

AIRPORT RENTAL CAR SUPPLIER DIVERSITY OUTREACH DAY





Agenda

- Welcome and Introductions
- Event Purpose
- Upcoming ACDBE Opportunities
- Rental Car Companies & ACDBE Opportunities

| 0 | Avis Budget Group | Rosie Pierce |
|------------|----------------------------|----------------|
| 0 | Enterprise Holdings | Chuck Brown |
| 0 | Hertz | Jeff Berlinsky |
| \bigcirc | SIXT | Matthew Keato |

- Texas Unified Certification Program for ACDBEs
- Questions & Answers
- Logon Transition
- Federal Aviation Administration (FAA) Live Stream Webinar
- Lunch Break and Networking
- Exhibits and One-on-One Appointments (HAS/Rental Cars /Small Business)
- Closing Remarks



Welcome and Introductions

Liliana Rambo

Chief Terminal Management and Administration Officer Terminal Management Houston Airport System



Cylenthia Hoyrd Interim 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.



Upcoming ACDBE Opportunities

- The common lounges at IAH and HOU
- The HOU Rental Car
- The airport travel plaza



Rental Car Companies & ACDBE Opportunities



















Avis Budget Group

avis budget group

avis budget group

ABG Supplier Diversity

Presenter:





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 |

Memberships & Sponsorship

















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 (Extinquishers) |
| 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 Asset Recovery | | | | | | | | |
| 561491 | | | | | | | | | |
| 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 | | | | | | | | |
| | Auto Glass Replacement Shops / Windshield - Rock Chip | | | | | | | | |
| 811122 | 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: <u>Yvonne.lee@avisbudget.com</u> 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 | Fuel, Motor Oil, Windshield Washer Fluid, Vehicle Cleaning & Sanitizing Products. |
| Control | |

^{*}For complete NAICS information, please refer to the NAICS Codes on slide #5







Enterprise Holdings, Inc.







Airport Rental Car Supplier Diversity Outreach





Houston Airports

Chuck W. Brown

Group Manager, Property Development & Facilities chuck.w.brown@em.com

James Jones

Facilities Specialist james.l.jones1@em.com





About Enterprise Mobility

Enterprise Mobility was founded in 1957 with a fleet of seven cars that has since expanded to a global network of mobility solutions. With customers in more than 90 countries and territories around the world, Enterprise Mobility's range of transportation and travel offerings continues to evolve, with a focus on re-imagining a future for mobility that is more accessible, efficient and sustainable.

Global Network:

~9,500

global rental branches in FY23 (airport and neighborhood; includes franchises)

Annual Revenue:

\$35 BILLION*

Global Fleet:

2.3 MILLION+*

Founded:

1957

Global Workforce:

90,000+*

Mobility Lines



























^{*} Numbers in FY23. Includes Enterprise Holdings, Inc. and its subsidiaries, as well as Enterprise Fleet Management, Inc. and its subsidiaries.

Local Commitment

Management

Purchasing Decisions

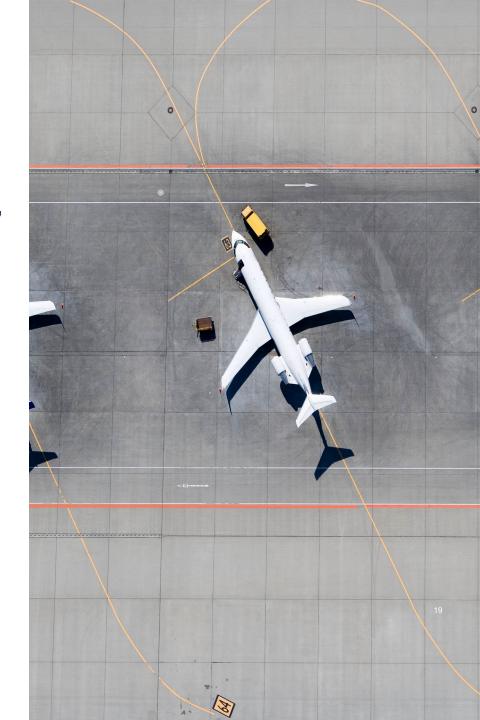
Outreach Events

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
- > Third party labor- 561320, 561210, 561110
- > Tires- 441340, 423130



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 3rd party attorney to help with certification

Questions?





Hertz Dollar Thrifty













Supplier Diversity Day **Outreach Networking Event**

May 2024

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









SixT





Introduction to SIXT USA





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

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SIXT Contact Information

Matthew Keaton: matthew.keaton@sixt.com



Texas Unified Certification Program





EDUCATE. CONNECT. GROW.



Let's Talk Certification

EDUCATE. CONNECT. GROW.

Presented by

Office of Business Opportunity
Certification Team



John Whitmire Mayor

Cylenthia Hoyrd
Interim Director

611 Walker, 7th Floor Houston, TX 77002 www.houstontx.gov/**obo**

T. 832.393.0600 F. 832.393.0646

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

<u>Federal Certifications</u> (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 <u>TUCP</u>.





A - Z Site Index | Contact Us | Español |

Search TxDOT

Q

<u>Driver | Government | Business | Inside TxDOT | Careers</u>

Business

Consultants | Contractors | Vendors | Letting and Bids | Opportunities | Projects | Training | Resources | Partnerships

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

<u>Texas Department of Transportation</u> > <u>Business</u> > <u>Partnerships</u>

Subscribe to <u>Updates</u> ₩

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
- <u>City of Austin, Small and Minority Business Resources Department</u>
- 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). *Firms may not exceed Statutory caps
- 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.



Statutory Caps



- DBE: \$30.72 million (Average annual gross receipts over the firm's previous 3 fiscal years)
- ACDBE: \$56.42 million (Average annual gross receipts over the firm's previous 3 fiscal years)
- Banks and financial institutions: \$1 billion in assets
- Car rental companies: \$75.23 million (Average annual gross receipts over the firm's previous 3 fiscal years)
- Pay telephones: 1,500 employees
- Automobile dealers: 350 employees



The Certification Process





- 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 (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:



























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.



Statewide Historically Underutilized Business Program

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

EDUCATE. CONNECT. GROW.

Apply With Us

www.Houston.mwdbe.com



John Whitmire Mayor

Cylenthia Hoyrd
Interim Director

611 Walker, 7th Floor Houston, TX 77002 www.houstontx.gov/**obo**

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Thank You.

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Break

Lunch Break and Networking



Exhibits and One-on-One Interviews

Exhibits and One-on-One Appointments
HAS and Rental Car Companies
Rental Car Companies and ACDBEs



Closing Remarks

Closing Remarks



Survey

