



**Federal Aviation Administration (FAA)
Overall Airport Concessionaire
Disadvantage 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 26

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1 INTRODUCTION

The San Jose Mineta International Airport (Airport), as a recipient of federal funds, is required under 49 Code of Federal Regulations (CFR) Part 23 to establish an Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) program. Under these regulations, recipient airports are required to establish goals for ACDBE participation in airport concessionaire opportunities if concessionaire 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 concessionaires and non-car rental concessionaires. 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

The Airport'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. The Airport 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, the Airport annually has non-car rental concession revenues 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. The following subsections outline the methodology used to determine the goal for non-car rental ACDBE participation.

2.1 Current Non-Car Rental Concessions

Currently the Airport has contracts with nineteen (19) non-car rental concessionaires. These include retail and food & beverage. The concessionaire categories are listed below in Table 1 with fiscal year gross receipts. The Airport's current gross receipts for non-car rental concessionaires exceeds \$200,000 as shown in Table 1 below.

Table 1

Non-Car Rental Concessionaire	Gross Receipts for FFY 2022
Host (Food and Beverage)	\$23,511,466
AMS-SJC Joint Venture with JR Lester	\$17,464,489
WDFG NA (World Duty Free Goods)	\$418,166
SSP America Inc. (Food and Beverage)	\$10,826,080
PRI Provenzano Resources	\$536,983
Alclear	\$12,530,060
ALD Development Corp (both locations)	\$3,664,275
Drop Water (was listed as part of canteen but they are their own company)	\$12,700
Clear Channel Advertising	\$7,014,870
Certified Folder	\$47,413
ReadyCARD	\$13,633
Smarte Carte-Luggage Carts	\$242,641
Smarte Carte-Massage Chairs	\$140,077
Bank of America	\$0
Compass Group USA, Inc DBA Canteen	\$61,928
Prepango, LLC	\$7,481
SecurityPoint Media, LLC	\$162,000
Total	\$76,654,262

Source: San Jose Mineta International Airport Accounting

2.1 Step 1: Determination of the Base Figure

To establish the Base Figure of the relative availability of ACDBEs to all comparable firms (ACDBEs and non-ACDBEs) available to bid or propose on concessions, the Airport followed one of the five prescribed federal goal-setting methodologies in accordance with the 49 CFR Part 23 regulations. This was accomplished by accessing the California Unified Certification Directory of Certified ACDBE Firms and the 2020 U.S. Census Bureau County Business Patterns Database. Comparisons were made within the Airport market area and by the specified industries and types of businesses identified in Table 2.

Table 2 represents the projected gross receipts for each concessionaire type for Federal Fiscal Years 2024-2026. Table 2 also shows the concessionaire type weighting. This percentage is the amount of each concessionaire type divided by the total projected gross receipts for FFY 2024-2026.

Table 2

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%
Total		\$255,984,360	100.00%

Source: San Jose Mineta International Airport Accounting

To determine the base figure for the relative availability of ACDBEs within the market area, the Airport calculated the ratio of ready, willing and able ACDBE firms to all firms (ACDBEs and non-ACDBEs) located in the market area for each of the concessionaire types.

$$\sum \frac{\text{Number of Ready, Willing, and Able ACDBEs}}{\text{Number of All Available Firms}} \times \text{Concessionaire Type \%} = \text{ACDBE Relative Availability}$$

- For the numerator: California Unified Certification Program Directory of Certified ACDBE Firms
- For the denominator: 2020 U.S. Census Bureau’s County Business Pattern (CBP) Database

The Base Figure resulting from this weighted calculation is shown in Table 3 below.

