

Meet the Director of Small Business Programs

for the Raleigh-Durham Airport Authority



Raleigh-Durham
Airport Authority

Agenda

- Welcome
- Introduction to the RDUAA Small Business Programs
- RDUAA Interested Vendor Registration Process
- Additional Resources

Please use the chat function to network with one another and ask questions throughout the presentation.



RDUAA Small Business Programs

RDUAA has three programs designed to facilitate the inclusion of diverse firms in our business activities:

- Disadvantaged Business Enterprise
- Airport Concessions Disadvantaged Business Enterprise
- Minority and Women-Owned Small Business Program

Small Business Programs

All three programs have similar goals, objectives and criteria:

- Remove barriers which may exist for MWSBs to compete for contracts
- Eliminate any present and ongoing effects of past and present discrimination against MWSBs/ACDBEs/DBEs in opportunities awarded by the Authority
- Businesses must be **small businesses** owned, operated and controlled by disadvantaged, minority individuals

Disadvantaged Business Enterprise Program - DBE

- Required by the federal government as a condition of Airport Improvement Program (AIP) grant funding
- Applies to any procurement or contract with federal assistance (grants) – usually construction or construction-related
- Goal based on a percentage of dollars spent - **one “DBE” goal**
- “Disadvantaged” refers to small businesses that are owned and operated by economically disadvantaged individuals that are: Black, Hispanic, Asian-Pacific, Native American, Subcontinent Asian American or Women.



Airport Concessions Disadvantaged Business Enterprise Program - ACDBE

- Federal requirement, also a condition of federal funding
- Goals based on a percentage of revenues generated; **one goal – ACDBE**
- Applies to all concessions activities



Concessions Activities

- Food & beverage, retail operators, personal services, ATM, currency
- Management contracts, advertising businesses, electronic services
- Rental car and related services
- Businesses that provide goods or services to concessionaires
 - Suppliers, retail goods, uniform services, insurance providers

Minority and Woman-Owned Small Business - MWSB

- Required and authorized by the Board of Directors
- Applies to all of the Authority's non-federally assisted activities
 - Goods, services, construction, development activities
- **Two separate goals** based on the availability diverse vendors
 - Minority-owned (MB)
 - Woman-owned (WB)

How to Become Certified – ACDBE

- ACDBE – Only applies to firms which perform concessions-related activities
- Extensive federal certification process, includes site visit
- Firms that wish to do business with RDUAA may apply through [RDUAA Small Business](#)
- Other firms may apply through the [North Carolina Department of Transportation](#)



How to Become Certified – DBE

- Firms **must** apply through the [North Carolina Department of Transportation](#)
- Out of state firms must be certified in home state prior to applying in North Carolina

How to Become Certified – MWSB

- Reciprocity with accepted certifications
- DBE and ACDBE firms are automatically eligible
 - Either minority-owned or woman-owned
- Accepted certifications include:
 - Small Business Administration: SBA 8(a) Business Development Certification – **SBA 8(a)**
 - Women's Business Enterprise National Council: Women Owned Small Business – **WOSB**

How to Become Certified – MWSB

The following certifications require Business Size Verification:

- N.C. Department of Administration: Historically Underutilized Businesses (**HUB**)
- Carolinas-Virginias Minority Supplier Development Council or any affiliate council of the National Minority Supplier Development Council (**CVMSDC, NMSDC**)



Which Certification is Right for You?

- Concessions activities – ACDBE
- Construction activities – DBE and MWSB
- Goods and Services – MWSB

A photograph of an airport tarmac at dusk or dawn. In the background, a large United Airlines aircraft (N871UA) is parked with its cargo door open. To its right, another United aircraft (N652RW) is visible. In the foreground, a Delta Connection aircraft (N301PQ) is parked. Various ground service vehicles, including a white van and a cargo loader, are positioned between the planes. The word "Questions?" is overlaid in large white text on the left side of the image.

Questions?

A photograph of an airport tarmac at dusk or dawn. In the background, a large United Airlines aircraft (N871UA) is parked with its cargo door open. To its right, another United aircraft (N652RW) is visible. In the foreground, a Delta Connection aircraft (N301PQ) is parked. Ground service vehicles and equipment are scattered around the planes. The text "Interested Vendor Registration" is overlaid in large white letters across the center of the image.

Interested Vendor Registration



Interested Vendor Registration

RDUAA has launched a new [vendor outreach](#) tool to connect with and notify with our vendors, service providers, consultants, concessionaires and other business partners of business-related events, outreach, networking and procurement activities.

Interested Vendor Registration



Vendor Certification

Search and/or join our database of certified vendors

Search Certified Directory

Account Access

Lookup Vendor accounts or reset user passwords

Account Lookup

Forgot Password

Vendor Registration

Join our database of Interested Vendors in order to be notified of business opportunities and solicitations

Apply for Vendor Registration

Business Opportunities

Find a list of current business opportunities available with the Raleigh-Durham Airport Authority.

[View Opportunities](#)



Interested Vendor Registration

- Registration as an Interested Vendor is completely voluntary and free of charge
- A method for vendors to express interest in doing business with the Authority
- To register as an Interested Vendor, visit <https://rdu.diversitycompliance.com/>

A photograph of an airport tarmac at dusk or dawn. In the background, a large United Airlines aircraft (N871UA) is parked with its cargo door open. To its right, another aircraft (N652RW) is visible. In the foreground, a Delta Connection aircraft (N301PQ) is parked. The scene is dimly lit, with some ground service equipment and personnel visible around the planes.

How to Find Business Opportunities with RDU

How to Find Business Opportunities

1. Register as an Interested Vendor
 - Receive notices and opportunities via e-mail
2. Visit the [Business Opportunities](#) page
 - **Attend the pre-bid**, pre-proposal meetings
 - Meet RDUAA staff
 - **Review previous opportunities**, contract documents
 - Request info on successful bids



How to Find Business Opportunities with RDU

3. Bid or Propose as a contractor or subcontractor
4. Request a proposal debrief

Outreach Events & Organizations

- [March 16](#): City of Raleigh/ Wake County Schools Annual Small Business Expo
- [March 20](#): Durham Chamber of Commerce Small Business Series
- [Airport Minority Advisory Council](#)
- [National Institute of Minority Economic Development](#)
- [Airports Council International – North America](#)



Other Business Considerations

1. Security and Badging Costs
2. Commissary costs
3. Employee parking
4. Proposal quality



Additional Resources

- [Business Opportunities](#) page
- RDUAA [Small Business](#) page
- Past Outreach [Presentations](#)
- ACDBE Certification [Presentation](#)
- DBE/ACDBE [Certification Application](#)
- [Interested Vendor Registration](#)

A photograph of an airport tarmac at dusk or dawn. In the background, a large United Airlines aircraft (N871UA) is parked with its cargo door open. To its right, another United aircraft (N652RW) is visible. In the foreground, a Delta Connection aircraft (N301PQ) is parked. Ground service vehicles, including a white van and a cargo loader, are positioned between the planes. The word "Questions?" is overlaid in large white text on the left side of the image.

Questions?