



**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

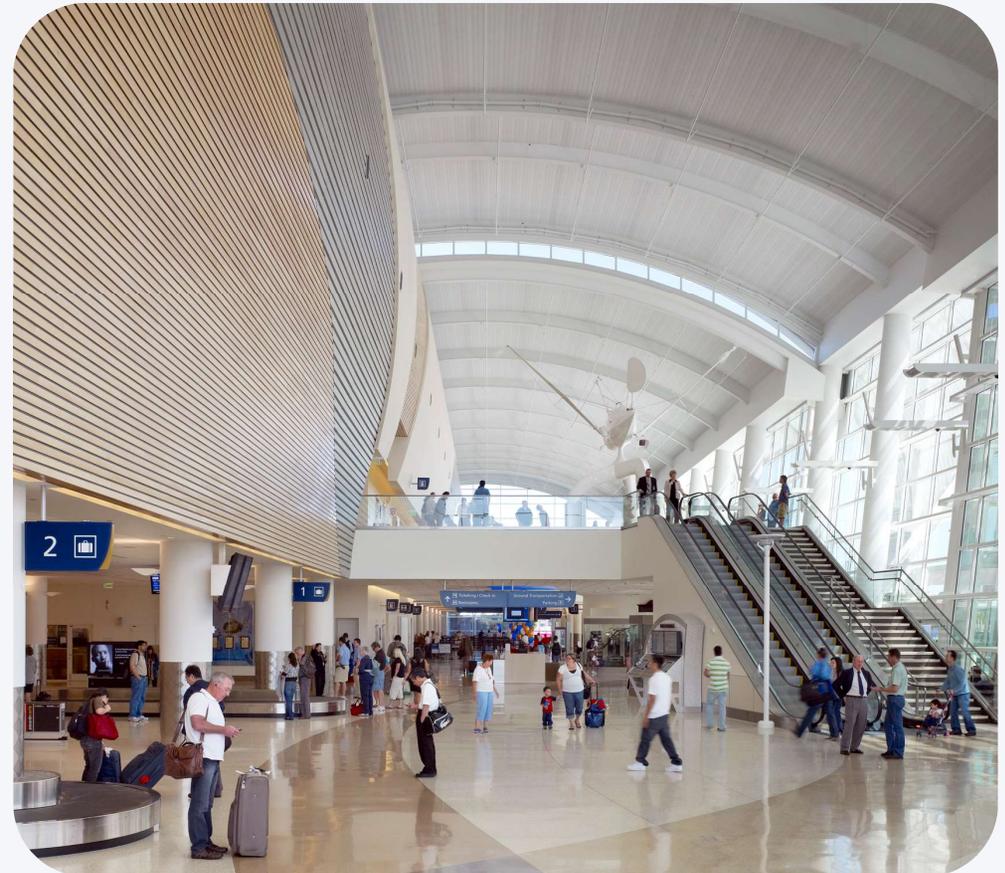
ACDBE Availability

Adjustment

## > Non-Car Rental Concessions Goal

## > Car Rental Concessions Goal

## > Next Steps



# ACDBE Program Introduction

## Title 49 CFR Part 23

Participation of DBEs on  
Airport Concessions

## Title 49 CFR Part 26

Participation by DBEs in  
U.S. Department of  
Transportation Program

## Triennial Goal Period for FFY 2024-2026

Goal Methodology Setting  
for FFY 2024-2026  
(October 1, 2023 –  
September 30, 2026)

# ACDBE Goal Development



MARKET AREA



CURRENT  
CONCESSIONS



CATEGORIZATION  
OF WORK



ACDBE  
AVAILABILITY



ADJUSTMENT





**SJC**  **SAN JOSE MINETA  
INTERNATIONAL AIRPORT**

# Non-Car Rental Concessions Goal Development



MARKET AREA



CURRENT CONCESSIONS



CATEGORIZATION OF WORK



ACDBE AVAILABILITY



ADJUSTMENT



## NON-CAR RENTAL CONCESSIONS

# Market Area

## The market area is State of California

- Area where the substantial majority of firms who seek to do concessions are located
- Required to evaluate the availability of ACDBE firms

