

JOHN WAYNE AIRPORT ORANGE COUNTY

**Federal Aviation Administration (FAA)
Overall Airport Concessions
Disadvantaged Business Enterprise (ACDBE)
Goal-Setting Methodology**

**Fiscal Federal Years (FFY) 2024-2026
Goal Period**

Submitted in fulfillment of:
Title 49 Code of Federal Regulations Part 23

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1 INTRODUCTION

John Wayne Airport, Orange County (JWA), as a recipient of federal funds, is required under 49 Code of Federal Regulations (CFR) Part 23 to establish an Airport Concessions Disadvantaged Business Enterprise (ACDBE) program. Under these regulations, recipient airports are required to establish goals for ACDBE participation in airport concessions opportunities if concession revenues annually exceed prescribed amounts. The goals are determined for a three (3) year period on a triennial basis. The following sections detail the methodologies used to determine ACDBE participation goals for car rental and non-car rental concessions. The methodology for setting each goal includes a determination of a base figure, followed by an adjustment to that base figure, and recognition of several factors.

1.1 Market Area

JWA's market area is the geographical area in which the substantial majority of firms which seek to do concessions business with the Airport and in which the firms receive a substantial majority of concessions related revenues are located. JWA has defined their market area as the State of California.

2 ACDBE GOAL METHODOLOGY FOR NON-CAR RENTAL CONCESSIONS FOR FFYS 2024-2026

Based on historical data, JWA's annual non-car rental concessions revenues are greater than \$200,000. Because revenues exceed this amount, according to Part 23, the Airport must establish a goal for non-car rental ACDBE participation. The goal is intended to cover the three (3) year period for Federal Fiscal Years (FFYs) 2024-2026 (October 1, 2023 through September 30, 2026). The following subsections outline the methodology used to determine the goal for non-car rental ACDBE participation.

2.1 Non-Car Rental Concessions

Table 1 lists FFY 2022 gross receipts for the non-car rental concessions categories offered by JWA, and Table 2 lists the projected gross receipts of non-car rental concessions for FFYs 2024-2026.

Table 1

**Past Federal Fiscal Year Gross Receipts
for Non-Car Rental Concessions (FFY 2022)**

Non-Car Rental Concession Category	Amount
Advertising	\$3,128,100
Food and Beverage	\$16,784,458
News and Gifts	\$41,523,281
Retail	\$0
Specialty Retail	\$220,929
Total	\$61,656,768

Source: JWA Uniform Report for FFY 2022

Table 2

**Projected Gross Receipts
for Non-Car Rental Concessions (FFYs 2024-2026)**

Non-Car Rental Concession Category	Amount
Advertising	\$10,900,000
Food and Beverage	\$134,679,135
News and Gifts	\$18,433,000
Retail	\$54,784,000
Specialty Retail	\$0
Total	\$218,796,135

Source: JWA Business Development

At the time of preparing this methodology, JWA is reviewing proposals for non-car rental concessions. JWA will analyze opportunities and will determine if it is appropriate to adjust the overall non-car rental goal. If an adjustment is needed, JWA will revise the overall non-car rental goal and submit a revised methodology to the FAA for approval.

2.1 Step 1: Determination of the Base Figure

By obtaining the estimated gross receipts for non-car rental concessions, both non-ACDBE and ACDBE firms, JWA calculated the base figure for non-car rental ACDBE participation to be 30.46%¹ by dividing the total estimated non-car rental gross receipts for ACDBEs by the total estimated gross receipts for all non-car rental concessions (Table 3).

Table 3
Non-Car Rental Base Figure Calculation

Concession Category	Est. Total Gross Receipts	ACDBE \$ of Total Est. Gross Receipts	ACDBE Part. %
Advertising	\$10,900,000	\$0	0.00%
Food and Beverage	\$134,679,135	\$47,496,900	35.27%
News and Gifts	\$18,433,000	\$4,236,280	22.98%
Retail	\$54,784,000	\$14,908,320	27.21%
Specialty Retail	\$0	\$0	0.00%
Total	\$218,796,135	\$66,641,500	30.46%

Source: JWA Business Development

2.2 Step 2: Adjusting the Base Figure

Upon establishing the Base Figure, JWA reviewed and assessed other known evidence potentially impacting the relative availability of ACDBEs within the market area, in accordance with prescribed narrow tailoring provisions set forth under 49 CFR Part 23.51 Step 2 ACDBE Goal Adjustment guidelines.

