



NORFOLK INTERNATIONAL AIRPORT

Airport Rental Car Supplier Diversity
Outreach Network Event
April 26, 2022



ACDBE Historic Overview

- **March 22, 2005** - USDOT published a “final rule”, revising the original 49 CFR Part 23 (which had been DBE rules until 1999), and formally created **the Airport Concession Disadvantaged Business Enterprise (ACDBE) program.**

Concessions at Norfolk International Airport

- Advertising
- ATM
- Food and Beverage
- Ground Transportation
- Retail
- Personal Service
- Car Rentals

What is an ACDBE?

- ACDBE – Airport Concessions Disadvantaged Business Enterprise, 49 CFR, Part 23.
- Business located on Airport engaged in sale of consumer goods and/or services
- ACDBE-must be at least 51% owned and controlled by one or more presumed **socially and/or economically disadvantaged** individuals
- Owner(s) must **control** the firm's management and daily operations
- Must share in the risks and profits commensurate with their ownership interest

What is an ACDBE? Cont'd

Presumed “Socially” Disadvantaged Groups”

- Black Americans
- Hispanic Americans
- Native Americans/Alaska Natives
- Asian-Pacific Americans
- Subcontinent Asian Americans
- Women
- Any other group classified as disadvantaged by the SBA in the future

What is an ACDBE? Cont'd

“Economic Disadvantaged”

- Be a “Small” Business Concern, according to SBA size criteria, approved by FAA; presently \$56.42 million for non-car rentals and \$75.23 million for car rentals
- Size criteria varies by type of business
- ACDBE must meet the Personal Net Worth (PNW) criteria, not counting exclusions, that does not exceed \$1.32 million

What is the purpose of the ACDBE program?

- To create a level playing field on which ACDBEs can compete fairly for opportunities for concessions.
- To ensure the ACDBE program is narrowly tailored in accordance with applicable law.
- To ensure that only firms that fully meet eligibility standards are permitted to participate as ACDBEs.
- To help remove barriers to the participation of ACDBEs in opportunities for concessions at airports.

Car rental goal

FY 2022 – 2024 Projected Car Rental Expenditures

Fiscal Year	Projected Expenditures
FY 2022	\$46,458,316
FY 2023	\$55,749,979
FY 2024	\$61,944,421
Total	\$164,152,716

The Norfolk Airport Authority's overall car rental goal for the period beginning October 1, 2021 and ending September 30, 2024 is **2.14%**.

Questions/Comments



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