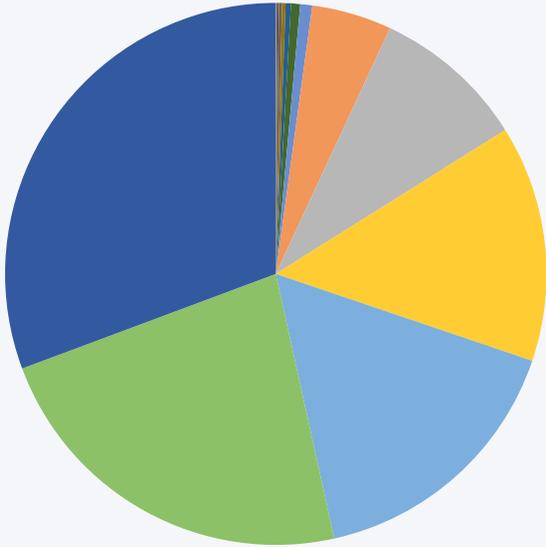




# NON-CAR RENTAL CONCESSIONS

## Current Concessions

Breakdown of Non-Car Rental Gross Receipts



Currently, there are 19 non-car rental concessions. This pie chart reflects the breakdown of non-car rental concessions' gross receipts for FFY 2022.



## 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%
<b>Total</b>		<b>\$255,984,360</b>	<b>100.0%</b>

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



# NON-CAR RENTAL CONCESSIONS

## ACDBE Availability





## 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%
<b>ACDBE Base Figure</b>			<b>4.7%</b>	



# 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%
<b>Median ACDBE Participation Within the Last Three (3) Years</b>		<b>10.74%</b>

Non-Car Rental ACDBE Base Figure

4.7%

Median Non-Car Rental ACDBE Participation

10.74%

Non-Car Rental ACDBE Adjusted Goal

7.7%



# Car Rental Concessions Goal Development





MARKET AREA



CURRENT CONCESSIONS



CATEGORIZATION OF WORK



ACDBE AVAILABILITY



ADJUSTMENT



## CAR RENTAL CONCESSIONS

# Market Area

## The market area is State of California

- Area where the substantial majority of firms who seek to do concessions are located
- Required to evaluate the availability of ACDBE firms





MARKET AREA



CURRENT CONCESSIONS



CATEGORIZATION OF WORK



ACDBE AVAILABILITY



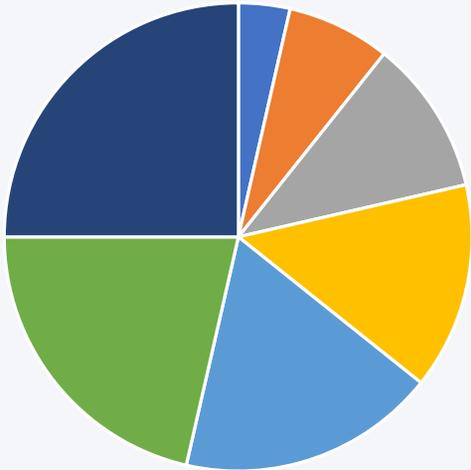
ADJUSTMENT



## CAR RENTAL CONCESSIONS

# Current Concessions

Breakdown of Car Rental Gross Receipts



Currently, there are 7 car rental concessions. This pie chart reflects the breakdown of car rental concessions' gross receipts for FFY 2022.



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.**



## 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%
<b>ACDBE Base Figure</b>		<b>0.05%</b>



### 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%
<b>Median ACDBE Participation Within the Last Three (3) Years</b>		<b>0.77%</b>

Car Rental ACDBE Base Figure

0.05%

Median Car Rental ACDBE Participation

0.77%

Car Rental ACDBE Adjusted Goal

0.4%

# Next Steps



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



**0.4%**  
**Car Rental  
ACDBE Goal**

## Next Steps:

- Accept Comments
- Analyze Responses
- Revise Goal, as needed
- Finalize Goal
- Submit Final Goal to FAA



**SAN JOSE MINETA**  
INTERNATIONAL AIRPORT

**For any comments,  
please submit to  
Magdalena via email.**

**Magdalena Nodal**



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