Historical Non-Car Rental ACDBE Participation

Past ACDBE participation attainment provides demonstrable evidence of ACDBE availability and capacity to perform on JWA's non-car rental concessions. Table 4 shows the ACDBE participation achieved on non-car rental concessions for the last three (3) FFYs.

Table 4
(amounts subject to rounding differences)

	Non-Car Rental ACDBE Goals	Non-Car Rental ACDBE Participation
FFY 2020	13.30%	30.20%
FFY 2021	27.70%	29.88%
FFY 2022	27.70%	30.33%
Median ACDBE Participation Within the Last Three (3) Years		30.20%

Source: Overall ACDBE Triennial Goal Methodologies for FFY 2018-2020 and FFY 2021-2023 and Uniform Reports for FFY 2020-2022.

To arrive at an overall goal, JWA summed the Step 1 ACDBE Base Figure with the Step 2 Adjustment Figure and then averaged the total.

$$\begin{array}{rclclcl}
 \text{Non-Car Rental ACDBE Base Figure (30.46\%)} & + & \text{Non-Car Rental Median ACDBE Participation Within the Last Three (3) Years (30.20\%)} & \div 2 & = & \text{Non-Car Rental ACDBE Triennial Goal (30.33\%)}
 \end{array}$$

¹ Dividing the total estimated non-car rental gross receipts for ACDBEs by the total estimated non-car rental gross receipts (\$66,641,500 ÷ \$218,796,135).

Disparity Studies

JWA has not conducted a disparity study on airport concessions nor are they aware of any relevant studies of a similar size and location. Therefore, no adjustment was made to the base figure based on disparity study data.

Other Considerations

JWA is not aware of any other factors or adverse considerations that would have a material effect on ACDBE availability within the Airport marketplace or on ACDBE's ability to participate (meeting bonding, insurance, and financial requirements) in JWA's concessions program. Therefore, no further consideration toward a goal adjustment was made. JWA will continue to explore and consider all available evidence that materially would affect the opportunities for ACDBEs to form, grow, and compete in the Airport's concessions program.

2.3 ACDBE Triennial Goal for Non-Car Rental Concessions FFY 2024-2026

The Airport Non-Car Rental ACDBE Triennial Goal for FFYs 2024-2026 is 30.33%.

The Airport must project the amount of the goal that will be met with both race-conscious and race-neutral means. The Airport operates a strictly race-neutral ACDBE program and will meet all of the goal with race-neutral means, as shown below.

Non-Car Rental ACDBE Goal	30.33%
Race-Conscious Projection	0.00%
Race-Neutral Projection	30.33%

2.4 Race -Neutral Measures

49 CFR Part 23 requires that airports meet the maximum feasible portion of their overall ACDBE goals utilizing race-neutral means. Race-neutral participation includes any time that an ACDBE wins a contract through customary competitive procedures. Race-conscious methods are those that are focused specifically on assisting only ACDBEs, such as establishing a contract goal of ACDBE participation. JWA will continue its efforts in executing the following race-neutral measures to achieve the non-car rental ACDBE goal:

- Locating and identifying ACDBEs and other small businesses who may be interested in participating as concessionaires.
- Notifying ACDBEs of concession opportunities and encouraging them to compete, when appropriate.
- When practical, structuring concession activities so as to encourage and facilitate the participation of ACDBEs.
- Ensuring that competitors for concession opportunities are informed during pre-solicitation meetings about how JWA's ACDBE program will affect the procurement process.
- Providing technical assistance to ACDBEs in overcoming limitations, such as obtaining bonding or financing.

