

## Attachment 4

**BASE GOAL CALCULATION NARRATIVE & DETAIL****Base Gross Receipts-Non Car Rental**

Base concession revenues for FFY 2023-2025 were determined as follows:

- Gross Receipts for 2021 were compiled (unless only airport receipts available as shown)
- Where revenues are impacted by enplanements, annual increases for each year were calculated based on increases in the FAA Terminal Area Forecast
- Where revenues are impacted solely by established lease rates, trends in lease rates were used

<b>NON-CAR RENTAL</b>				
<b>CONCESSION CONTRACT / MANAGEMENT AGREEMENT OPPORTUNITY</b>	<b>TOTAL ESTIMATED GROSS RECEIPTS OF CONTRACT/TOTAL VALUE OF MANAGEMENT AGREEMENT CONTRACT</b>			
	<b>FFY 2023</b>	<b>FFY 2024</b>	<b>FFY 2025</b>	<b>GRAND TOTAL</b>
Food & Beverage/Vending/Retail	1869530	1981702	2029262	5880494
*Newspaper Displays	461	461	461	1383
*Bank Machine	2784	2784	2784	8352
Parking Management Contract	**	**	**	**
Indoor Display Advertising	134000	134000	134000	402000
Massage Chairs	8157	8646	8854	25657
<b>TOTAL</b>	<b>\$2,014,932</b>	<b>\$2,127,593</b>	<b>\$2,175,361</b>	<b>\$6,317,886</b>
*Airport Receipts only known amount **Excluded gross receipts of management contract with non-ACDBE firm				

### **Base Gross Receipts-Car Rental**

CONCESSION CONTRACT	TOTAL ESTIMATED GROSS RECEIPTS OF CONTRACT			
	FFY 2023	FFY 2024	FFY 2025	GRAND TOTAL
Car Rental	\$11,307,852.54	\$11,986,324.00	\$12,273,995.50	\$35,568,172.00

### **Step 1 – Determine the relative ability of ACDBE Firms**

#### **Non Car Rental**

The relative availability of ACDBE firms was determined through the use of the INDOT DBE/ACDBE directory for types of work. The availability of all firms was determined through the use of Census Bureau Data.

Market Area: The market area utilized for specific areas of work is listed in the overall goal calculation below. The market area utilized is based on historical participation experienced on prior bids/proposals for the type of work shown.

Concession Opportunity Expiration Date	NAICS Code	Concession Type	Market Area	ACDBE Availability	Total Firms	Percentage of Estimated Gross Receipts	Weighted Availability
4/30/2025	72231	Food & Beverage	Nationwide	16	20,286	.7633	.0006
4/30/2025	453220	News & Gifts & Vending	Statewide	14	303	.1675	.0077
Mo to Mo	511110	Newspaper Displays	Local	0	4	.0002	0
4/30/2024	5221	Bank Machine	Local	0	152	.0013	0
9/30/2023	812930	Parking Management	Nationwide	2	11,885	**	0
6/30/2025	541810	Indoor Display Advertising	Tri-State	4	914	.0636	.0003
9/14/2023	812199	Massage Chairs	Nationwide	1	24,989	.0041	.0000
		Total ACDBE Availability					.0086

## Car Rental

The relative availability of ACDBE firms was determined through the use of the INDOT DBE/ACDBE directory for types of work. The availability of all firms was determined through the use of Census Bureau Data.

Market Area: The market area utilized for specific areas of work is listed in the overall goal calculation below. The market area utilized is based on information received from car rental who bid on our car rental opportunity.

Car Rental Concessions Opportunity Expiration Date	NAICS Code	Concession Type	Market Area	ACDBE Availability	Total Firms
11/30/2022	532111	Car Rental Firms	Nationwide	0	9744
		Total ACDBE Availability			0

## Step 2 -Adjustment to Base

### Past Participation:

#### Non-Car Rental

Our past participation is reflective of the fact that we currently have an ACDBE joint venture. Prior to that we had an ACDBE prime concessionaire in the Food & Beverage/Retail/Vending concessions at FWA for 10 years. This attainment was achieved based on race neutral good faith effort outreach by the Authority. As part of our proposal solicitation, we utilize extensive outreach to attempt to attract a wide range of interest in our opportunity (to include our current ACDBE provider). Since our significant past achievement is primarily a reflection of race neutral attainment, we don't believe that an adjustment for past participation would be a representative adjustment to the race conscious portion of the goal.

#### Car Rental

We have not made an adjustment for past participation because it included participation by an ACDBE car dealership which is no longer in existence. Therefore, we do not believe that our past participation would be an appropriate representation of our new goal structure and have not made an adjustment on this basis.

ACDBE Opportunity Data:

Ownership of Business

Source:

American FactFinder Report SB0700CSA01

<http://www.census.gov/quickfacts/table/PST045215/18003,00>

Minority Owned Firms, Allen County 6.6% \* , Minority\*\* percent, Allen County 28.05%  
Women Owned Firms, Allen Cty. 15.46%\* Female Persons, percent, Allen Cty. 50.7%

\*Percent of Firm derived by dividing minority owned employer firms by all employer firms and women-owned employer firms by all employer firms.

