



# HOUSTON AIRPORT SYSTEM



## AIRPORT RENTAL CAR SUPPLIER DIVERSITY OUTREACH DAY

August 29, 2023





# Agenda



- Welcome and Introductions
  - Event Purpose
  - Rental Car Companies & ACDBE Opportunities
    - Avis Budget Group
    - Enterprise Holdings
    - Hertz
    - SIXT
  - Federal Aviation Administration (FAA) Live Stream Webinar
  - Texas Unified Certification Program for ACDBEs
  - Questions & Answers
  - Break
  - Exhibits and One-on-One Appointments (HAS/Rental Cars and Rental Cars/Small Business)
  - Closing Remarks
- Rosie Pierce  
Chuck Brown  
Jeff Berlinsky  
Matthew Keaton



# Welcome and Introductions



**Liliana Rambo**  
Chief Terminal Management Officer  
Terminal Management  
Houston Airport System



**Marsha Murray**  
Director  
Office of Business Opportunity  
City of Houston



## Event Purpose



- Increase ACDBE Participation in Rental Car goods and services at each HAS airport to include IAH and HOU.
- Provide opportunities to connect Houston market area certified ACDBE businesses with rental car company officers and influencers that procure goods and services on behalf of their companies.
- Provide up to date information on the USDOT ACDBE Program, certification eligibility requirements and the business certification process to increase the number of ready, willing and able ACDBEs in the Texas Unified Certification Program State Directory.



# Rental Car Companies & ACDBE Opportunities



avis budget group

Alamo

Hertz

SIXT

enterprise

dollar.  
CAR RENTAL

National.

Thrifty  
CAR RENTAL



## Avis Budget Group



avis budget group



# 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

<b>3</b> 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

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)





Enterprise Holdings, Inc.



# ENTERPRISE HOLDINGS, LLC



# Airport Rental Car Supplier Diversity Outreach

August 29, 2023

## Chuck Brown

Group Property Development and Facilities Manager Houston

ENTERPRISE HOLDINGS™

Alamo

enterprise

National

# Enterprise Holdings- Summary

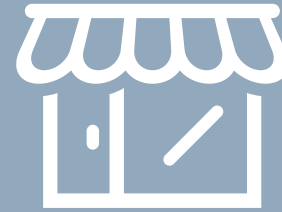
- **Founded in 1957 by Jack Taylor**
- **Leadership**
  - Chrissy Taylor, President & CEO



# 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



# Opportunities

- Automobile dealerships
- Automobile maintenance
- Automobile repair
- Construction
- Facilities maintenance
- Fuel
- Janitorial
- Transportation services
- Architects
- Engineers
- Trades



# 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

# At Your Service...

**Houston Texas Territory**

**Chuck Brown**

Group Property Development and Facilities Manager

[chuck.w.brown@ehi.com](mailto:chuck.w.brown@ehi.com)





# Supplier Diversity

In our network there is a place for everyone



# Hertz Dollar Thrifty





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

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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)

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

Tanya Piga  
Operations Manager  
[Tanya\\_pelli@hertz.com](mailto:Tanya_pelli@hertz.com)

Emmanuel "Mani" Dzoagbe  
Regional Procurement Director – Florida  
239-301-7827  
[Emmanuel.Dzoagbe@hertz.com](mailto:Emmanuel.Dzoagbe@hertz.com)