3 ACDBE GOAL METHODOLOGY FOR CAR RENTAL CONCESSIONS FOR FFYS 2024-2026

JWA annually has car rental concessions revenues greater than \$200,000. Because revenues exceed this amount, according to Part 23, JWA must establish a goal for car rental ACDBE participation. The goal is intended to cover the three (3) year period for FFYs 2024-2026. The following subsections outline the methodology used to determine the goal for car rental ACDBE participation.

3.1 Current Car Rental Concessionaires

Current car rental concessionaires and their FFY 2022 revenues are listed in Table 5 below.

Table 5

Concessionaire	FFY 2022 Gross Revenue
Budget	\$28,663,476
Avis	\$32,243,305
Enterprise	\$67,539,129
Dollar	\$6,743,370
Hertz	\$32,390,370
Thrifty	\$7,404,503

Source: JWA Business Development

Since the car rental concessionaires at JWA have annually seen average revenues in excess of \$200,000 over the past three years, JWA is required to establish a goal of ACDBE participation for car rental concessions.

3.2 Step 1: Determination of Base Figure

The methodology used to determine a base figure of ACDBE car rental participation is to obtain the number of ready, willing, and able ACDBE firms that provide car rental services or provide goods and services to car rental concessionaires and dividing that number by the total number of ready, willing, and able firms in the market area. For the purpose of determining this goal, the market area is considered to be the State of California as car rental firms generally operate on a regional basis, shifting cars and resources among a region as needs dictate.

Table 6 below details the types of firms that are expected to be able to provide car rental sales and or goods and services to JWA car rental agencies.

Table 6

NAICS Code	Types of Services	ACDBE Firms	All Firms
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	2	1,854
423130	Tire and Tube Merchant Wholesalers	1	259
423140	Motor Vehicle Parts (Used) Merchant Wholesalers	0	189
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	0	1,372
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	3	536
423990	Other Miscellaneous Durable Goods Merchant Wholesalers	6	1,649
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	6	428
441110	New Car Dealers	0	1,989
441120	Used Car Dealers	0	1,529
441310	Automotive Parts and Accessories Stores	0	3,567
441320	Tire Dealers	1	2,320
488410	Motor Vehicle Towing	0	1,247
492110	Couriers and Express Delivery Services	1	1,345
524210	Insurance Agencies and Brokerages	2	14,342
532210	Consumer Electronics and Appliances Rental	0	173
541110	Offices of Lawyers	1	22,679
541611	Administrative Management and General Management Consulting Services	78	15,764
541612	Human Resources Consulting Services	12	1,200

NAICS Code	Types of Services	ACDBE Firms	All Firms
561621	Security Systems Services (except Locksmiths)	4	812
561622	Locksmiths	0	496
561710	Exterminating and Pest Control Services	0	1,900
561720	Janitorial Services	16	6,442
811111	General Automotive Repair	3	9,518
811118	Other Automotive Mechanical and Electrical Repair and Maintenance	1	367
811121	Automotive Body, Paint, and Interior Repair and Maintenance	1	4,023
811122	Automotive Glass Replacement Shops	0	742
811191	Automotive Oil Change and Lubrication Shops	1	775
811192	Car Washes	5	2,062
811212	Computer and Office Machine Repair and Maintenance	0	626
812331	Linen Supply	1	108
Total		145	100,313
Base Figure			0.14%

3.3 Step 2: Adjusting the Base Figure

After determining the base figure of ACDBE participation, the figure may be adjusted based upon local supporting evidence such as historic participation, disparity study information, and local availability of ACDBE firms.

Historical ACDBE Participation

Table 7 below shows the historical car rental ACDBE participation obtained by JWA for the last three (3) FFYs.

Table 7

Federal Fiscal Year	Car Rental ACDBE Goal	Car Rental ACDBE Participation
FFY 2020	8.30%	1.49%
FFY 2021	0.70%	0.94%
FFY 2022	0.70%	2.26%

Source: Overall ACDBE Triennial Goal Methodologies for FFY 2018-2020 and FFY 2021-2023 and Uniform Reports for FFY 2020-2022.

To arrive at an adjusted base figure, the Airport added our Step 1 ACDBE Base Figure with our Step 2 Adjustment Figure (the median ACDBE participation) and divided by two (2) to get the average.