\*\*Minority derived by total population percent minus the white alone, non-Hispanic population percent.

2021 Unemployment Rates—Indiana

Source: Bureau of Labor Statistics <https://www.bls.gov/opub/geographic-profile/home.htm>

Total 3.8%

White 3.3%

Black or African American 8.6%

Hispanic or Latino ethnicity 3.5%

Women 3.5%

## Education Attainment All Occupations

Source:

[Educational Attainment in the United States: 2021 \(census.gov\)](https://www.census.gov/data/tables/2020/educational-attainment-in-the-united-states/2021.html)

Bachelor's degree

White alone 22.57%

Black or African American Alone 15.9%

All other Hispanic or Latino 13.18%

When examining the major economic contributors listed above, it becomes evident that economic disparity exists in Allen County, Indiana between the two major minority groups when compared with statistics for the majority group. Income, education, and employment disadvantage are areas that would impact an individual's ability to obtain funding and training necessary to own and manage a business eligible to participate in the ACDBE Program. As we have done previously, we would recommend a 1.0% individual contract adjustment to compensate for this disparity.

### **Step 2—Non Car Rental**

.86%	Overall Goal Step 1
<u>1.0%</u>	Adjustment Step 2
1.86%	Overall Goal Non Car Rental

**\$6,317,886 base revenues x .0186 = \$117,512.67 ACDBE Participation 3 year period**

### **Car Rental**

.0%	Goal Step 1
<u>1.00%</u>	Adjustment Step 2
1.00%	Overall Goal Car Rental

**\$ 35,568,172.00 base revenues x .01 = \$355,681.72 ACDBE participation 3-year period.**

**Attachment 5**  
**Breakout of Estimated Race-Neutral & Race Conscious Participation**  
**Section 23.51**

The Fort Wayne-Allen County Airport Authority will meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating ACDBE participation. The Fort Wayne-Allen County Airport Authority uses the following race-neutral measures to increase ACDBE participation

1. *Locating and identifying ACDBEs and other small businesses who may be interested in participating as concessionaires under 49 CFR Part 23;*
2. *Notifying ACDBEs of concession opportunities and encouraging them to compete, when appropriate;*
3. *When practical, structuring concession activities so as to encourage and facilitate the participation of ACDBEs;*
4. *Providing technical assistance to ACDBEs in overcoming limitations, such as inability to obtain bonding or financing;*
5. *Ensuring that competitors for concession opportunities are informed during pre-solicitation meetings about how the sponsor's ACDBE program will affect the procurement process;*
6. *Providing information concerning the availability of ACDBE firms to competitors to assist them in obtaining ACDBE participation;*

**Non-Car Rental**

We estimate that, in meeting our overall goal of 1.86% we will obtain 1.86% from race-conscious participation. If an ACDBE prime concessionaire wins the competitive solicitation, we will substantially exceed our goal. While we will do substantial outreach to provide awareness of our opportunity (including our existing concessionaire), we cannot guarantee that an ACDBE firm will be selected. If they are not, it is anticipated that the goal will be met through goods and services since we only have one opportunity for our food & beverage and retail concessions. Due to limited ACDBE goods and service suppliers in Indiana, it is anticipated that this goal would be met through race conscious measures if the concessionaire is not an ACDBE.

**Car-Rental**

We estimate that, in meeting our overall goal of 1%, we will obtain 1% from race-conscious participation.

The Fort-Wayne Allen County Airport Authority has previously had limited success obtaining ACDBE participation in its car rental concession program. While we did have participation of a fleet supplier in previous years, this supplier is no longer eligible to participate in the program. Therefore, we will continue to include contract goals in our bid process to obtain good faith efforts toward ACDBE participation attainment in this area.

In order to ensure that our ACDBE program will be narrowly tailored to overcome the effects of discrimination, we will adjust the estimated breakout of race-neutral and race-conscious participation as needed to reflect actual ACDBE participation (see 26.51(f)) and we will track and report race-neutral and race conscious participation separately. For reporting purposes, race-neutral ACDBE participation includes, but is not necessarily limited to, the following: ACDBE participation through a prime contract that an ACDBE obtains through customary competitive procurement procedures; ACDBE participation through a subcontract on a prime contract that does not carry ACDBE goal; ACDBE participation on a prime contract exceeding a concession specific goal; and ACDBE participation through a subcontract from a prime contractor that did not consider a firm's ACDBE status in making the award.

We will maintain data separately on ACDBE achievements in those contracts with and without concession specific goals, respectively.

## **Attachment 5**

### **OVERALL DBE PARTICIPATION PROJECTION: 2023, 2024, 2025**

#### Non-car Rental:

**\$6,317,886 base revenues x .0186 = \$117,512.67 ACDBE Participation 3 year period**

#### Car Rental:

**\$35,568,172.00 base revenues x .01 = \$355,682 ACDBE participation 3-year period.**

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