Table 3

Concessionaire Type	NAICS Code	ACDBEs ¹	All Firms ²	ACDBE Relative Availability ³	Weighting % ⁴	Adjusted Base Figure
News dealers and newsstands	451212	38	79	48.1%	7.7%	3.7%
Gift, novelty, and souvenir stores	453220	73	2,042	3.6%	7.3%	0.3%
Vending machine operators	454210	8	239	3.3%	0.1%	0.0%
Other airport operations	488119	4	186	2.2%	7.8%	0.2%
Other support activities for air transportation	488190	1	432	0.2%	7.8%	0.0%
Outdoor advertising	541850	7	277	2.5%	8.7%	0.2%
Other services related to advertising	541890	7	782	0.9%	0.2%	0.0%
Food service contractors	722310	44	2,504	1.8%	12.1%	0.2%
Drinking places (alcoholic beverages)	722410	18	3,166	0.6%	4.6%	0.0%
Full-service restaurants	722511	47	31,036	0.2%	12.5%	0.0%
Limited-service restaurants	722513	67	31,771	0.2%	6.4%	0.0%
Snack and nonalcoholic beverage bars	722515	32	11,707	0.3%	19.5%	0.1%
Other personal care services	812199	6	2,884	0.2%	5.3%	0.0%
Total ACDBE Goal Figure						4.7%

2.2 Step 2: Adjusting the Base Figure

Upon establishing the Base Figure, the Airport 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 the Airport’s non-car rental concessions. Table 4 shows the ACDBE participation achieved on non-car rental concessionaires for the last three (3) federal fiscal years.

¹ Total ACDBEs located in the market area from the California Unified Certification Program (CUCP) database.

² 2020 U.S. Census Bureau County Business Pattern Database.

³ Percent of Estimated Revenues by Concessionaire Type (Table 2).

⁴ Base Figure = (ACDBE/All Firms) x weighting

Table 4

	Non-Car Rental ACDBE Goals	Non-Car Rental ACDBE Participation
FFY 2020	10.64%	16.07%
FFY 2021	10.10%	8.19%
FFY 2022	10.10%	10.74%
Median ACDBE Participation Within the Last Three (3) Years		10.74%

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, the Airport added the Step 1 ACDBE Base Figure with the Step 2 Adjustment Figure and then averaged the total.

$$\begin{array}{rcccl}
 \text{Non-Car Rental} & & \text{Non-Car Rental Median ACDBE} & & \\
 \text{ACDBE Base} & + & \text{Participation Within the Last} & \div 2 = & \text{Non-Car Rental} \\
 \text{Figure} & & \text{Three (3) Years} & & \text{ACDBE Triennial Goal} \\
 (4.7\%) & & (10.74\%) & & (7.7\%)
 \end{array}$$

Disparity Studies

The Airport has not conducted a Disparity Study 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

The Airport 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 the Airport’s FAA-assisted contracting program. Therefore, no further consideration toward a goal adjustment was made. The Airport 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 concessionaire program.

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

The Airport Non-Car Rental ACDBE Triennial Goal for FFY 2024-2026 is 7.7%.

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	7.7%
Race-Conscious Projection	0.0%
Race-Neutral Projection	7.7%

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. Although the airport has not achieved its non-car rental participation goals in the past, the Airport will provide greater effort in executing the following race-neutral measures to help 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 the Airport’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

The Airport annually has car rental concessionaire revenues greater than \$200,000. Because revenues exceed this amount, according to Part 23, the Airport must establish a goal for car rental ACDBE participation. The goal is intended to cover the three (3) year period for FFY 2024-2026. The following subsections outline the methodology used to determine the goal for non-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	Contract Commencement Date	Contract Termination Date
Avis Budget Car Rental, LLC	\$48,428,490	February 18, 2008	June 30, 2030
DTG Operations, Inc.	\$12,051,274	February 19, 2008	June 30, 2030
EAN, LLC dba Enterprise Rent a Car	\$50,634,582	February 19, 2008	June 30, 2030
Fox Rent a Car, Inc.	\$7,332,855	February 19, 2008	June 30, 2030
Hertz Corporation	\$26,470,400	February 19, 2008	June 30, 2030
NOCAL Rentals, Inc. dba Payless Car Rental	\$944,599	April 5, 2012	June 30, 2030
Sixt Rent a Car	\$8,150,607	January 31, 2013	June 30, 2030

Source: San Jose Mineta International Airport’s Car Rental Concessionaires’ Contractor Agreements

Since the car rental concessionaires at the Airport has annually seen average revenues in excess of \$200,000 over the past three years, the Airport 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 car ACDBE 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 the Airport.