SixT



**SixT**

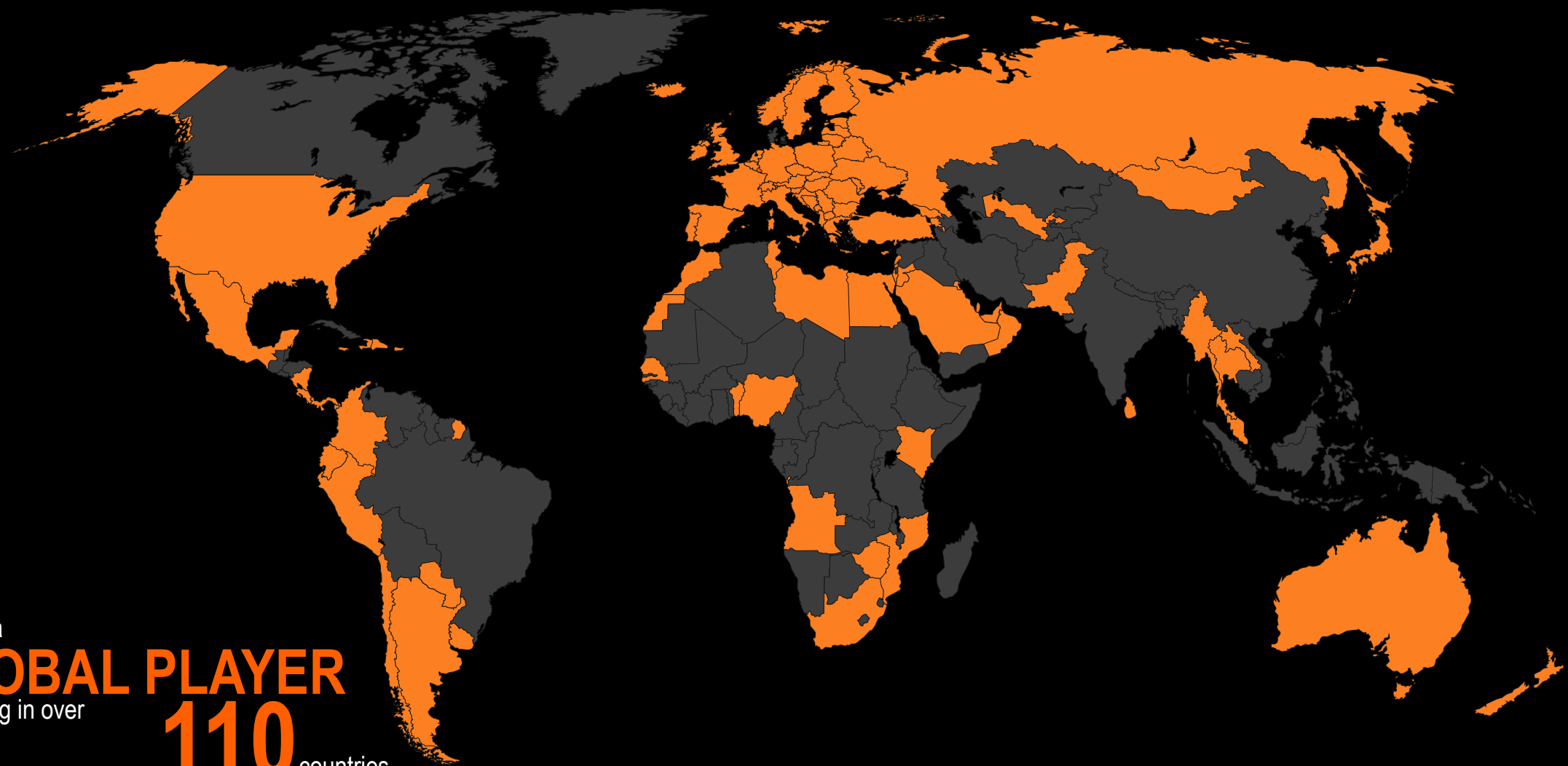


# Introduction to SIXT USA

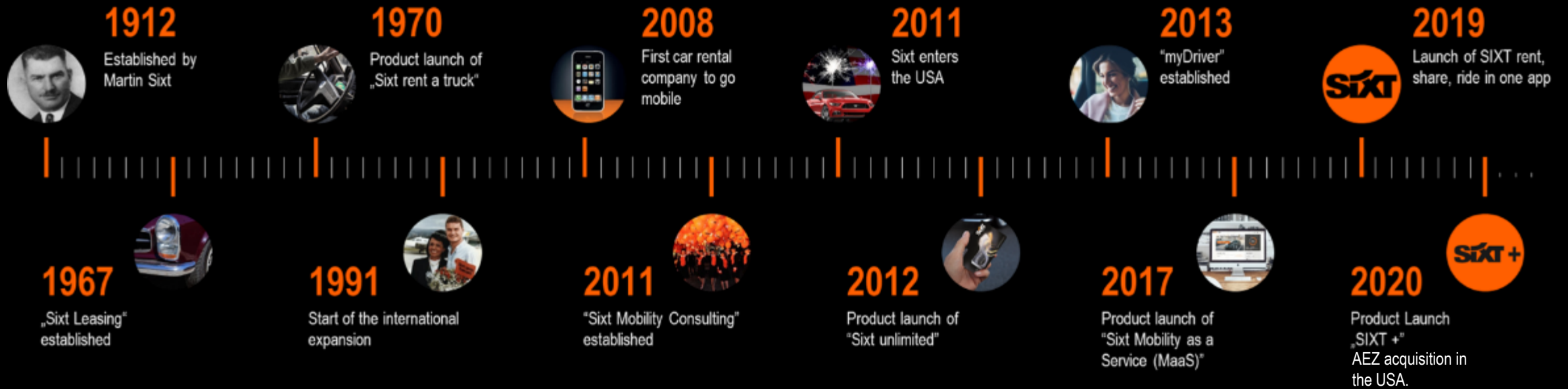


THE WORLD  
OF SIXT

SIXT is a  
**GLOBAL PLAYER**  
operating in over  
**110** countries



# THE HISTORY OF SIXT

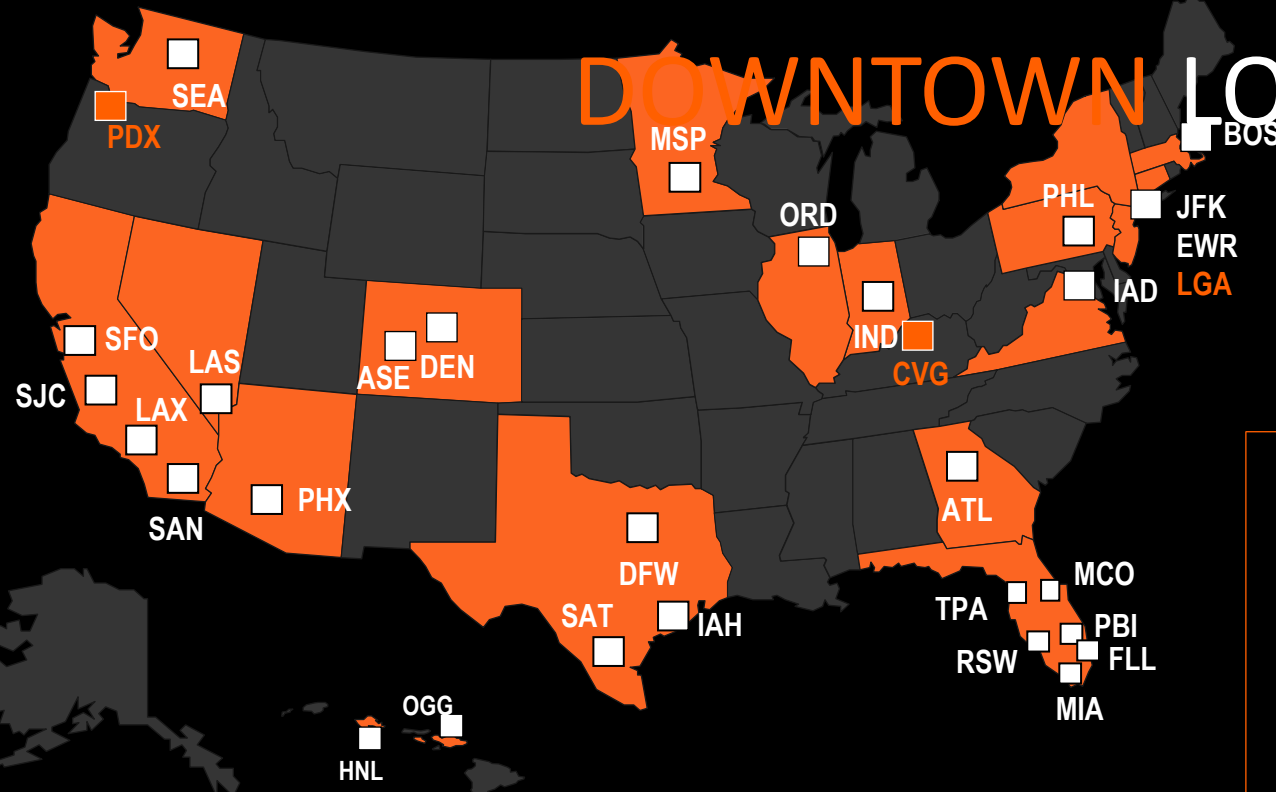


# SIXT USA NETWORK IS CONSTANTLY GROWING: AVAILABILITY IN 30 AIRPORTS AND OVER 50

## DOWNTOWN LOCATIONS

CURRENTLY SIXT HAS

**>80 LOCATIONS**  
IN THE US



### KEY FACTS ABOUT SIXT USA



- **14 new airport locations** in 2020 (9 on-airport moves, 5 new locations)
- Operating in **25 of the top 30 airports** (by car rental market volume; 3 more openings planned for 2021)
- **15% market share in MIA** (3<sup>rd</sup> largest car rental provider)

Current SIXT airport locations
  Planned openings

# SIXT USA AIRPORT NETWORK

Since 2011, SIXT USA has opened more than 80 locations in 18 states, including 30 airport locations:

- Aspen Airport (ASE)
- Atlanta Airport (ATL)
- Boston Airport (BOS)
- Chicago Airport (ORD)
- Dallas Airport (DFW)
- Denver Airport (DEN)