Car Rental ACDBE Base Figure	+	Car Rental Median ACDBE Participation Within the Last Three (3) Years	÷ 2	=	Car Rental ACDBE Triennial Goal
(0.14%)		(1.49%)			(0.82%)

Disparity Studies

JWA has not conducted a disparity study on airport concessions nor are they aware of any relevant studies of a similar size and location. Therefore, no adjustment was made to the base figure based on disparity study data.

Other Considerations

JWA is not aware of any other factors or adverse considerations that would have a material effect on ACDBE availability within JWA's marketplace or on ACDBE's ability to participate (meeting bonding, insurance, and financial requirements) in JWA's concessions program. Therefore, no further consideration toward a goal adjustment was made. JWA will continue to explore and consider all available evidence that materially would affect the opportunities for ACDBEs to form, grow, and compete in JWA's concessions program.

3.4 ACDBE TRIENNIAL GOAL FOR CAR RENTAL CONCESSIONS FOR FFYS 2024-2026

In accordance with the requirements of 49 CFR Part 23, the Airport has established a Car Rental ACDBE Triennial Goal for FFYs 2024-2026 of 0.82%.

JWA must project the amount of the goal that will be met with both race-conscious and race-neutral means. As JWA has met car-rental ACDBE goals in the past two federal fiscal years, it expects to meet the triennial goal with race-neutral means. Further, JWA operates a strictly race-neutral ACDBE program and will meet all of the goal with race-neutral means, as shown below.

Car Rental ACDBE Goal	0.82%
Race-Conscious Projection	0.00%
Race-Neutral Projection	0.82%

3.5 Race -Neutral Measures

49 CFR Part 23 requires that airports meet the maximum feasible portion of their overall ACDBE goals utilizing race-neutral means. Race-neutral participation includes any time that an ACDBE wins a contract through customary competitive procedures. Race-conscious methods are those that are focused specifically on assisting only ACDBEs, such as establishing a contract goal of ACDBE participation. The Airport expects to solely utilize race neutral methods to achieve its car rental participation goals and does not expect to establish contract goals to achieve this goal. The underlying reason for the use of race-neutral means to achieve the goal is the market availability of ACDBE firms in JWA's market area.

Some race-neutral methods the Airport will utilize are listed below:

- Locating and identifying ACDBEs and other small businesses who may be interested in participating as concessionaires.
- Notifying ACDBEs of concession opportunities and encouraging them to compete, when appropriate.
- When practical, structuring concession activities so as to encourage and facilitate the participation of ACDBEs.
- Providing technical assistance to ACDBEs in overcoming limitations, such as obtaining bonding or financing.

4 PUBLIC PARTICIPATION

In accordance with the Public Participation Regulatory Requirements of Title 49 CFR Part 26, minority, women, small, and local business associations, and community organizations within JWA's market area were consulted and provided an opportunity to review the triennial goal analysis and provide input.

JWA issued a Public Notice on its website publishing the Draft Proposed FAA Overall ACDBE Goals for FFY 2024-2026. The notice informed the public that the proposed goal and rationale are available for inspection at JWA's Administration Building during normal business hours and JWA will accept comments on the goal and methodology for 30 days.


JWA reached out to local minority, women, and community business organizations to provide them with information on the JWA ACDBE program and specifically the Draft Proposed FAA Overall ACDBE Goal-Setting Methodology for FFY 2024-2026. Each organization was contacted and given an opportunity for a one-on-one meeting or to participate in a webinar. JWA hosted a webinar on Thursday, September 28, 2023, at 10:00 am PDT.

A summary of all efforts made to contact organizations will be listed in the final methodology document along with all comments received.

ATTACHMENT 1: WEBSITE NOTIFICATION

JOHN WAYNE AIRPORT
ORANGE COUNTY

Advertising Business Opportunities ▾ General Aviation ▾ Ground Transportation ▾ Permits ▾ Tenant Information ▾



Terminal parking structures fill quickly. [Please check here for availability.](#)

DBE / ACDBE

ACDBE Program

DBE Program

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/ Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program

Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program

The U.S. Department of Transportation's (USDOT) ACDBE regulation, 49 CFR Part 23, went into effect April 21, 2005. John Wayne Airport (JWA) is required to develop and implement an ACDBE program in compliance with 49 CFR Part 23.