Table 6

Type of Service	NAICS Code	ACDBE Firms	All Firms
Motor vehicle supplies and new parts merchant wholesalers	424720	6	237
Tire and tube merchant wholesalers	441110	0	1,943
Motor vehicle parts (used) merchant wholesalers	441120	0	1,496
Other miscellaneous durable goods merchant wholesalers	441310	0	3,292
Petroleum and petroleum products merchant wholesalers (except bulk stations and terminals)	441320	1	2,262
New car dealers	524210	2	14,354
Used car dealers	811111	3	9,470
Automotive parts and accessories stores	811112	0	215
Tire dealers	811121	1	4,088
Insurance agencies and brokerages	811122	0	691
General automotive repair	811191	1	701
Automotive exhaust system repair	811192	5	2,015
Total		19	40,764
Base Figure			0.05%

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 the Airport for the last three (3) federal fiscal years (FFY).

Table 7

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%

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.

$$\begin{array}{rcccl}
 \text{Car Rental ACDBE Base Figure} & + & \text{Car Rental Median ACDBE Participation Within the Last Three (3) Years} & \div 2 & = & \text{Car Rental ACDBE Triennial Goal} \\
 (0.05\%) & & (0.77 \%) & & & (0.4\%)
 \end{array}$$

Disparity Studies

The Airport has not conducted a Disparity Study 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

The Airport 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 the Airport’s FAA-assisted contracting program. Therefore, no further consideration toward a goal adjustment was made. The Airport 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 concessionaire program.

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

In accordance with the requirements of 49 CFR Part23, the Airport has established a Car Rental ACDBE Triennial Goal for FFY 2024-2026 of 0.4%.

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

Car Rental ACDBE Goal	0.4%
Race-Conscious Projection	0.0%
Race-Neutral Projection	0.4%

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 the Airport’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

A Public Notice was issued on the Airport website (Attachment 1), publishing the Draft Proposed FAA Overall ACDBE Goal-Setting Methodology for FFY 2024-2026. The notice informed the public that the proposed goal and rationale were available for inspection at the Airport's principal office during business hours for 30 days following the date of the Public Notice and that the Airport would accept comments on the goal analysis for 30 days from the date of the Public Notice.

In accordance with Public Participation Regulatory Requirements of Title 49 CFR Part 26, minority, women, local business associations, and community organizations within the market area were contacted and provided an opportunity to review the triennial goal analysis and provide input. The Airport reached out to nine (9) local minority, women, and community business organizations to provide them information on the Airport's ACDBE program and specifically the Draft Proposed ACDBE Goal-Setting Methodology for FFY 2024-2026 and to solicit their comments. Each organization was contacted by both telephone and email. The email blast distributed is Attachment 2. The summary of all contact made in an attempt to receive input as part of this process can be found in Attachment 3. The Airport hosted a webinar for public comment on April 6, 2023, and showed a presentation outlining the methodology (Attachment 4). The Airport recorded the presentation which is available if the public would like to review the Triennial ACDBE Goal Methodology for FFY 2024-2026. The Airport also notified the San Jose Airport Commission of the Triennial ACDBE Goal Methodology and attended their public meeting on May 8th to answer questions about the methodology.

The Airport received no comments from the public during the consultative process.

ATTACHMENT 1: WEBSITE NOTIFICATION

PASSENGERS BUSINESS Search and Explore English JOIN OUR EMAIL LIST



ABOUT ▾ COMMUNITY & ENVIRONMENT ▾ DOING BUSINESS ▾ PRESS ROOM ▾

Home / Standards and Guidelines / Airport Concessions Disadvantaged Business Enterprise Program (ACDBE)

Airport Concessions Disadvantaged Business Enterprise Program (ACDBE)

The San José Mineta International Airport is committed to a Program for the participation of Airport Concession Disadvantaged Business Enterprises (ACDBEs) in airport concession-related contracting opportunities in accordance with U.S. Department of Transportation, 49 Code of Federal Regulations Part 23.