- Fort Lauderdale Airport (FLL)
- Fort Myers Airport (RSW)
- Honolulu Airport (HNL)
- Houston Airport (IAH)
- Indianapolis Airport (IND)
- Kahului Airport (OGG)
- Las Vegas Airport (LAS)
- Los Angeles Airport (LAX)
- Miami Airport (MIA)
- Minneapolis Airport (MSP)
- New York La Guardia Airport (LGA)
- New York John F. Kennedy Airport (JFK)
- Newark Airport (EWR)
- Orlando Airport (MCO)
- Philadelphia Airport (PHL)
- Phoenix Airport (PHX)
- 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)
- West Palm Beach Airport (PBI)





# PRODUCTS AND SERVICES PURCHASED LOCALLY

DRIVER/SERVICE AGENT STAFFING

MOBILE PAINT LESS REPAIRS/WHEEL REPAIRS

PEST CONTROL

TOWING & ROADSIDE ASSISTANCE VENDORS

GATE REPAIRS

LOCKSMITH

CHILD SEATS

FACILITIES MAINTENANCE & CONSTRUCTION

CAR WASH REPAIR & MAINTENANCE SERVICES

VEHICLE DETAILING

LANDSCAPING

PLUMBING

TIRES

MINOR AUTO REPAIRS

AUTO PARTS

OFFICE SUPPLIES

JANITORIAL SERVICES

# PROCESS FOR BECOMING A CERTIFIED VENDOR

- MUST PROVIDE W-9 AND ACH FORMS
- MUST PROVIDE CERTIFICATE OF INSURANCE
- ACDBE CERTIFICATION IF APPLICABLE

**Example**  
**Certificate of Liability Insurance (COI)**

DATE (MM/DD/YYYY)

**1** 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 OR PRODUCER, AND THE CERTIFICATE HOLDER.

**2** **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).

<b>PRODUCER</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="2"><b>CONTACT NAME:</b></td> </tr> <tr> <td><b>PHONE:</b></td> <td><b>FAX:</b></td> </tr> <tr> <td><b>(A/C No. Ext. #):</b></td> <td><b>(A/C. No.):</b></td> </tr> <tr> <td colspan="2"><b>E-MAIL:</b></td> </tr> <tr> <td colspan="2"><b>ADDRESS:</b></td> </tr> <tr> <td colspan="2" style="text-align: center;"><b>INSURER(S) AFFORDING COVERAGE</b></td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>NAIC #</b></td> </tr> </table>	<b>CONTACT NAME:</b>		<b>PHONE:</b>	<b>FAX:</b>	<b>(A/C No. Ext. #):</b>	<b>(A/C. No.):</b>	<b>E-MAIL:</b>		<b>ADDRESS:</b>		<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>	
<b>CONTACT NAME:</b>															
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<b>INSURER E:</b>															
<b>INSURER F:</b>															

