

Federal Aviation Administration (FAA)

Triennial Airport Concessions

Disadvantaged Business Enterprise (ACDBE)

Goal Setting Methodology

Federal Fiscal Years (FFY 2024-2026)

Agenda

- > **ACDBE Program Introduction**
 - Title 49 CFR Part 23
 - Title 49 CFR Part 26
 - Triennial Goal Period for FFY 2024-2026
- > **ACDBE Goal Development**
 - Market Area
 - Current Concessions
 - Categorization of Work
 - ACDBE Availability
 - Adjustment
- > **Non-Car Rental Concessions Goal**
- > **Car Rental Concessions Goal**
- > **Next Steps**



ACDBE Goal Development



MARKET AREA



CURRENT
CONCESSIONS



CATEGORIZATION
OF WORK



ACDBE
AVAILABILITY



ADJUSTMENT





Non-Car Rental Concessions Goal Development



NON-CAR RENTAL CONCESSIONS

Categorization of Work

NAICS Code	Concessionaire Type	Projection of Gross Receipts for FFY 2024-2026	% by Concessionaire Type
451212	News dealers and newsstands	\$19,611,091	7.7%
453220	Gift, novelty, and souvenir stores	\$18,609,753	7.3%
454210	Vending machine operators	\$304,806	0.1%
488119	Other airport operations	\$19,945,519	7.8%
488190	Other support activities for air transportation	\$19,945,519	7.8%
541850	Outdoor advertising	\$22,332,730	8.7%
541890	Other services related to advertising	\$515,748	0.2%
722310	Food service contractors	\$30,902,490	12.1%
722410	Drinking places (alcoholic beverages)	\$11,833,093	4.6%
722511	Full-service restaurants	\$32,111,375	12.5%
722513	Limited-service restaurants	\$16,397,691	6.4%
722515	Snack and nonalcoholic beverage bars	\$49,992,087	19.5%
812199	Other personal care services	\$13,482,459	5.3%
Total		\$255,984,360	100.0%

13 NAICS Codes were found to be applicable to the scope of the non-car rental concessions.



MARKET AREA



CURRENT CONCESSIONS



CATEGORIZATION OF WORK



ACDBE AVAILABILITY



ADJUSTMENT



NON-CAR RENTAL CONCESSIONS

ACDBE Availability

Total ACDBEs in the market area from the California Unified Certification Program (CUCP)

Categorization of Work

$$\sum \frac{\text{Number of Ready, Willing, and Able ACDBEs}}{\text{Number of All Available Firms}} \times \text{Weighting Type \%} = \text{ACDBE Base Figure}$$

2020 U.S. Census Bureau County Business Pattern Database



NON-CAR RENTAL CONCESSIONS

ACDBE Availability

NAICS Code	Concessionaire Type	ACDBE Relative Availability	Weighting %	Adjusted Base Figure
451212	News dealers and newsstands	48.1%	7.7%	3.7%
453220	Gift, novelty, and souvenir stores	3.6%	7.3%	0.3%
454210	Vending machine operators	3.3%	0.1%	0.0%
488119	Other airport operations	2.2%	7.8%	0.2%
488190	Other support activities for air transportation	0.2%	7.8%	0.0%
541850	Outdoor advertising	2.5%	8.7%	0.2%
541890	Other services related to advertising	0.9%	0.2%	0.0%
722310	Food service contractors	1.8%	12.1%	0.2%
722410	Drinking places (alcoholic beverages)	0.6%	4.6%	0.0%
722511	Full-service restaurants	0.2%	12.5%	0.0%
722513	Limited-service restaurants	0.2%	6.4%	0.0%
722515	Snack and nonalcoholic beverage bars	0.3%	19.5%	0.1%
812199	Other personal care services	0.2%	5.3%	0.0%
ACDBE Base Figure				4.7%



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NON-CAR RENTAL CONCESSIONS

Adjustment

Federal Fiscal Year	Non-Car Rental ACDBE Goal	Non-Car Rental ACDBE Participation
FFY 2020	10.64%	16.07%
FFY 2021	10.10%	8.19%
FFY 2022	10.10%	10.74%
Median ACDBE Participation Within the Last Three (3) Years		10.74%

Non-Car Rental ACDBE Base Figure

4.7%

Median Non-Car Rental ACDBE Participation

10.74%

Non-Car Rental ACDBE Adjusted Goal

7.7%



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Car Rental Concessions Goal Development



MARKET AREA



CURRENT CONCESSIONS



CATEGORIZATION OF WORK



ACDBE AVAILABILITY



ADJUSTMENT



CAR RENTAL CONCESSIONS

Categorization of Work

NAICS Codes	Concession Type
424720	Motor vehicle supplies and new parts merchant wholesalers
441110	Tire and tube merchant wholesalers
441120	Motor vehicle parts (used) merchant wholesalers
441310	Other miscellaneous durable goods merchant wholesalers
441320	Petroleum and petroleum products merchant wholesalers (except bulk stations and terminals)
524210	New car dealers
811111	Used car dealers
811112	Automotive parts and accessories stores
811121	Tire dealers
811122	Insurance agencies and brokerages
811191	General automotive repair
811192	Automotive exhaust system repair

12 NAICS Codes were found to be applicable to the scope of the car rental concessions.



MARKET AREA



CURRENT CONCESSIONS



CATEGORIZATION OF WORK



ACDBE AVAILABILITY



ADJUSTMENT



CAR RENTAL CONCESSIONS

ACDBE Availability

NAICS Codes	Concession Type	ACDBE Availability
424720	Motor vehicle supplies and new parts merchant wholesalers	2.5%
441110	Tire and tube merchant wholesalers	0.0%
441120	Motor vehicle parts (used) merchant wholesalers	0.0%
441310	Other miscellaneous durable goods merchant wholesalers	0.0%
441320	Petroleum and petroleum products merchant wholesalers (except bulk stations and terminals)	0.0%
524210	New car dealers	0.0%
811111	Used car dealers	0.0%
811112	Automotive parts and accessories stores	0.0%
811121	Tire dealers	0.0%
811122	Insurance agencies and brokerages	0.0%
811191	General automotive repair	0.1%
811192	Automotive exhaust system repair	0.2%
ACDBE Base Figure		0.05%



CAR RENTAL CONCESSIONS

Adjustment

Federal Fiscal Year	Car Rental ACDBE Goal	Car Rental ACDBE Participation
FFY 2020	3.64%	0.77%
FFY 2021	0.40%	0.72%
FFY 2022	0.40%	1.15%
Median ACDBE Participation Within the Last Three (3) Years		0.77%

Car Rental ACDBE Base Figure

0.05%

Median Car Rental ACDBE Participation

0.77%

Car Rental ACDBE Adjusted Goal

0.4%

New ACDBE Goal FFY 2024-26



7.7%
**Non-Car
Rental ACDBE
Goal**



0.4%
**Car Rental
ACDBE Goal**



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**For any comments,
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