Notice to Public: Posted March 7th, 2023

Federal Aviation Administration (FAA) Airport Concession Disadvantaged Business Enterprise (ACDBE) Goal Federal Fiscal Years 2024-2026

It is the policy of the City of San José (City) to ensure non-discrimination on the basis of race, color, sex, or national origin in the award and administration of its concession-related contracts. It is the intention of the City to create a level playing field on which ACDBEs can compete fairly for contracting opportunities related to the City's concession activities.

- [Norman Y. Mineta San José Int'l Airport FFY 2015-2017 ACDBE Plan](#)
- [Norman Y. Mineta San José Int'l Airport FFY 2018-2020 ACDBE Plan](#)
- [Norman Y. Mineta San José Int'l Airport FFY 2021-2023 ACDBE Plan](#)



**NORMAN Y. MINETA
SAN JOSE INTERNATIONAL AIRPORT**

**FEDERAL AVIATION ADMINISTRATION
ACDBE GOAL FEDERAL FISCAL YEARS 2024-2026**

In accordance with 49 CFR Part 26.45(g), the City of San Jose/Norman Y. Mineta International Airport (SJC), as a recipient of U.S. Department of Transportation (DOT) assistance, announces a 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

7.7%

RN ACDBE Goal for Non-Car Rental Concessions

0.4%

RN ACDBE Goal for Car Rental Concessions

These race-neutral goals represent the percentage of work to be performed by certified ACDBE firms on SJC's FAA-assisted projects during each federal fiscal year of the project period.

We will be hosting a webinar for public participation on
Thursday, April 6, 2023 at 10:00 a.m.

The methodology used to determine the proposed goal 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:

City of San Jose/ Norman Y. Mineta San Jose International Airport
1701 Airport Blvd. Ste B-1130
San José, CA 95110
Tel: (408) 392-3673

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

Written comments to the SJC DBE Liaison Officer, Christopher Hickey, may be sent to the address above and/or emailed to Christopher.Hickey@sanjoseca.gov. 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 at both locations will be accepted until April 7, 2023.

ATTACHMENT 2: SAMPLE E-BLAST

SJC NORMAN Y. MINETA
SAN JOSE INTERNATIONAL AIRPORT

FEDERAL AVIATION ADMINISTRATION ACDBE GOAL FEDERAL FISCAL YEARS 2024 - 2026

In accordance with 49 CFR Part 26.45(g), the City of San Jose/Norman Y. Mineta International Airport (SJC), as a recipient of U.S. Department of Transportation (DOT) assistance, announces a proposed Federal Aviation Administration (FAA) Airport Concessions Disadvantaged Business Enterprise (ACDBE) goals for Non-Car Rental and Car Rental Concessions.

These race-neutral goals represent the percentage of work to be performed by certified ACDBE firms on SJC's FAA-assisted projects during each federal fiscal year of the project period.

7.7%
NON-CAR RENTAL
ACDBE GOAL

0.4%
CAR RENTAL
ACDBE GOAL

PUBLIC WEBINAR

**THURSDAY
APRIL 6, 2023
10:00 A.M.**

SJC will be hosting a webinar for public participation. Please use the link below to join on Thursday, April 6th, 10:00 a.m. PT.

Microsoft Teams Meeting

Join on computer or mobile app
Meeting ID: 213 976 846 123
Passcode: QiEZz4
Call in (audio only)
+1 323-886-7053,,622438442#
Phone Conference ID: 622 438 442#

**Comments
Accepted Through
April 7th**

SJC will be accepting comments to the overall ACDBE Goal-Setting Methodology for FFY 2023-2026 until April 7, 2023. Written comments to the SJC DBE Liaison Officer, Christopher Hickey at Christopher.Hickey@sanjoseca.gov. 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.