**3** **COVERAGES**      **CERTIFICATE NUMBER:**      **REVISION NUMBER:**

**4** 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.

INSURER	TYPE OF INSURANCE	ADDL. DESCR.	POLICY NO.	POLICY EFF. DATE	POLICY EXP. DATE	LIMITS
<b>5</b>	<b>GENERAL LIABILITY</b>					EACH OCCURRENCE \$
	<input type="checkbox"/> COMMERCIAL GENERAL LIABILITY					DAMAGE TO RENTED PREMISES (EA occurrence)
	<input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR					MED-EXP (Any one person)
	<input type="checkbox"/> Broad Form Property Damage					PERSONAL & ADV INJURY
	<input type="checkbox"/> Blanket Contractual					GENERAL AGGREGATE
	<input type="checkbox"/> GENL. AGGREGATE LIMIT APPLIES PER:					PRODUCTS - COMP/OP AGG
	<input type="checkbox"/> POLICY <input type="checkbox"/> THIS <input type="checkbox"/> LOC					
	<b>AUTOMOBILE LIABILITY</b>					COMBINED SINGLE LIMIT (EA accident)
	<input type="checkbox"/> ANY AUTO					BODILY INJURY (Per person)
	<input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS <input type="checkbox"/> HIRED AUTOS					BODILY INJURY (Per accident)
					PROPERTY DAMAGE (Per accident)	
<input type="checkbox"/> UMBRELLA LIAB	<input type="checkbox"/> OCCUR				EACH OCCURRENCE \$	
<input type="checkbox"/> EXCESS LIAB	<input type="checkbox"/> CLAIMS-MADE				AGGREGATE \$	
<input type="checkbox"/> DEF. <input type="checkbox"/> RETENTION \$						
<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b>					WC STATUS - OTHER	
<input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE/OFFICER/MEMBER EXCLUDED? (Mandatory in WA)	<input type="checkbox"/> Y/N <input type="checkbox"/> N/A				E-EACH ACCIDENT \$	
If yes, describe under DESCRIPTION OF OPERATIONS below					E-E DISEASE - EA EMPLOYEE \$	
					E-E DISEASE - POLICY LIMIT \$	
<b>6</b> DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)						
<b>7</b> <b>CERTIFICATE HOLDER</b>				<b>8</b> <b>CANCELLATION</b>		
				<p><b>8</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.</p> <p><b>9</b> AUTHORIZED REPRESENTATIVE</p>		



Form **W-9**  
(Rev. October 2018)  
Department of the Treasury  
Internal Revenue Service

**Request for Taxpayer Identification Number and Certification**

Give Form to the requester. Do not send to the IRS.

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type. See specific instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.			
2 Business name/disregarded entity name, if different from above			
3 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.		4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):	
<input type="checkbox"/> Individual/sole proprietor or single-member LLC	<input type="checkbox"/> C Corporation	<input type="checkbox"/> S Corporation	Exempt payee code (if any) _____
<input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____	<input type="checkbox"/> Partnership		Exemption from FATCA reporting code (if any) _____
<small>Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</small>			
<input type="checkbox"/> Trust/estate		(Applies to accounts maintained outside the U.S.)	
<input type="checkbox"/> Other (see instructions) ▶ _____		Requester's name and address (optional)	
5 Address (number, street, and apt. or suite no.) See instructions.			
6 City, state, and ZIP code		7 List account number(s) here (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.

Social security number	
_ _  -  _ _  -  _ _ _ _	or
Employer identification number	
_ _ _  -  _ _ _ _ _ _	

**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:

1. 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
2. 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
3. I am a U.S. citizen or other U.S. person (defined below); and
4. 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 the certification, but you must provide your correct TIN. See the instructions for Part II, later.

