ext. 6039
Email accounts.payable-us@sixt.com
Fax: 954-333-3976

Please note, this information is only used to process payments
+Sixt is not liable or responsible for any incorrect information provided by Vendor to Sixt on this form

Example Certificate of Liability Insurance (COI)

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE ON PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER: CONTACT: NAME: ADDRESS: PHONE: FAX: POLICY NO. TAX ID NO.

INSURED: INSURER A: INSURER B: INSURER C: INSURER D: INSURER E:

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED, NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN. THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

LINE	TYPE OF INSURANCE	INSURED	POLICY NUMBER	POLICY EFF. DATE	POLICY EXPI. DATE	LIMITS
1	GENERAL LIABILITY	CL AMB-WIDE	OCUJAH			EACH OCCURRENCE \$ AGGREGATE \$
2	PRODUCTS/COMPLETED OPERATIONS					EACH OCCURRENCE \$ AGGREGATE \$
3	PERSONAL AND AUTO LIABILITY					EACH OCCURRENCE \$ AGGREGATE \$
4	UMWRELLA LIABILITY					EACH OCCURRENCE \$ AGGREGATE \$
5	NON-OWNED/LESSEE AUTOMOBILE LIABILITY					EACH OCCURRENCE \$ AGGREGATE \$
6	WORKERS COMPENSATION AND EMPLOYERS LIABILITY					EACH ACCIDENT \$ AGGREGATE \$
7	PROPERTY DAMAGE					EACH OCCURRENCE \$ AGGREGATE \$
8	ADDITIONAL COVERAGES					EACH OCCURRENCE \$ AGGREGATE \$

DESCRIPTION OF OPERATIONS (LOCATIONS/VEHICLES (check ACCORD HERE, Additional Remarks Schedule, if more space is required):

CERTIFICATE HOLDER: CANCELLATION: SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE:

QUESTIONS?

PLEASE REACH OUT TO US AT AIRPORTRELATIONS-US@SIXT.COM

LOCAL CONTACTS:

MARIA VIGIL (858)-226-6302 – MARIA.VIGIL@SIXT.COM

OLIVER GENE0 (973)-847-3745 – OLIVER.GENE0@SIXT.COM

THANK YOU!





Conrac Solutions



SAN Supplier Diversity Event
8/29/2023



Conrac Solutions

Conrac Solutions Facilities Map

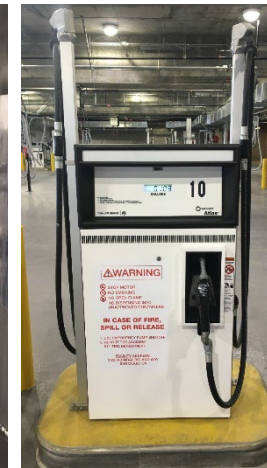
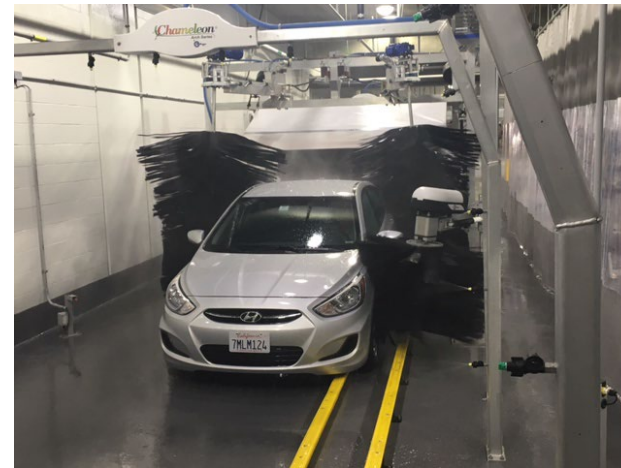
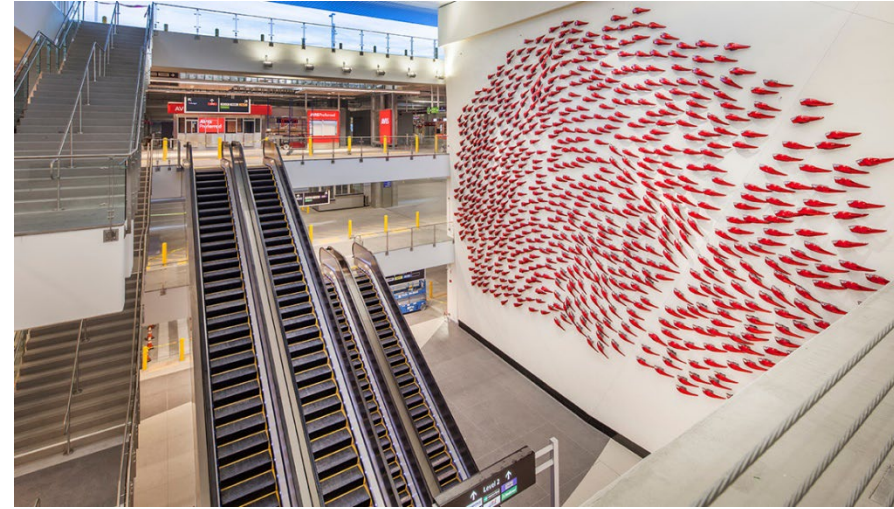


SAN Conrac



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



Questions?

Please Share With Us Your Feedback

**Scan QR or go to link to
complete short survey**

Event Survey:

<https://forms.office.com/r/P1ZGB6LaXH>



Thank You





EXHIBITOR NETWORKING IN LOBBY