



Raleigh-Durham
Airport Authority

Introduction to Small Business Programs

Small Business Program Office

Agenda

- Welcome
- RDUAA Small Business Programs
- Small Business Certification Process
- Finding Opportunities with RDUAA
- Additional Resources

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



Small Business Programs

RDUAA has three programs designed to facilitate the inclusion of small businesses:

- Disadvantaged Business Enterprise Program
- Airport Concessions Disadvantaged Business Enterprise Program
- Small Business Program

The Small Business Office (SBO) manages all three programs.

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
- SBA business size standards apply based on the type of work performed

Disadvantaged Business Enterprise Program

- Goal based on a percentage of dollars spent
- Interim Final Rule (IFR) issued by the USDOT affects DBE program certification
- Direct all certification questions related to IFR implementation to the North Carolina Department of Transportation (NCDOT) at dbeopportunity@ncdot.gov

Small Business Element - DBE

- Small Business Element is a component of the Authority's DBE program
- The Small Business Element is an additional method for increasing contracting opportunities for small businesses, including eligible DBEs



Small Business Element - DBE

- Small Businesses (SBs) administered under the DBE program are:
- Businesses with an average annual gross receipts of \$3,000,000 or less over the previous 5 years
- RDUAA will set an SB goal on federally assisted contracts





Airport Concessions Disadvantaged Business Enterprise Program (ACDBE)

- Federal requirement, also a condition of federal funding
- Goal based on a percentage of revenues generated
- 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





ACDBE Program

- Interim Final Rule issued by the USDOT affects ACDBE program certification
- Direct all certification questions related to IFR implementation to the NCDOT at dbeopportunity@ncdot.gov



Small Business Element -ACDBE

- Small Business Element is a component of the ACDBE program
- Small Businesses (SBs) administered under the ACDBE program are business which meet the requirements of:
 - Section 3 of the Small Business Act and
 - Small Business Administration regulations, 13 CFR Part 121 (NAICS size standards)

A photograph of a multi-level parking garage at RDU Airport. The garage has a large, curved, white roof structure. Several cars are parked on the lower levels, and a person is walking on a path in the foreground. The sky is blue with some clouds.

Small Business Program (SB)

- Applies to RDUAA funded projects
- Open to any business that meet the size standard
- Size standard: Average annual gross receipts of \$3,000,000 or less over the previous 5 years
- Goal based on a percentage of dollars spent

How to Become SB Certified

- Reciprocity with accepted certifications:
 - NCDOT SBE
 - NC Dept. of Administration (NCDOA) SBE
- Firms must provide a current SBE approval letter
- Most recent year of federal business tax returns
- All firms must meet RDUAA size standard regardless of SBE status





How to Become SB Certified

Firms which are not currently SBE certified by NCDOT or NCDOA must provide:

- SB Program Application
 - Apply online at: [RDU Small Business Programs Contract Compliance System](#)
- Five (5) years Federal business tax returns
 - Must submit complete returns

Which Certification is Right for You?

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

** DBE and ACDBE certification questions should be directed to NCDOT*

What Does It All Mean?

- RDUAA is committed to the inclusion of all small businesses, including women and minorities in contracting opportunities
- RDUAA will continue to monitor the participation of firms for all of its programs
- RDUAA will set a participation goal on each contracting opportunity as appropriate





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Questions?

Finding Business Opportunities

How to Find Business Opportunities with RDUAA

- Visit the [Business Opportunities](#) for current opportunities
- **Attend the pre-bid**, pre-proposal meetings
 - Meet RDUAA staff
- **Review previous opportunities**, contract documents
 - Request info on successful bids
- Bid or propose as a contractor or subcontractor
 - Request a proposal debrief

A large commercial airplane, likely a Boeing 737, is parked on a runway. The plane is white with blue and red accents on the tail. It is facing the camera, and its landing gear is visible. The background shows a clear sky and some greenery in the distance.

How to Find Business Opportunities with RDUAA

- Search for opportunities to partner with other businesses
 - Review the pre-bid/pre-proposal meeting **sign-in sheet**
 - **Reach out** to businesses that attended the meeting to introduce your firm and capabilities

A photograph of a modern airport terminal interior. Large windows on the left side offer a view of the outside. A person is walking in the foreground, carrying a suitcase. In the background, there is a digital display showing a book promotion. The terminal has a clean, contemporary design with wooden accents and metal structures.

Concessions Business Opportunities

RDUAA has an [Interested Vendor Registration](#) tool to connect with and notify with concessionaires and service providers of upcoming opportunities, business events and networking opportunities.

- Registration as an Interested Vendor is completely voluntary and free of charge
- Visit <https://rdu.diversitycompliance.com/>



How to Find Business Opportunities with RDUAA

- Contact Procurement@rdu.com for general business inquiries
- Contact concessions@rdu.com for concessions related inquiries
- Apply for SB Program certification if applicable

A Southwest Airlines aircraft is shown on a runway during a sunset or sunrise. The sky is a mix of orange, yellow, and blue. The plane is blue with red and yellow accents on the tail. The word "Southwest" is visible on the side of the fuselage.

Other Business Considerations

1. [Security and Badging Costs](#)
2. Commissary costs
3. [Employee parking](#)
4. Proposal quality
5. Insurance & Bonding Costs

Outreach Events & Organizations

- Airport Minority Advisory Council
- Airports Council International – North America
- National Institute
- Hispanic American Chamber of Commerce
- Hispanic Contractors Association of the Carolinas
- North Carolina Dept. of Transportation Business Opportunity and Workforce Development



Additional Resources

- [Business Opportunities](#) page
- RDUAA [Small Business](#) page
- Past Outreach [Presentations](#)
- General Concession [Info](#)
- Concessions Contact [Resources](#)



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Thank You

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