**Sign Here**

Signature of U.S. person ▶

Date ▶

**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/FormW9](http://www.irs.gov/FormW9).

**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-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (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-C (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 might be subject to backup withholding. See *What Is Backup Withholding*, later.



**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 \_\_\_\_\_

Date \_\_\_\_\_

Payment Terms \_\_\_\_\_

Signed Authorization \_\_\_\_\_

Questions, please contact Accounts Payable

Phone: 1-888-942-7498 ext. 6039

Email [accountspayable-us@sixt.com](mailto:accountspayable-us@sixt.com)

Fax: 954-333-3976

\*Please note, this information is only used to process payments\*

**SIXT**

**Thank you!**



# FAA Live Stream Webinar



## NATIONAL AIRPORT RENTAL CAR SUPPLIER DIVERSITY OUTREACH WEBINAR

TUESDAY, AUGUST 29, 2023 | 11:00 AM

[Live Webinar](#)





# Texas Unified Certification Program





EDUCATE.

CONNECT.

GROW.



# Let's Talk Certification

EDUCATE. CONNECT. GROW.

**Tim Warren**  
**Division Manager, Certification and**  
**Designations Division**

**Email: [OBOCertification@houstontx.gov](mailto:OBOCertification@houstontx.gov)**



Sylvester Turner  
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# Office of Business Opportunity Mission Statement & Overview



The Office of Business Opportunity is committed to cultivating a competitive and diverse economic environment in the City of Houston by promoting the success of small businesses and developing Houston's workforce, with special emphasis on historically underutilized businesses and disenfranchised individuals.



# Certifications & Designations



There are four (4) City of Houston and two (2) Federal certifications processed by **OBO**.

## City Certifications

**MBE – Minority Business Enterprise:** Applies to firms owned and operated by minorities. MBE goals may be applied to any locally funded contract type.

**WBE – Women Business Enterprise:** Applies to firms owned and operated by females. WBE goals may be applied to any locally funded contract type.

**SBE – Small Business Enterprise:** Applies only to eligible firms in the **construction-related industry**. This certification is race and gender neutral.

**PDBE – Persons with Disabilities Business Enterprise:** Applies to eligible firms owned and operated by individuals with an existing, medically determined physical or mental impairment of a chronic or permanent character. Also includes U.S. Veterans with service-connected disabilities.



# Certifications & Designations



## **Federal Certifications (US Department of Transportation)**

**DBE- Disadvantaged Business Enterprise (Federal Certification):** Applies to firms owned and operated by socially and economically disadvantaged individuals. DBE goals apply only to U.S. Department of Transportation contracts that receive Federal financial assistance.



**ACDBE- Airport Concessionaire Disadvantaged Business Enterprise** firms are eligible to participate on concessions at airports that receive Federal funds. Concessionaires provide goods and services to the traveling public. Examples include: retail, food and beverage, advertisement and marketing, vending and Wi-Fi services.



# Disadvantaged Business Enterprise (DBE) and Airport Concession Disadvantaged Business Enterprise (ACDBE)

- Women, Black Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans and Subcontinent Asian Americans are members of the presumptive group of disadvantaged individuals
- Individuals that can prove socially and economically disadvantaged status by documenting their ability to compete in the free enterprise system has been impaired due to unequal access to education, capital and credit opportunities.
- Participation on Federally funded contracts
- Business located outside of our metropolitan area; Texas-based applicants processed by [TUCP](#).





**Business**

**Partnerships**

[Alternative Delivery Program](#) ⌵

[Disadvantaged Business Enterprise/Airport Concessions \(DBE/ACDBE\)](#) ⌵

[Small Business Enterprise Program](#)

[Historically Underutilized Business Program](#) ⌵

[Travel Industry Partners](#) ⌵

## Texas Unified Certification Program

[Texas Department of Transportation](#) > [Business](#) > [Partnerships](#)

[Subscribe to Updates](#)

The Texas Unified Certification Program is a certification program for the Federal Disadvantaged Business Enterprise (DBE) Programs in Texas. Presently, the members of the TUCP are listed below. A business' DBE certification received from any of the TUCP members is valid and can be relied upon by any Texas entity that receives U.S. Department of Transportation (DOT) funds.

