



Airport Concessions
Disadvantaged Business
Enterprise (ACDBE)
2022-2024 Goal Setting

Stakeholders'
Consultation Meeting
September 14, 2021

Welcome!

While we wait to begin the meeting, please note the following:

- All attendee audio is currently muted.
- If you have a question to ask, please use the 'Chat' function.
- We plan to answer questions at the end of the presentation, but you can submit them at any time.



Airport Concessions Disadvantaged
Business Enterprise (ACDBE)
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Agenda

- What is an ACDBE?
- Purpose of the ACDBE program
- Overview of the ACDBE Program Administration
- TAIT's ACDBE Requirements
- TAIT's Goal Setting Methodology
- How to Provide Comments



What is an ACDBE

- Concessions at airports include revenue-generating enterprises such as:
 - Food, beverage, retail merchants
 - Car rental companies
 - Parking
 - Gas stations
 - Baggage carts
- Airport Concession Disadvantaged Business Enterprises:
 - Small, woman or minority-owned businesses
 - Certified by the Oklahoma UCP
 - Perform work that
 - Supports ownership in concessions businesses of the Airports, and/or
 - Provides goods and services to concessions businesses of the Airports



Purpose of the ACDBE Program

Objectives of 49 CFR Part 23 - Participation by Disadvantaged Business Enterprises (DBEs) in Airport Concessions

- Ensure nondiscrimination in the award and administration of opportunities for concessions by airports receiving DOT financial assistance;
- Create a level playing field on which ACDBEs can compete fairly for opportunities for concessions;
- Remove barriers to the participation of ACDBEs in opportunities for concessions at airports receiving DOT financial assistance; and
- Provide appropriate flexibility to airports receiving DOT financial assistance in establishing and providing opportunities for ACDBEs.



TAIT's ACDBE Requirements

- Governing US DOT Regulations
 - 49 CFR Part 23 Participation by Disadvantaged Business Enterprises (DBEs) in Airport Concessions
 - 49 CFR Part 26 Participation by DBEs in Department of Transportation (DOT) Financial Assistance Programs
- TAIT Responsibilities
 - Establish Overall Goals (set triennially)
 - Certification
 - Monitoring and Enforcement
 - Reporting



Establishing Overall Goals

- TAIT is required to set two overall 3-year ACDBE goals:
 - Car rental concessions
 - Concessions other than car rentals
 - Overall goals must be based on demonstrable evidence of the availability of ready, willing, and able ACDBEs relative to all businesses ready, willing and able to participate in the concessions opportunities
- TAIT's current ACDBE goals:
 - Car Rental: .70%
 - Non-Car Rental: 3.30%
- The full text of current goals will be posted on TAIT's Website



ACDBE Goal-Setting

- TAIT is currently developing its Federal Fiscal Years 2022-2024 ACDBE goals
- Goal-setting is a two-step process:
 - 1) Establish a base figure based on the relative availability of ACDBEs to participate in TAIT's concessions programs
 - 2) Make any necessary adjustments to the base figure based on local market conditions



Non-Car Rental Goal

Restaurants
and Shops



Step 1 - Non-Car Rental

Calculating the Base Figure

Determine what types of businesses to identify. Typical NAICS codes include:

Concession Activity	NAICS Code
Retail/News and Gifts	453220
Vending	454210
Display Advertising	541850
Covid Testing/Lab	621511
Hotels	721110
Food and Beverage	722310
Massage	812199
Personal Services	812990

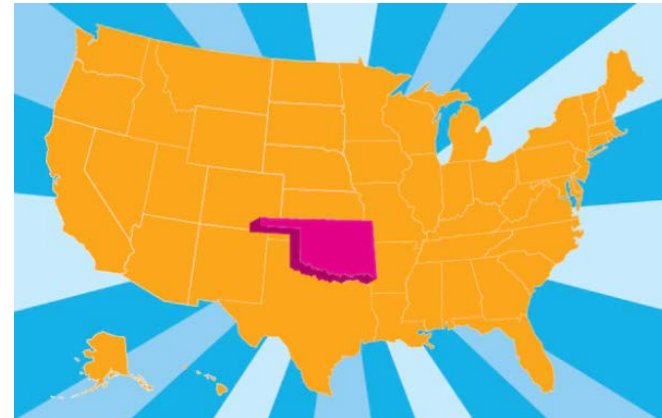


Step 1- Non-Car Rental

Calculating the Base Figure

Then, determine market area; i.e. where concessionaire businesses are located.

