

# Airport Concession Disadvantaged Business Enterprise

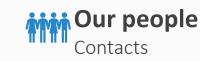
### 2025-2027 GOAL OVERVIEW

September 2024



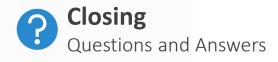
### Agenda





What is it about Why is it done

**Goal Calculations** 



How are goals calculated

**2025-2027 Goals** Review of annual goals

# What is an Airport Concession?



#### What is an Airport Concession?

It is a for-profit business offering goods and services for sale to the traveling public at an airport or on airport property.

#### What Concession are at PNS?

Rental Cars, food and beverage, news and gifts, vending, and ATM

#### What are Some Other Types of Concessions?

Concessions can also include management contracts, subcontracts, web-based services, advertising services, etc.

# What is a ACDBE?



- ACDBE stands for Airport Concessions Disadvantaged Business Enterprise
- ACDBE firms must be at least 51% owned by one or more individuals who are both socially and economically disadvantaged; and
- Whose management and daily business operations are controlled by one or more of the socially or economically disadvantaged individuals who own it.

# Who Qualifies as an ACDBE?



#### **Asian-Pacific Americans**

**Black Americans** 

**Hispanic Americans** 

**Native Americans/Alaska Natives** 

**Subcontinent Asian Americans** 

Women

Any other group classified as disadvantaged by the US Small Business Administration (SBA)

DBE / ACDBE CERTIFICATION APPLICATION https://www.fdot.gov/equalopportunity/dbecertification.shtm

# What is the ACDBE Program?



#### What is the purpose of the program?

It is a USDOT programed aimed towards creating a level playing field on which ACDBEs can compete fairly for opportunities for concessions.

#### Why does the Airport participate?

As a recipient of federal funds, the Airport is required under 49 Code of Federal Regulations (CFR) Part 23.

#### What does it require the Airport to do?

The creation of ACDBE Plan / Goal (every 3 Federal Fiscal Years) and annual ACDBE (Achievement) reporting.

#### What does it require you to do?

Bidder is required to either meet the ACDBE goal or demonstrate good faith efforts to meet the ACDBE goal. Once awarded, concessioner is required to submit quarterly/annually participation reports.

### How are Goals Determined?

Step 1

Step 2

Step 3

Federal regulation, 49 CFR Part 23, provides specific guidelines on how ACDBE goals are calculated.

- Determine relative availability of ACDBE.
  - For each NAICS classification, the number of DBE firms is divided by the number of firms found in the market area. This results in the base ACDBE percentage.
- Determine adjustments to ACDBE participation based on experience.
- To determine the adjustment to the base figure the Airport used the median of historical ACDBE accomplishments to historical ACDBE goals.
- Combine steps 1 and 2 and divide by 2 to come to an overall goal for each year.

# **Step 1.** Calculate relative availability of ACDBE firms

### **Non-Car Rental Concessions**

### Firms in Market Area by Relevant NAICS Codes

Trades	NAICS Codes	ACDBE Firms	All Firms	% of ACDBE Firms Available	% of Concession Dolllars	Weighted Total Available
Food and Beverage	722511	0	688	0.00%	63.0%	0.00%
News and Gifts	453220	1	54	1.85%	36.0%	0.67%
Vending	454210	0	10	0.00%	1.0%	0.00%
АТМ	522320	0	10	0.00%	0.0%	0.00%
	WEIGHTED STEP 1 DBE BASE FIGURE				0.67%	

## **Step 2.** Consider evidence for adjustment of base figure

### **Non-Car Rental Concessions**

	ACDBE	ACDBE %	Achived
<b>Report Period</b>	Goal	Achieved	<b>Over/Under</b>
FY 2021	60.50%	77.42%	16.92%
FY 2022	60.50%	77.90%	17.40%
FY 2023	60.50%	76.66%	16.16%
	MEDIAN	77.42%	