Small businesses desiring DBE certification must submit an [application](#) and a [personal net worth statement \(PNW\)](#) to one of six certifying agencies within the state. The [business' location](#) determines which agency to contact.

### Key Certifying Agencies

The following agencies are members of the TUCP:

- [City of Houston, Office of Business Opportunity](#)
- [City of Austin, Small and Minority Business Resources Department](#)
- [Corpus Christi Regional Transportation Authority](#)
- [North Central Texas Regional Certification Agency](#)
- [South Central Texas Regional Certification Agency](#)
- [Texas Department of Transportation](#)

# City of Houston overall ACDBE and DBE Goals

## Procurement Area

## Goals

- IAH Concessions  
32% ACDBE (non-inclusive of rental car) 1% ACDBE Rental Car only
- Hobby Concessions  
30% ACDBE (non-inclusive of rental car) 1% ACDBE Rental Car only
- Department of Transportation (DOT) funded projects at Intercontinental (IAH), Hobby (HOU), and Ellington Field (EFD) (Construction, Professional Services, etc.)  
IAH & HOU - 31% DBE



# Certification Requirements



- Must be at least 51% owned, managed and controlled by a socially and economically disadvantaged individual.
- Firm must be for profit, independent, and currently functioning.
- Firm must be registered as a Vendor/Supplier with the City of Houston Strategic Purchasing Division.
- Meet the Small Business Administration Size Standard(s) for its industry classification(s).
- Owners must have the training/expertise to perform the work, and where required, has a license or certificate issued in his or her name.
- For Disadvantaged Business Enterprise (DBE) certification, applicant must have a Personal Net Worth of less than \$1,320,000 – excluding value of home and ownership interest in the business. There is no local presence requirement.



# The Certification Process



- I. Pre-Certification Workshop  
(Optional, but recommended)
- II. Complete Application Online
- III. Preliminary Screening of  
Application
- IV. Desk Audit
- V. Financial Audit
- VI. Site Visit, where applicable
- VII. Committee Review
- VIII. Certification Approval or Denial

**All applications must be submitted online.**

(Visit <http://houstontx.gov/obo/> for instructions and details)





# Advantages



- Listing in the City's Online Directory of Certified Vendors, which is accessible on the City's website at [WWW.HOUSTONTX.GOV](http://WWW.HOUSTONTX.GOV) (click Business, then MWSBE/PDBE and DBE Directory).
- Access to workshops, seminars, and newsletter.
- Bidding opportunities on City contracts.
- Certification is free and valid for a period of three years.
  - Annual updates are required for ACDBE/DBE certification.
  - Three-year cycle certification update required for MWSBE/PDBE certifications.



# Sample of organizations that accept OBO's certifications:



CITY OF HOUSTON  
OFFICE  
of  
BUSINESS OPPORTUNITY

# Partnerships



The NGLCC (National Gay and Lesbian Chamber of Commerce) is the exclusive, third-party certification body that verifies that eligible businesses are majority-owned by LGBT individuals, and subsequently grants Certified LGBT Business Enterprise® (Certified LGBTBE®) designation to such businesses as part of its LGBT Supplier Diversity Initiative.

Effective March 1, 2021, the City of Houston recognizes the NGLCC certification for Houston area businesses that meet the City's size standards. Contractors can search the certified firm directory to identify these businesses.



The COH Certification team also facilitates State of Texas Historically Underutilized Business (HUB) certification.

At the firm's election, MBE and WBE certification approval can also result in HUB Certification, if the firm meets the State's HUB certification eligibility guidelines.





# Online Application Submittals only

EDUCATE. CONNECT. GROW.

<https://houston.mwdbe.com/?TN=houston>



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# Stay connected with us

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## Q&A Session



# Q&A Session



Break



Break



# Exhibits and One-on-One Appointments

HAS and Rental Car Companies

Rental Car Companies and ACDBEs





## Closing Remarks



# Closing Remarks



## Survey QR Code



Thank you!