



Airport Concession Disadvantaged Business Enterprise

2025-2027 GOAL OVERVIEW

September 2024

Agenda



Goal Setting Process

What is it about

Why is it done



Our people

Contacts



Goal Calculations

How are goals calculated



Closing

Questions and Answers



2025-2027 Goals

Review of annual goals



Resources

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 program 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?



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

Step 1

- 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.

Step 2

- 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.

Step 3

- 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 Dollars	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%
ATM	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

Report Period	ACDBE Goal	ACDBE % Achieved	Achived Over/Under
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

Report Period	ACDBE Goal	ACDBE % Achieved	Achived 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?



Key Dates

November 1st

- Email reminders go out to concessions

January 1st

- Annual Reports due to Airport covering October 1st – September 30th

March 1st

- 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](https://www.faa.gov/about/office_org/headquarters_offices/acr/bus_ent_program)
- **USDOT Bonding Education Program -** <https://www.transportation.gov/osdbu/financial-assistance/bonding-education/bonding-education-program>
- **Florida DBE Application –** <https://www.fdot.gov/equalopportunity/dbecertification.shtm>
- **49 Code of Federal Regulation Part 26 –** <https://www.ecfr.gov/current/title-49/subtitle-A/part-26?toc=1>
- **PNS Policy and Goals –** <https://flypensacola.com/learn/about-pns/airport-concession-disadvantaged-business-enterprise-acdbe/>

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LET YOUR QUESTIONS FLY



Feedback on the market area?



Barriers to ACDBE participation?



Opportunities for ACDBE participation at PNS?