- The market area was considered to be the state of Oklahoma



Step 1 – Non-Car Rental

Calculating the Base Figure

Then, determine relative availability.

Data on ACDBE firms is generated from UCP directories

Data on All firms is generated from Census data

Concession Activity	NAICS Code	ACDBE Firms*	All Firms	Relative Availability	X	Weight of Estimated Gross Receipts	=	Weighted Availability
Retail/News and Gifts	453220	3	195	1.54%		43.01%		0.66%
Vending	454210	1	54	1.85%		0.00%		0.00%
Display Advertising	541850	0	38	0.00%		16.89%		0.00%
Covid Testing/Lab	621511	1	201	0.50%		0.00%		0.00%
Hotels	721110	0	850	0.00%		5.53%		0.00%
Food and Beverage	722310	1	487	0.21%		31.87%		0.07%
Massage	812199	0	202	0.00%		2.70%		0.00%
Personal Services	812990	0	163	0.00%		0%		0.00%
Weighted Step 1 Base Figures:								0.73%

Step 2 –Non-Car Rental

Adjusting the Base Figure

After Step 1, determine what adjustment, if any, is needed to the base figure. Consider:

- Evidence from disparity studies, if available
- Any available evidence from related fields that affect the opportunities for ACDBEs to form, grow and compete
- Past ACDBE participation

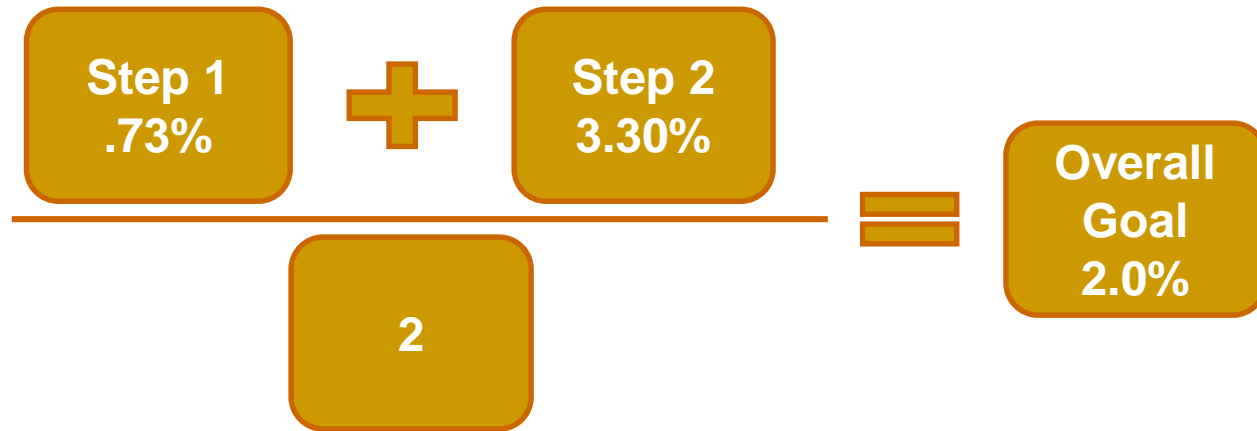
Year	Goal	Accomplishment	Over/Under
FY 2018	3.30%	3.45%	0.15%
FY 2019	3.30%	0.89%	-2.41%
FY 2020	3.30%	3.30%	0.00%

Regulations require using the median (or middle) past participation percentage, if used as an adjustment. Median = 3.30%

Step 2 –Non-Car Rental

Adjusting the Base Figure

Calculate the Overall Goal by *averaging* the results of Step 1 with Step 2



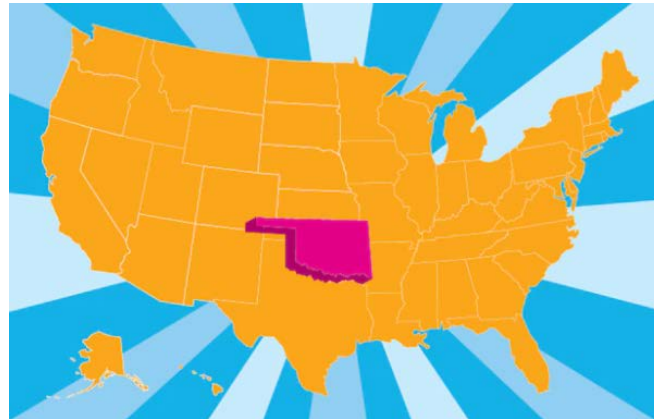
Car Rental Goal



Step 1 - Car Rental Goal

Calculating the Base Figure

Determine market area; i.e. where majority of businesses are located.