## Step 3. Overall Goal

### **Non-Car Rental Concessions**

#### Step 1 – Base Figure

• 0.67%

#### Step 2 – Adjustment (Past Participation)

• 77.42%

#### Step 3 – Average of Base Figure and Adjustment

- 0.67% + 77.42% = 78.09%
- 78.09% / 2 = 39.04%

FY 2025 – 2027 ACDBE Goal = 39.04%

FY 2025 – FY2027 anticipated gross receipts = \$47,100,628

FY 2025 – FY 2027 ACDBE spend goal = \$18,388,085

### **Step 1.** Calculate relative availability of ACDBE firms

### **Car Rental Concessions**

#### Firms in Market Area by Relevant NAICS Codes

Trades	NAICS Codes	ACDBE Firms	All Firms	% of ACDBE Firms Available		
Car Supplies and New Parts	423120	0	952	0.00%		
Tires	423130	0	233	0.00%		
Car Wash Supplies	423850	10	365	2.74%		
Office Supplies	424120	4	196	2.04%		
New Vehicles	441110	0	1,281	0.00%		
Automobile parts	441310	1	2,561	0.04%		
Towing Services	488410	3	637	0.47%		
Insurance Services	524210	7	10,533	0.07%		
Locksmith Services	561622	1	461	0.22%		
Janitorial Services	561720	196	6,549	2.99%		
Landscaping Services	561730	9	10,548	0.09%		
Collision Repair Services	811111	0	5,092	0.00%		
Body, Paint, and Interior Repair	811121	5	2,042	0.24%		
Glass Repair Services	811122	0	563	0.00%		
Oil Change Services	811191	2	541	0.37%		
Car Wash and Detailing	811192	17	1,659	1.02%		
STEP 1 DBE BASE FIGURE		255	44,213	0.58%		

# **Step 2.** Consider evidence for adjustment of base figure

### **Car Rental Concessions**

	ACDBE	ACDBE %	Achived
<b>Report Period</b>	Goal	Achieved	Over/Under
FY 2021	2.23%	1.71%	-0.52%
FY 2022	2.23%	2.98%	0.75%
FY 2023	2.23%	4.64%	2.41%
	MEDIAN	2.98%	

## Step 3. Overall Goal

### **Car Rental Concessions**

#### Step 1 – Base Figure

• 0.58%

#### Step 2 – Adjustment (Past Participation)

• 2.98%

#### Step 3 – Average of Base Figure and Adjustment

- 0.58% + 2.98% = 3.56%
- 3.56% / 2 = 1.78%

FY 2025 – 2027 ACDBE Goal = 1.78%

FY 2025 – FY2027 anticipated purchases/expenditures = \$85,331,487

FY 2025 – FY 2027 ACDBE spend goal = \$1,518,900

### What are the Reporting Requirements?



November 1<sup>st</sup>

January 1<sup>st</sup>

March 1st

**Key Dates** 

concessions

 Annual Reports due to Airport covering October 1<sup>st</sup> – September 30<sup>th</sup>

• Email reminders go out to

• Annual Filing due to FAA

## Resources

FAA Airport Disadvantaged Business Enterprise Program https://www.faa.gov/about/office\_org/headquarters\_offices/acr/bus\_ent\_program

USDOT Bonding Education Program -<u>https://www.transportation.gov/osdbu/financial-assistance/bonding-education-program</u>

Florida DBE Application –

https://www.fdot.gov/equalopportunity/dbecertification.shtm

- 49 Code of Federal Regulation Part 26 <u>https://www.ecfr.gov/current/title-49/subtitle-Appart-26?toc=1</u>
- PNS Policy and Goals <u>https://flypensacola.com/learn/about-pns/airport-concession-disadvantaged-business-enterprise-acdbe/</u>

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# LET YOUR QUESTIONS FLY

# **Solution** Feedback on the market area?

### **Barriers to ACDBE** participation?

Opportunities for ACDBE participation at PNS?