JWA proposes ACDBE goals for federal fiscal years 2024 through 2026 of 30.33% for Non-Car Rental Concessions, and 0.82% for Car Rental Concessions. Please see the following notice regarding public consultation and a public participation meeting on the goal methodology scheduled for September 28, 2023.

Public Consultation Notice

- [JWA ACDBE Overall Goals Public Notice 2024-2026 \(HTML\)](#)
- [JWA ACDBE Overall Goals Public Notice 2024-2026](#)

Documents

- [JWA ACDBE Overall Goals 2021-2023](#)
- [JWA ACDBE Program Manual](#)

Contact

Nick Dinger
(949) 252-5297
NDinger@ocair.com

JOHN WAYNE AIRPORT, ORANGE COUNTY

FEDERAL AVIATION ADMINISTRATION

ACDBE GOALS FOR FEDERAL FISCAL YEARS 2024-2026

In accordance with 49 CFR Part 26.45(g), the John Wayne Airport, Orange County (JWA), as a recipient of U.S. Department of Transportation (DOT) assistance, announces proposed Federal Aviation Administration (FAA) Airport Concessions Disadvantaged Business Enterprise (ACDBE) goals for Non-Car Rental and Car Rental Concessions.

Triennial Period	
October 1, 2023 through September 30, 2026	
30.33%	ACDBE Goal for <i>Non-Car Rental Concessions</i>
0.82%	ACDBE Goal for <i>Car Rental Concessions</i>

These percentages represent the race-neutral goals JWA is proposing for participation of certified ACDBE firms in JWA's concessions' programs.

We will host a webinar for public participation on:
Thursday, September 28, 2023 at 10:00 a.m.

[REGISTER HERE](#)

The methodology used to determine the proposed goals will be available for public inspection for thirty (30) days from the date of this notice, Monday through Friday from 8:00 a.m. to 4:00 p.m. at the following location:

John Wayne Airport, Orange County
Eddie Martin Administration Building
3160 Airway Avenue
Costa Mesa, CA 92626
Tel: (949) 252-5297

The U.S. DOT and JWA will accept comments on this proposed goal for 30 days from the date of this notice.

Written comments to JWA's Liaison Officer, Nick Dinger, may be sent to the address above or emailed to NDinger@ocair.com. Written comments can also be sent directly to the FAA, DBE/ACDBE Compliance Specialist for the Western Pacific Region, P.O. Box 920078, Los Angeles, CA 90009-2007. Written comments will be accepted until Friday, September 29, 2023.

To request language interpretation assistance or a reasonable accommodation under the Americans with Disabilities Act, please notify John Wayne Airport at least 72 hours prior to the webinar meeting at NDinger@ocair.com or (949) 252-5297.

ATTACHMENT 2: SAMPLE E-BLAST

JOHN WAYNE AIRPORT
ORANGE COUNTY**FEDERAL AVIATION ADMINISTRATION (FAA)
ACDBE GOAL FEDERAL FISCAL YEARS
2024 - 2026**

In accordance with 49 CFR Part 26.45(g), the John Wayne Airport (JWA), as a recipient of U.S. Department of Transportation (DOT) assistance, announces a proposed Federal Aviation Administration (FAA) overall Triennial Airport Concessions Disadvantaged Business Enterprise (ACDBE) goals for Non-Car Rental and Car Rental Concessions.

These percentages represent the race-neutral goals JWA is proposing for participation of certified ACDBE firms in JWA's concessions' programs. The methodology used to determine the proposed goal will be available for public inspection for thirty (30) days from the date of this notice upon request.

30.33%NON-CAR RENTAL
CONCESSIONS**0.82%**CAR RENTAL
CONCESSIONS**Public Notice****VIRTUAL PUBLIC WEBINAR****SEPTEMBER 28, 2023**
10:00 - 11:00 A.M.
VIRTUAL

JWA will host a webinar on Thursday, September 28, 2023 from 10:00 am – 11:00 am PT to present the methodology for establishing the proposed ACDBE goals, provide an opportunity for public comment, and answer questions about the JWA ACDBE Concessions program and proposed ACDBE goals.