For goods and services supporting car rental operations, the market area is the state of Oklahoma, as that is where the majority of current firms is headquartered.



Step 1 - Car Rental Goal

Calculating the Base Figure

Then, determine what types of businesses to identify. Typical NAICS codes include:

Concession Type	NAICS Code
Motor Vehicle Supplies	423120
Car Dealer	441110
Tire Dealers	441320
Insurance	524126
Janitorial	561720
Auto Repair	811111
Auto Body Repair	811121
Car Washes	811192
Motor Vehicle Supplies	423120
Car Dealer	441110



Step 1 - Car Rental Goal

Calculating the Base Figure

Then, determine relative availability:

Data on ACDBE firms is generated from UCP directories

Data on All firms is generated from Census data

Concession Type	NAICS Code	Total ACDBE Firms	Total All Firms	Weighted % DBE/ACDBE Availability
Motor Vehicle Supplies	423120	0	120	0.0%
Car Dealer	441110	0	360	0.0%
Tire Dealers	441320	0	293	0.0%
Insurance	524126	0	128	0.0%
Janitorial	561720	7	553	1.3%
Auto Repair	811111	0	797	0.0%
Auto Body Repair	811121	0	466	0.0%
Car Washes	811192	0	213	0.0%
Total		7	2930	0.2%

Step 2 - Car Rental Goal

Adjusting the Base Figure

After Step 1, determine what adjustment, if any, is needed to the base figure. Things to Consider:

- Evidence from disparity studies, if available
- Any available evidence from related fields that affect the opportunities for ACDBEs to form, grow and compete
- Past ACDBE participation

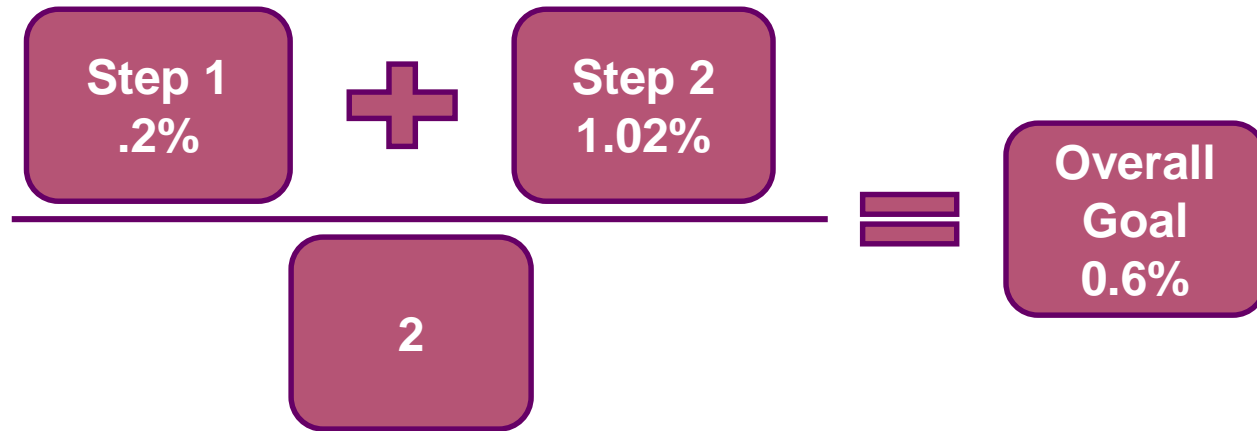
Report Period	Car Rental Goal	ACDBE Car Rental Accomplishment	Over/Under Participation
FY 2018	0.70%	2.95%	2.25%
FY 2019	0.70%	0.97%	0.27%
FY 2020	0.70%	1.02%	0.32%
Median	0.70%	1.02%	0.32%

Regulations require using the median (or middle) past participation percentage, if used as an adjustment. Median = 1.02%

Step 2 - Car Rental Goal

Adjusting the Base Figure

Calculate the Overall Goal by *averaging* the results of Step 1 with Step 2



Stakeholders

- TAIT is required to communicate with the public in two ways for ACDBE goal-setting
 - Consultative process with stakeholders
 - Publishing of goals on its website
 - Inclusion of comments in final goal document
- Please send any additional comments/questions by September 22, 2021 on the goal setting to dbailey@milligancpa.com



Questions/Discussion

