

Overall Goal Calculation for Non-Car Rental Concessions FY 2023-25

Name of Recipient: **Columbus Regional Airport Authority**

Name of Airport(s): **Rickenbacker International**

Goal Period: **FY 2023-25 (10/1/2022 through 9/30/2025)**

Overall Three-Year Goal: **0.9%, to be accomplished through 0.0% Race Conscious and 0.9% Race Neutral**

Market Area

Columbus Regional Airport Authority has determined that the market area for Rickenbacker International is the state of Ohio. The market area is the geographical area in which the substantial majority of firms which seek to do concessions business with the airport are located and in which the firms which receive the substantial majority of concessions-related revenues are located.

The concession opportunities anticipated during this goal period for this market area are: food and beverage and/or vending machine opportunities.

Base of the goal

To calculate the base of the goal, Columbus Regional Airport Authority considered the most recent previous 3 years of gross concession receipts and the projected potential concession revenue (gross receipts) three years into the future including upcoming new opportunities.

Year	Non-Car Rental Concessions Gross Receipts
2020	\$1,628,257
2021	\$2,137,173
2022	\$2,200,000

Columbus Regional Airport Authority estimates that revenues to existing concessions will grow by an average of 1% each year over the next three years due to Increased passenger traffic and potential concession improvements.

Year	Annual Growth / Reduction Estimate	Annual Gross Receipts Estimate
2023	1%	\$2,222,000
2024	1%	\$2,244,220
2025	1%	\$2,266,662
Three-Year Total Gross Receipts:		\$6,732,882

Average Annual Growth Rate:	1%
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\$2,222,000 + \$2,244,220 + \$2,266,662 = **\$6,732,882** which is the recipient's base of goal for non-car rental concessions.

The following are not included in the total gross receipts for concessions: (a) the gross receipts of car rental operations, (b) the dollar amount of a management contract or subcontract with a non-ACDBE, (c) the gross receipts of business activities to which a management contract or subcontract with a non-ACDBE pertains, and (d) any portion of a firm's estimated gross receipts that will not be generated from a concession.

If a new concession opportunity arises prior to the end of this goal period, Columbus Regional Airport Authority will submit to the FAA an appropriate adjustment to the overall goal. This will be submitted to FAA for approval no later than 90 days before issuing the solicitation for the new concession opportunity.

Methodology used to Calculate Overall Goal

Columbus Regional Airport Authority can meet the percentage goal by including any business operated through a management contract or subcontract with an ACDBE. Columbus Regional Airport Authority, and the businesses at the airport, will add the dollar amount of a management contract or subcontract with an ACDBE to the total participation by ACDBEs in airport concessions (both the numerator AND the denominator) and to the base from which the recipients' percentage goal is calculated. However, the dollar amount of a management contract or subcontract with a non-ACDBE and the gross revenue of business activities to which the management contract or subcontract pertains will not be added to this base in either the numerator or denominator.

Columbus Regional Airport Authority, and the businesses at the airport, shall make good faith efforts to explore all available options to achieve, to the maximum extent practicable, compliance with the goal through direct ownership arrangements, including joint ventures and franchises.

Columbus Regional Airport Authority will include goods and services purchases from ACDBEs toward meeting the goal.

Step 1 - Actual Relative Availability of ACDBEs - §23.51 (c)

We determined the base figure for the relative availability of ACDBEs other than car rentals. The base figure was calculated as follows:

Numerator: Ready, willing, and able non-car rental ACDBEs in the market area
 _____ divided by _____
 Denominator: All ready, willing and able non-car rental concession firms in the market area

The data source(s) used in the calculation included:

- State UCP Data showing the number of ACDBEs that are certified within the market area <https://www.dot.state.oh.us/Divisions/ODI/SDBE/Pages/DBE-Directory.aspx>
- Census Bureau Data (<https://data.census.gov/cedsci/>)

The calculation and explanation for this is as follows:

Concession Activity	NAICS	# ACDBE Certified Firms	# Total Firms	% Availability	% of Concession Dollars
Food & Beverage	722	24	15560	0.2%	30.0%
Hotel	721	0	1458	0.0%	0.0%
Retail	453	10	2459	0.4%	10.0%
Vending Machine(s)	454210	2	153	1.3%	60.0%
Weighted ACDBE Availability:					0.9%

When we calculated the weighted average availability we arrived at the Step 1 base figure for our overall goal for non-car rental concessions of **0.9%**.

Step 2 Adjustment

After calculating a base figure of the relative availability of ACDBEs, we examined evidence to determine what adjustment was needed to the Step 1 base figure in order to arrive at the overall goal. There is not enough historical data on ACDBE participation is available to reference to make an adjustment to the Step 1 base figure; therefore, Columbus Regional Airport Authority is adopting the Step 1 base figure of **0.9%** as the overall goal for this three-year goal period (FY 2023-25).

Breakout of Estimated “Race and Gender Neutral” (RN) and “Race and Gender Conscious” (RC) Participation

Columbus Regional Airport Authority will make every reasonable effort to meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating ACDBE participation. Columbus Regional Airport Authority will use the following race-neutral measures.

We understand that we will be expected to actually take these steps, and this is not merely a paper exercise.

- Locate and identify ACDBEs and other small businesses who may be interested in participating as concessionaires under 49 CFR Part 23
- Notify ACDBEs of concession opportunities and encouraging them to compete, when appropriate
- When practical, structure concession activities so as to encourage and facilitate the participation of ACDBEs

Ensure that competitors for concession opportunities are informed during pre-solicitation meetings about how the sponsor's ACDBE program will affect the procurement process

- Provide information concerning the availability of ACDBE firms to competitors to assist them in obtaining ACDBE participation

If race-neutral measures, standing alone, are not sufficient to meet an overall goal, the following race-conscious measures will be used to meet the overall goal:

- Establish concession-specific ACDBE goals for particular concession opportunities.
- Negotiate with potential concessionaires to include ACDBE participation through direct ownership arrangements or measures, in the operation of the concession.

Columbus Regional Airport Authority estimates that, in meeting the overall goal of 0.9%, it will obtain 0.9% from race-neutral participation and 0.0% through race-conscious measures. The reason for the breakout is that Columbus Regional Airport Authority will use ACDBE participation that is obtained on

contracts that have no specific ACDBE goal or where ACDBEs status in awarding a contract is not considered.

In order to ensure that Columbus Regional Airport Authority's ACDBE program will be narrowly tailored to overcome the effects of discrimination, if concession specific goals are used, Airport will adjust the estimated breakout of race-neutral and race-conscious participation as needed to reflect actual ACDBE participation and race-neutral and race-conscious participation will be tracked 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.

Columbus Regional Airport Authority will maintain data separately on ACDBE achievements in those contracts with and without concession specific goals, respectively.