Register Here

The U.S. DOT and JWA will accept comments on the proposed goals until Friday, September 29, 2023.

Written comment to JWA's Liaison Officer, Nick Dinger, may be emailed to NDinger@ocair.com. Written comments may also be mailed JWA at 3160 Airway Avenue, Costa Mesa, CA 92626.

Written comments can also be sent directly to the FAA, DBE/ACDBE Compliance Specialist for the Western Pacific Region at P.O. Box 920078, Los Angeles, CA 90009-2007.

ATTACHMENT 3: CONSULTATIVE PROCESS SUMMARY

Organization	Contact Efforts	Comments
Asian Business Association dennis@abala.org (213) 628-1222	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA attempted call to organization; however, call could not be completed due to inactive phone number.	No comments received.
Black Business Association - Los Angeles mail@bbala.org (323) 291-9334	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA attempted call to organization; however, mailbox was full and could not leave a voicemail.	No comments received.
Construction Management Association of America - Southern California Chapter sccmaa@cmaasc.org (213) 537-7071	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA left voicemail detailing goals, webinar details, and public notice location on the website.	No comments received.
Los Angeles Latino Chamber of Commerce info@lalcc.org olivia@lalcc.org (213) 422-9019	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA spoke to a representative and provided info on goals, webinar details and public notice. JWA requested email addresses to resend notice and sent public notice to info@lalcc.org and olivia@lalcc.org .	No comments received.
Los Angeles Metro Hispanic Chamber of Commerce chamber@chamberla.org (213) 500-5657	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA spoke to a representative. JWA requested email address to resend notice and sent public notice to hmerida@chamberla.org .	No comments received.
Los Angeles Minority Business Enterprise Center info@mbdalosangeles.org (213) 353-9400	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA spoke to a representative. JWA requested email address to resend notice and sent public notice to blac@pacela.org .	No comments received.

Organization	Contact Efforts	Comments
National Association of Minority Contractors - Southern California Chapter admin@namcsc.org (323) 296-8005	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA spoke to representative. JWA requested email address to resend notice and sent public notice to admin@namcsc.net ;	No comments received.
National Association of Women Business Owners - Los Angeles President@NAWBOLA.org (213) 622-3200	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 JWA left voicemail detailing goals, webinar details, and public notice location on the website.	No comments received.
National Latina Business Women Association - Los Angeles info@nlbwa-la.org (213) 559-0665	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA attempted call to organization and could not complete call.	No comments received.
Southern California Black Chamber of Commerce info@blackchamberofcommerce.org (888) 466-7408	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA spoke to a representative and provided info on goals, webinar details and public notice. JWA requested email address to resend notice and sent public notice to info@blackchamberofcommerce.org .	No comments received.
The Greater Los Angeles African American Chamber of Commerce info@glaaacc.org (323) 292-1297	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA spoke to a representative who requested info and sent public notice to info@glaaacc.org .	No comments received.
National Association of Women Contractors, Orange County Chapter info@nawicoc.org	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28.	No comments received.
Hispanic Chamber of Commerce of Orange County mail@ochcc.com (714) 953-4289	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA left voicemail detailing goals, webinar details, and public notice location on the website.	No comments received.
Black Chamber of Commerce of Orange County bobby.mcdonald@ocblackchamber.com (714) 547-2646	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA left voicemail detailing goals, webinar details, and public notice location on the website.	No comments received.

