

April 26, 2022

Norfolk Airport Rental Car Supplier Diversity Outreach



Agenda

Welcome, Introductions and Event Purpose:

Steve Sterling, C.M., Deputy Executive Director of Administration and Operations
Norfolk Airport Authority

FAA Airport Concession Disadvantaged Business Enterprise (ACDBE) Program

Overview:

Wilfred Nixon, Vice President, Program Implementation at Ken Weeden & Associates

The ACDBE Certification Process:

Mr. Calvin Thweatt, Director of DBE Outreach & Transportation Business
Development at Virginia Department of Small Business & Supplier

Car Rental Concession Opportunities Speakers:

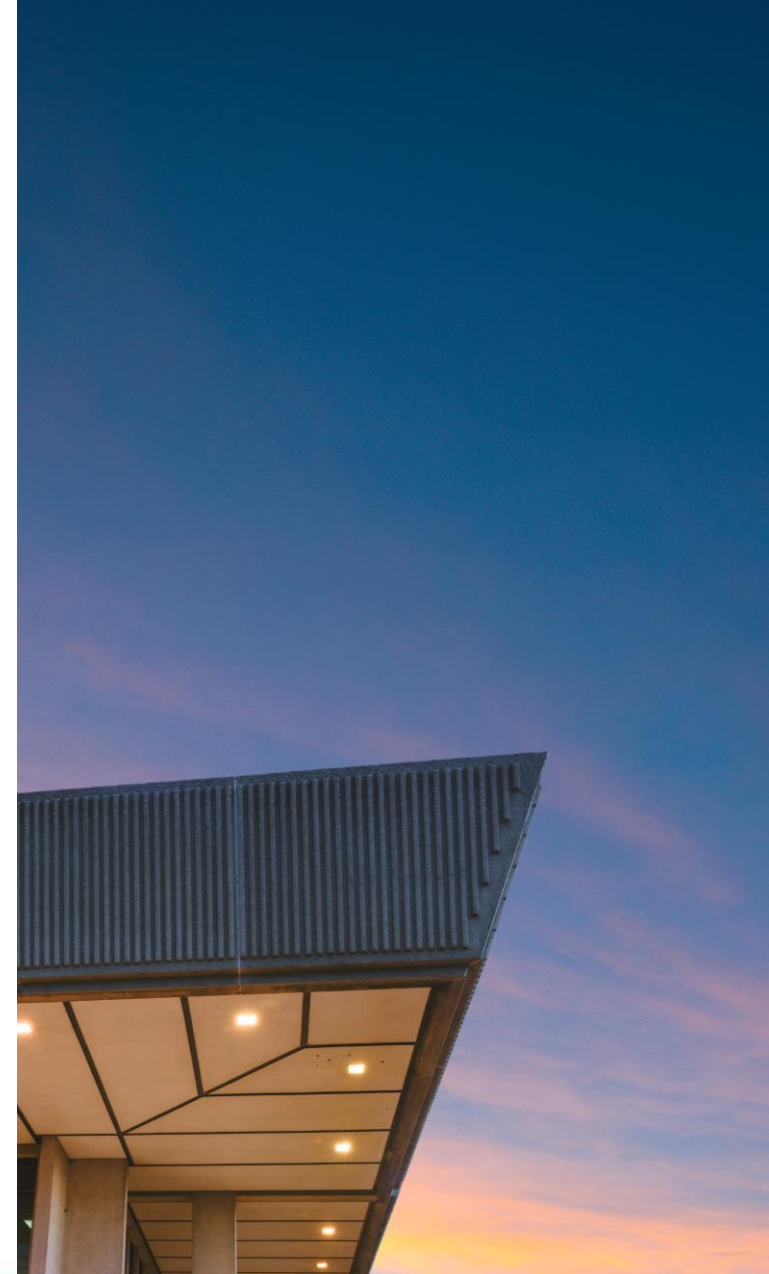
Chris Rosa – Area Manager, Norfolk, VA, Enterprise Holdings

Lisa Larion – Airport Manager, Norfolk International Airport, Avis Budget Group

April E. Fladeland – General Manager, Norfolk International Airport, Hertz

John Norlock - VP of Operations, American Rent-A-Car

Questions & Answers



Purpose

- Increase ACDBE Participation in Rental Car goods and services at each airport
- Provide Opportunities to connect local ACDBE certified businesses with those involved in local rental car goods and services procurement.
- Present information on the ACDBE requirements and certification process in hopes of increasing the ACDBE directory.

History of the Rental Car Supplier Outreach

- Raymond Christy – Senior Planner/Disadvantaged Business Enterprise Coordinator – SLT Dept. of Airports
 - In collaboration with other airports, rental car agencies and AMAC, launched the first national outreach in 2019.
 - 2019 Event – 30 airports, 1,224 attendees Nationally
 - 2020 Event – Cancelled
 - 2021 Event – 39 airports
 - 2022 Event – In person, 65 airports

Norfolk Airport ACDBE Goals

	Rental Car	Non-Rental Car
FFY17	1.0%	8.9%
FFY 21	1.5%	12.5%
FFY 20 Actual (Goal)	2.67% (1.5%)	17.5% (12.5%)
FFY 21 Actual	2.83% (1.5%)	18.7% (12.5%)
FFY 22 (Goal)	(2.14%)	(12.94%)

Norfolk Airport Activity

- CY2019 – 3,981,139 passengers (record level, best since 2005)
- CY2022 – Anticipate exceeding 2019 passenger count
- Served by American, Delta, Southwest, United, Allegiant, Frontier, Breeze Airways
- Served by the following Rental Car Agencies

Avis
Budget

Enterprise
National
Alamo

Hertz
Dollar

American

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Thank you for Attending Today's Outreach