Public Notice **Teams Meeting Link**

ATTACHMENT 3: CONSULTATIVE PROCESS SUMMARY

Organization	Contact Efforts	Comments
Hispanic Chamber of Commerce of Sonoma County hccadmin@hcc-sc.org info@hispanicchambersc.com 707-575-3648	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/29/23/23 called and left voicemail. 	None received.
Hispanic Chamber of Commerce Silicon Valley Dennis King 408-248-4800 dennisk@hccsv.org connie@sbdchc.org INFO@HCCSV.ORG	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/29/23 attempted to call organization; number disconnected. 	None received.
North Bay Black Chamber of Commerce info@nbbcc.org 707-623-2701	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 called and left voicemail. 	None received.
Sonoma Small Business Development Center 707-595-0060	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 called and left voicemail. 	None received.
Napa Chamber of Commerce Travis Stanley, President & CEO travis@napachamber.com (707) 254-1146 (707) 226-7455	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 called and spoke with a representative. Provided information on the goals, upcoming webinar, and where to find the public notice online. 	None received.
Solano County Black Chamber of Commerce Tamuri Richardson, President tamuri@solanoblackchamber.com info@solanoblackchamber.com 707-378-5301	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 called and spoke with a representative. Provided information on the goals, upcoming webinar, and where to find the public notice online. 	None received.

Organization	Contact Efforts	Comments
<p>Marin Small Business Development Center Miriam Karell, Director miriam@marinsbdc.org 415-482-1819</p>	<ul style="list-style-type: none"> • Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 • 3/30/23 called and spoke with a representative. Provided information on the goals, upcoming webinar, and where to find the public notice online. 	<p>None received.</p>
<p>San Francisco Bay Area Hispanic Chamber of Commerce Two Embarcadero Center, 8th FL San Francisco, CA 94111 Evodio "Vo" Walle, President vo@h5c.org vo@sfbayhcc.com info@sfbayhcc.com 415-572-3568</p>	<ul style="list-style-type: none"> • Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 • 3/30/23 attempted to call organization; number disconnected. 	<p>None received.</p>
<p>Hispanic Chamber of Commerce Alameda County info@achcc.org 415-572-3568 510-522-0414</p>	<ul style="list-style-type: none"> • Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 • 3/30/23 called and spoke with a representative. Representative confirmed they received the emails and notified Airport that this information was shared with their members. No additional information was requested by the representative. 	<p>None received.</p>
<p>East Bay Small Business Development Center ebinfo@eastbaysbdc.org 510-516-4118 510-885-4806</p>	<ul style="list-style-type: none"> • Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 • 3/30/23 attempted to call organization; numbers posted online have been disconnected. 	<p>None received.</p>
<p>Santa Clara & San Benito Counties Building & Construction Trades Council Josué Garcia Norene Sakazaki, Office Manager josue@scbtc.org norene@scbtc.org david@scbtc.org 408-265-7643</p>	<ul style="list-style-type: none"> • Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 • 3/30/23 called and left voicemail. 	<p>None received.</p>

Organization	Contact Efforts	Comments
Chinese American Chamber of Commerce Santa Clara Valley cacc_sc@yahoo.com 408-615-7300	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 attempted to call organization; number posted online has been disconnected. 	None received.
Filipino American Chamber of Commerce of Silicon Valley info@filamchamber.org 408-283-0833	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 attempted to call organization; number posted online has been disconnected. 	None received.
Hispanic Chamber of Alameda County info@achcc.org 415-572-3568 510-536-4477	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 attempted to call organization; unable to leave voicemail due to full voicemail. 	None received.
Silicon Valley Minority Business Consortium Walter Wilson walter@minoritybusinessconsortium.com REGINALD SWILLEY swilley@minoritybusinessconsortium.com 408-660-9171	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 attempted to call organization; unable to leave voicemail due to full voicemail. 	None received.
San Jose MBDA Business Center Paula Tran Raymond Au Yeong Tony Tang ptran@sanjosembdacenter.com; rauyeong@sanjosembdacenter.com ttang@sanjosembdacenter.com 408-998-8058 x 139 408-998-8058 x 137	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 called and spoke with a representative. Provided information on the goals, upcoming webinar, and where to find the public notice online. 	None received.
National Association of Women Business Owners Silicon Valley info@nawbo-sv.org 408-657-7190	<ul style="list-style-type: none"> Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 3/30/23 called and spoke with a representative. Provided information on the goals, upcoming webinar, and where to find the public notice online. 	None received.

