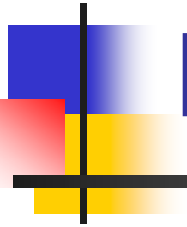


Sky Harbor Concession Program





Types of Airport Concessions

- Food and beverage
- Retail
- Rental cars
- Other concessions
 - Shoe shine
 - Advertising
 - Management contracts



Current ACDBE Participation*

- FFY 2009 Overall participation – 27.9%
 - Food and Beverage – 19.6%
 - Retail – 45.3%
 - Miscellaneous – 12.0%

*Does not include rental cars



Concession Opportunities Coming Soon!

- Food and Beverage – Terminal 4
 - Issue October 2010

- Advertising – July 2010
 - Terminal
 - Transit
 - Marketing



Concessions Opportunities Coming Soon!

- Terminal 3 Retail
- Outdoor Advertising
- Parking Management

- Interested parties should contact the Aviation Department's Request for Proposals (RFP) Services Section at 602-273-4082
busopps.aviation@phoenix.gov



Procurement Changes

- Implement race and gender neutral measures for all airport concession opportunities
- Encourage small business participation
- Review process for preparing proposals to reduce costs



Procurement Changes

- Enhance outreach efforts
- Conduct outreach to the lending community
- Develop additional data on utilization of goods and services



Procurement Changes

- Airport concessions contracts will not have required goals for Disadvantaged Business Enterprises (DBE) participation
- Prime vendors will have outreach requirements to other small business enterprises (OSBE)
- Outreach will be the vehicle to achieve OSBE participation



Procurement

- The City defines OSBE as those firms that are:
 - Independent and for profit business concerns
 - Are owned and controlled by one or more persons that meet
 - Personal Net Worth (PNW) of each owner(s) cannot exceed \$750,000
 - Annual gross sales do not exceed \$47.9 million
- The PNW/Gross Sales standards are equal to the ACDBE/DBE PNW/Gross Sales standards



Proposer Responsibility

- Define work that OSBEs will perform as joint ventures and/or subcontractors as part of the RFP response
- Demonstrate outreach effort requirements as established in the RFP



Proposer Responsibility

- Required outreach efforts to OSBE by interested prime proposers will be a determination of responsiveness for participation in a Request for Proposal (RFP) process



Proposer Responsibility

- Failure to provide appropriate documentation of outreach efforts will be grounds for determining a Proposer is non-responsive
- Non-responsive submittals will be rejected



ACDBE Contract Compliance

**Equal Opportunity
Department**



Participation

- City strongly encourages the use of ACDBEs, DBEs and Other Small Business Enterprises as a part of all proposals



Participation

- FAA requires all airports have an ACDBE program that ensures equal access to airport concessions contracts
- City will continue to administer the FAA ACDBE program



Goals

- FAA requires ACDBE three-year annual goal setting
- Study indicates lack of disparity in use of ACDBEs which results in the application of race- and gender-neutral measures for goal setting



Goals

- Race- and gender-conscious measures
- Race- and gender-neutral measures



Goals

- Race- and gender-conscious measures mean:

Obtaining ACDBE participation through established race and gender goals



Goals

- Race- and gender-neutral measures mean:

Obtaining ACDBE participation
absent a race- and gender-
conscious goal



How Do You Participate?

- Proposers to submit business identification documents
- Prepare documents for all potential partners
- Documents due at time of proposal



Proposals

- All proposals will be reviewed on outreach efforts to ACDBEs, DBEs and Other Small Business Enterprises)



How We Plan to Monitor

- Continue to track program results, including the ethnicity and gender of the principal owner(s)
- If there is a significant drop in participation of ACDBEs, dialogue on how to increase participation will occur



Equal Opportunity Department's Commitment

- ACDBE, DBE and Other Small Businesses Enterprises will be encouraged to participate
- Program goals will be race- and gender- neutral
- Proposals will be reviewed on outreach efforts as defined in the RFP
- Will continue to track program results



Equal Opportunity Department Program Staff

Management – Joyce Grossman, Deputy Equal Opportunity
Director

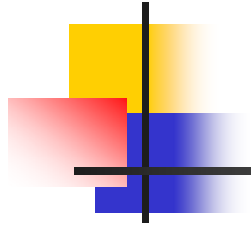
Certification – Deborah Mendoza Hinegardner,
Lead*Equal Opportunity
Specialist

On-site Compliance Monitoring – Daniel Estrada,
Equal Opportunity Specialist



Public Feedback

- June 15, 2010 - ACDBE Disparity Study Hearings (a.m. / p.m.)
- June 25, 2010 – ACDBE Disparity Study Hearing
- June 15, 2010 – July 16, 2010 – Written Public Comments



We want to hear from you



Public Comments

Written comments should be submitted by

July 16, 2010

to:

**Phoenix Sky Harbor International Airport
Business and Properties Division
3400 Sky Harbor Blvd., Suite 3300
Phoenix, AZ 85034**

Email: [ACDBE program@phoenix.gov](mailto:ACDBE_program@phoenix.gov)