Organization	Contact Efforts	Comments
Association of General Contractors, LA District member_services@agc-ca.org (916) 371-2422	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA left voicemail detailing goals, webinar details, and public notice location on the website.	No comments received.
Vietnamese American Chamber of Commerce, Orange County contact@vococ.com (657) 204-6987	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA attempted call to organization; however, call could not be completed due to inactive phone number.	No comments received.
Asian Business Association of Orange County officemanager@abaoc.org (949) 222-2291	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA left voicemail detailing goals, webinar details, and public notice location on the website.	No comments received.
National Association of Women Business Owners - Orange County info@nawbooc.biz (626) 510-4085	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA left voicemail detailing goals, webinar details, and public notice location on the website.	No comments received.
Orange County Chinese-American Chamber of Commerce info@occacc.org	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28.	No comments received.
Korean American Chamber Orange County info@kaccoc.com (714) 638-1440	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA spoke to a representative who requested info. JWA sent public notice to raina@kaccocfoundation.com .	No comments received.
OC Iranian Chamber Inquiry@OCIACC.com (949) 370-0102	Sent e-blasts on 9/5, 9/8, 9/12, 9/14, 9/19, 9/21, 9/26, and 9/28. 9/19 – JWA spoke to a representative who requested info. JWA sent public notice to shani@ociacc.com .	No comments received.

ATTACHMENT 4: WEBINAR PRESENTATION



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ACDBE Program Overview

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 Financial Assistance Programs

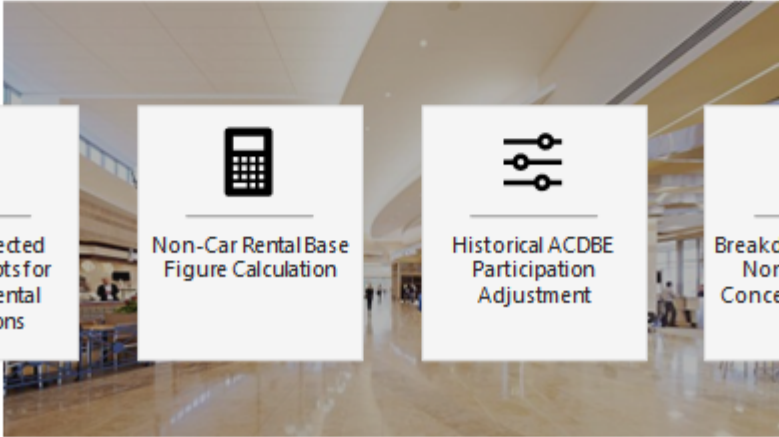
ACDBE Triennial Goal Period for FFY 2024-2026
Goal Methodology Setting for FFY 2024-2026
October 1, 2023 through September 30, 2026


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Non-Car Rental Concessions ACDBE Goal Development







Past & Projected
Gross Receipts for
Non-Car Rental
Concessions



Non-Car Rental Base
Figure Calculation



Historical ACDBE
Participation
Adjustment



Breakdown of Overall
Non-Car Rental
Concessions ACDBE
Goal

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Past & Projected Gross Receipts

Past Federal Fiscal Year (FFY 2022) Gross Receipts

Table 1

Non-Car Rental Concession Category	Amount
Advertising	\$3,128,100
Food and Beverage	\$16,784,458
News and Gifts	\$41,523,281
Retail	\$0
Specialty Retail	\$220,929
Total	\$61,656,768

Projected 3 Federal Fiscal Years

Table 2

Non-Car Rental Concession Category	Amount
Advertising	\$10,900,000
Food and Beverage	\$134,679,135
News and Gifts	\$18,433,000
Retail	\$54,784,000
Specialty Retail	\$0
Total	\$218,796,135

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Base Figure Calculation

Table 3

Concession Category	Est. Total Gross Receipts	ACDBE \$ of Total Est. Gross Receipts	ACDBE Part. %
Advertising	\$10,900,000	\$0	0.00%
Food and Beverage	\$134,679,135	\$47,496,900	35.27%
News and Gifts	\$18,433,000	\$4,236,280	22.98%
Retail	\$54,784,000	\$14,908,320	27.21%
Specialty Retail	\$0	\$0	0.00%
Total	\$218,796,135	\$66,641,500	30.46%

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Historical ACDBE Participation Adjustment

Table 4

	Non-Car Rental ACDBE Goals	Non-Car Rental ACDBE Participation
FFY 2020	13.30%	30.20%
FFY 2021	27.70%	29.88%
FFY 2022	27.70%	30.33%
Median ACDBE Participation Within the Last Three (3) Years		30.20%