Organization	Contact Efforts	Comments
Oakland African American Chamber of Commerce communityengagement@oaacc.org office@oaacc.org 510-268-1600	<ul style="list-style-type: none"> • Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 • 3/30/23 called and left voicemail. 	None received.
Silicon Valley Vietnamese American Chamber of Commerce Nancy Kieu Nga Avila info@svvacoc.org knavila@svvacoc.org 408-673-7181 408-658-7785	<ul style="list-style-type: none"> • Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 • 3/30/23 called and spoke with a representative. Provided information on the goals, upcoming webinar, and where to find the public notice online. 	None received.
The Silicon Valley Black Chamber of Commerce Carl Davis pres@blackchamber.com info@blackchamber.com 408-288-8806	<ul style="list-style-type: none"> • Sent e-blasts on 3/21/23, 3/23/23, 3/30/23/23, 4/3/23, 4/5/23, 4/6/23 • 3/30/23 called and left voicemail. 	None received.

ATTACHMENT 4: WEBINAR PRESENTATION



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INTERNATIONAL AIRPORT

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

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ACDBE Program Introduction

<p>Title 49 CFR Part 23</p> <p>Participation of DBEs on Airport Concessions</p>	<p>Title 49 CFR Part 26</p> <p>Participation by DBEs in U.S. Department of Transportation Program</p>	<p>Triennial Goal Period for FFY 2024-2026</p> <p>Goal Methodology Setting for FFY 2024-2026 (October 1, 2023 – September 30, 2026)</p>
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3

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ACDBE Goal Development



MARKET AREA



CURRENT
CONCESSIONS



CATEGORIZATION
OF WORK



ACDBE
AVAILABILITY



ADJUSTMENT



4



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 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



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MARKET AREA

CURRENT CONCESSIONS

CATEGORIZATION OF WORK

ACDBE AVAILABILITY

ADJUSTMENT




NON-CAR RENTAL CONCESSIONS

Current Concessions

Non-Car Rental Concessionaire	Gross Receipts for FFY 2022
Host (Food and Beverage)	\$23,511,466
AMS-SJC Joint Venture with JR Lester	\$17,464,489
WDFG NA (World Duty Free Goods)	\$418,166
SSP America Inc. (Food and Beverage)	\$10,826,080
PRI Provenzano Resources	\$536,983
Alclear	\$12,530,060
ALD Development Corp	\$3,664,275
Drop Water	\$12,700
Clear Channel Advertising	\$7,014,870
Certified Folder	\$47,413
ReadyCARD	\$13,633
Smarte Carte Luggage Carts	\$242,641
Smarte Carte Massage Chairs	\$140,077
Bank of America	\$0
Compass Group USA, Inc DBA Canteen	\$61,928
Prepango, LLC	\$7,481
SecurityPoint Media, LLC	\$162,000
Elevate	
WSE	
Total	\$76,654,262

Currently, there are 19 non-car rental concessions



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MARKET AREA

CURRENT CONCESSIONS

CATEGORIZATION OF WORK

ACDBE AVAILABILITY

ADJUSTMENT




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%
Total		\$255,984,360	100.0%

