



ACDBE PARTICIPATION AT DEN

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DENVER INTERNATIONAL AIRPORT

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ACDBE PROGRAM OBJECTIVES

- Program Objectives
 - To ensure non-discrimination in the award and administration of opportunities for concessions by airports receiving DOT financial assistance
 - To help remove barriers to the participation of ACDBE's in opportunities for concessions at DEN
 - To create a level playing field on which ACDBEs can compete fairly for opportunities for concessions



WHO SHOULD APPLY?

- Concessions operators (food & beverage, retail, services to travelling public)
- Firms that provide goods or services to concessionaires in the course of operating the concession
 - Food & beverage distributors
 - Retail goods
 - Paper products
 - Janitorial
 - Legal
 - HR/employees
 - Auto related (car rental and ground transportation)



WHY SHOULD I APPLY?

- Visibility
- Increased opportunities
 - Supply to non-ACDBEs
 - ACDBE operator
- Growth



ELIGIBILITY REQUIREMENTS

- **Ownership**
 - At least 51% of the firm's ownership must be managed and controlled by members of socially and economically disadvantaged groups. (Woman, Hispanic, Asian, Black, Native American)
- **Business Size**
 - \$56.42M - F&B, retail, services and suppliers (3-year average gross receipts)
 - \$75.23M – Car rental companies (3-year average gross receipts)
 - \$1B in assets – Banks & financial institutions
 - 1,500 employees – Pay telephones
 - 350 employees – Automobile dealers
- **Personal Net Worth**
 - \$1,320,000 cap
 - ***Excludes*** primary residence
 - ***Excludes*** ownership interest in applicant business
- **Time in Business**
 - No specific time requirements, though must be actively in business



MISTAKES AND PITFALLS

- Incomplete information
 - You **must** answer all questions and upload documentation, even if n/a
- Insufficient documentation of ownership acquisition
- By-Laws/Operating Agreement issues
 - Insufficient management, control, and/or voting rights
- Lack of independence



ACDBE GOALS

- Airport goal
- Individual concessions goals
 - Availability of certified firms
 - Goals on similar concessions
 - Overall airport goal



ACDBE COMPLIANCE

- Goals can be met by:
 - Concession owner/operator ACDBE certified
 - Non-certified owner obtaining goods and/or services from ACDBE certified firms
 - Agreements entered into by two or more firms
(joint ventures, management agreements, etc.)



CERTIFICATION FOR COUNTING

- Must be ACDBE certified in the state of the opportunity by one of the authorized certifying entities of the state (out of state firms must be certified in home state prior to applying for certification in new state)
- Must be ACDBE certified in the state of the opportunity at the time the proposal is submitted
- Certification must be updated annually and renewed every three years
- Participation counts through end of the original contract term even if the ACDBE firm graduates from program during the original term
- Participation ceases to count if revoked or de-certified for any other reason during the term of the contract



Please refer to
49 C.F.R., Part 23



SUGGESTIONS

- Register to be notified of opportunities
- Attend pre-proposal conferences
- Download plan holders and attendee lists
- Attend trainings and networking events
- Contact current concessionaires
- Read “Resource Materials”
- Check “Future Opportunities” frequently

<http://business.flydenver.com/bizops/concessions.asp>



DSBO CONTACTS AND INFORMATION

<http://business.flydenver.com/bizops/smallBus.asp>

ACDBE Program

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49 C.F.R., Part 23:

[http://ecfr.gpoaccess.gov/cgi/t/text/text-](http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?c=ecfr&sid=b880432dedbe5f0d12a2409fe5535503&tpl=/ecfrbrowse/Title49/49cfr23_main_02.tpl)

[idx?c=ecfr&sid=b880432dedbe5f0d12a2409fe5535503&tpl=/ecfrbrowse/Title49/49cfr23_main_02.tpl](http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?c=ecfr&sid=b880432dedbe5f0d12a2409fe5535503&tpl=/ecfrbrowse/Title49/49cfr23_main_02.tpl)

JV Guidance:

http://www.dot.gov/sites/dot.dev/files/docs/Airport_Concession_Disadvantaged_Business_Enterprise_Joint_Venture_Guidance.pdf

