

Emerging Business Enterprise Development



At the Cleveland Airport System, we are always looking to join forces with qualified, eager, and motivated individuals and businesses. And as we expand and grow, the opportunities seem to come faster and faster in areas ranging from marketing services to airport concessions to construction. So, come take off with us—it's as simple as participating in our Emerging Business Enterprise Development (EBED) certification program.

What is the EBED program?

EBED helps business owners become certified as Disadvantaged Business Enterprises (DBEs) and/or Airport Concessions Disadvantaged Business Enterprises (ACDBEs).

A DBE/ACDBE is a for-profit business that already exists as a small business under the standards set by the Small Business Administration (SBA). Also, by definition, a DBE/ACDBE must be 51% owned and controlled by a minority and/or small business owner (legally referred to as socially and/or economically disadvantaged individuals). Organizations, like us at the Cleveland Airport System, are required by the state and local governments to give a percentage of our business to those who qualify as a DBE/ACDBE. Which means it's a win-win—a first-class ticket to success for all involved.

Opportunities for those who aim high.

Introducing the Emerging Business Enterprise Development program.

Does my business qualify?

To qualify under the socially disadvantaged criteria you must be:

- African American
- Asian-Pacific American
- Hispanic American
- Native American
- Or other minorities designated by the SBA

To qualify under the economically disadvantaged criteria:

- Your personal net worth cannot exceed \$750,000.
- As a DBE, your average gross receipts compiled over a three-year period cannot exceed \$20.41 million.
- As an ACDBE, your average gross receipts over three years cannot exceed \$47.78 million.
- Your business cannot exceed the size standard established by the SBA for your specific industry.

Enjoy the perks of certification (and they're not just free pretzels and peanuts).

As a certified DBE/ACDBE, not only will you gain access to our business, but to businesses of all types. You will receive recognition and market acceptance as well as increased exposure. You will also get to participate in pre-bid/pre-proposal meetings where networking opportunities are abundant. And certification also guarantees you inclusion in printed directory listings of certified DBEs and on government websites.

How do I get on board?

It's simple— if after reading all of this criteria, you think your business is a match, just go to **www.ohioucp.org** and complete a UCP application. Then sit back, relax, and wait for the ride of your life. Because together, we can really go places.



EBED Policy Statement:

The Cleveland Airport System (Airport) is committed to diversity and ensuring that all persons have an equal opportunity to receive and participate in Airport contracts. The Airport demonstrates this commitment in leveling the playing field for all businesses interested in contracting opportunities with the Airport through the implementation and operation of its Disadvantaged Business Enterprise (DBE) Program. The Airport is committed to nondiscrimination in its contracting process, continually increasing the number of certified DBE firms with the Ohio Unified Certification Program (UCP), and encouraging the participation of DBE firms in prime contracting and subcontracting opportunities. The Airport also provides information and programs that will assist DBE firms in being able to achieve the goal of successfully competing and functioning outside of the parameters of the Airport's DBE Program.

For more information contact:

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To fill out a Unified Certification Application online, visit: **www.ohioucp.org**.