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



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MARKET AREA

FUTURE CONCERNS

CATEGORIZATION OF WORK

ACDBE AVAILABILITY

ADJUSTMENT



NON-CAR RENTAL CONCESSIONS


ACDBE Availability

Total ACDBEs in the market area from the California Unified Certification Program (CUCP) →

← Categorization of Work

$$\sum \frac{\text{Number of Ready, Willing, and Able ACDBEs}}{\text{Number of All Available Firms}} \times \text{Weighting Type \%} = \text{ACDBE Base Figure}$$

← 2020 U.S. Census Bureau County Business Pattern Database



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MARKET AREA

FUTURE CONCERNS

CATEGORIZATION OF WORK

ACDBE AVAILABILITY

ADJUSTMENT




NON-CAR RENTAL CONCESSIONS


ACDBE Availability


NAICS Code	Concessionaire Type	ACDBE	All Firms	ACDBE Relative Availability	Weighting %	Adjusted Base Figure
451212	News dealers and newsstands	38	79	48.1%	7.7%	3.7%
453220	Gift, novelty, and souvenir stores	73	2,042	3.6%	7.3%	0.3%
454210	Vending machine operators	8	239	3.3%	0.1%	0.0%
488119	Other airport operations	4	186	2.2%	7.8%	0.2%
488190	Other support activities for air transportation	1	432	0.2%	7.8%	0.0%
541850	Outdoor advertising	7	277	2.5%	8.7%	0.2%
541890	Other services related to advertising	7	782	0.9%	0.2%	0.0%
722310	Food service contractors	44	2,504	1.8%	12.1%	0.2%
722410	Drinking places (alcoholic beverages)	18	3,166	0.6%	4.6%	0.0%
722511	Full service restaurants	47	31,036	0.2%	12.5%	0.0%
722513	Limited service restaurants	67	31,771	0.2%	6.4%	0.0%
722515	Snack and nonalcoholic beverage bars	32	11,707	0.3%	19.5%	0.1%
812199	Other personal care services	6	2,884	0.2%	5.3%	0.0%
ACDBE Base Figure						4.7%





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MARKET AREA


SUPPORT CORE VALUES


EDUCATION IN WORK


ACDBE AVAILABILITY


ADJUSTMENT


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%
Median ACDBE Participation Within the Last Three (3) Years		10.74%