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Breakdown of Overall Non-Car Rental Concessions ACDBE Goal

Non-Car Rental ACDBE Base Figure	+	Non-Car Rental Median ACDBE Participation Within the Last Five (5) Years	÷ 2 =	Non-Car Rental ACDBE Triennial Goal
30.46%		30.20%		30.33%

Overall Non-Car Rental ACDBE Goal	30.33%
Race-Conscious Component	0.00%
Race-Neutral Component	30.33%


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Current Car Rental Concessions

Table 5

Concessionaire	FFY 2022 Gross Revenue
Budget	\$28,663,476
Avis	\$32,243,305
Enterprise	\$67,539,129
Dollar	\$6,743,370
Hertz	\$32,390,370
Thrifty	\$7,404,503

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Base Figure Calculation

By obtaining the number of ready, willing, and able ACDBE firms that provide car rental services or provide goods and services to car rental concessionaires and dividing that number by the total number of ready, willing and able firms in the market area, the Base Figure was determined.

Table 6

Total ACDBE Firms	÷	Total Established Firms	=	Base Figure
145		100,313		0.14%

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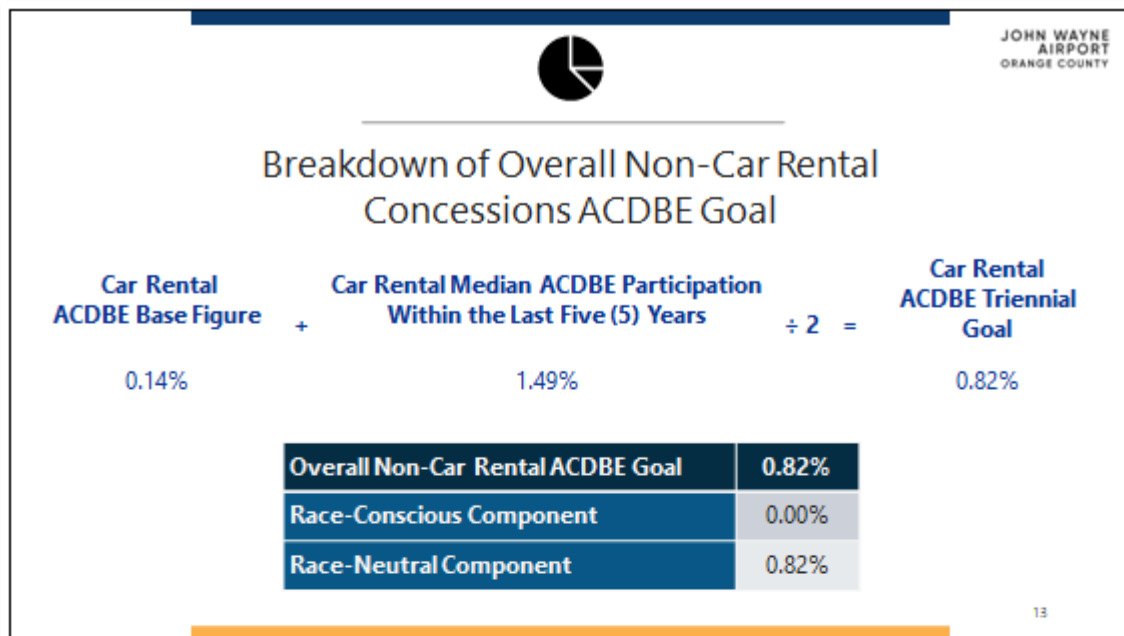
Historical ACDBE Participation Adjustment

Table 4

	Car Rental ACDBE Goals	Car Rental ACDBE Participation
FFY 2020	8.30%	1.49%
FFY 2021	0.70%	0.94%
FFY 2022	0.70%	2.26%
Median ACDBE Participation Within the Last Three (3) Years		1.49%

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Next Steps

1. Public Consultation through 9/29
2. Analyze Responses
3. Revise Goal, as needed
4. Finalize Goal
5. Submit Final Goal to FAA

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Thank you for your time!

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