Non-Car Rental ACDBE Base Figure


4.7%

Median Non-Car Rental ACDBE Participation

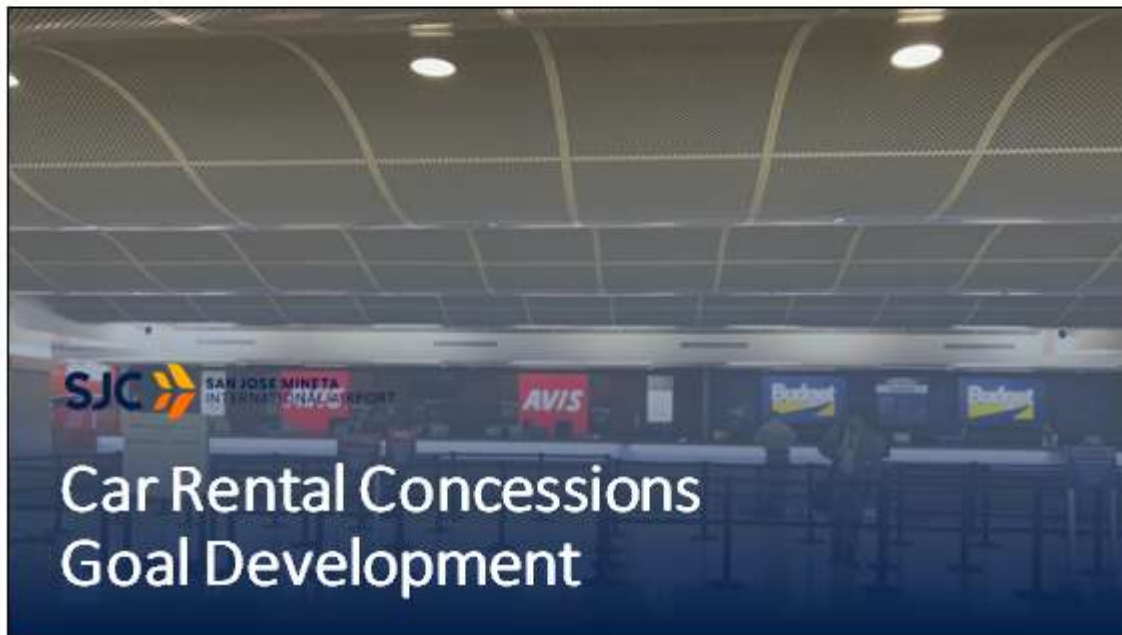
10.74%

Non-Car Rental ACDBE Adjusted Goal


7.7%

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MARKET AREA




CURRENT CONCESSIONS



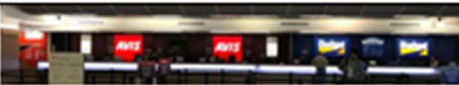
CATEGORIZATION OF WORK



ACDBE AVAILABILITY



ASSESSMENT





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







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MARKET AREA




CURRENT CONCESSIONS



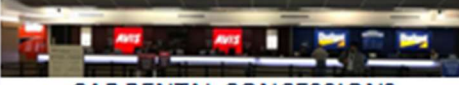
CATEGORIZATION OF WORK



ACDBE AVAILABILITY



ASSESSMENT




CAR RENTAL CONCESSIONS

Current Concessions

Currently, there are 7 car rental concessions

Concessionaire	FFY 2022	Contract	
	Gross Revenue	Commencement Date	Termination Date
Avis Budget Car Rental, LLC	\$48,428,490	February 18, 2008	June 30, 2030
DTG Operations, Inc.	\$12,051,274	February 19, 2008	June 30, 2030
EAN, LLC dba Enterprise Rent a Car	\$50,634,582	February 19, 2008	June 30, 2030
Fox Rent a Car, Inc.	\$7,332,855	February 19, 2008	June 30, 2030
Hertz Corporation	\$26,470,400	February 19, 2008	June 30, 2030
NOCAL Rentals, Inc. dba Payless Car Rental	\$944,599	April 5, 2012	June 30, 2030
Sixt Rent a Car	\$8,150,607	January 31, 2013	June 30, 2030



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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.



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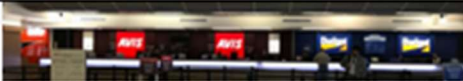
MARKET AREA

CURRENT CONCESSIONS

CATEGORIZATION OF WORK

ACDBE AVAILABILITY


ADJUSTMENT








CAR RENTAL CONCESSIONS


ACDBE Availability

NAICS Codes	Concession Type	ACDBEs	All Firms	ACDBE Availability
424720	Motor vehicle supplies and new parts merchant wholesalers	6	237	2.5%
441110	Tire and tube merchant wholesalers	0	1,943	0.0%
441120	Motor vehicle parts (used) merchant wholesalers	0	1,496	0.0%
441310	Other miscellaneous durable goods merchant wholesalers	0	3,292	0.0%
441320	Petroleum and petroleum products merchant wholesalers (except bulk stations and terminals)	1	2,262	0.0%
524210	New car dealers	2	14,354	0.0%
811111	Used car dealers	3	9,470	0.0%
811112	Automotive parts and accessories stores	0	215	0.0%
811121	Tire dealers	1	4,088	0.0%
811122	Insurance agencies and brokerages	0	691	0.0%
811191	General automotive repair	1	701	0.1%
811192	Automotive exhaust system repair	5	2,015	0.2%
		19	40,764	
ACDBE Base Figure			0.05%	



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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%
Median ACDBE Participation Within the Last Three (3) Years		0.77%

Car Rental ACDBE Base Figure


0.05%

Median Car Rental ACDBE Participation

0.77%

Car Rental ACDBE Adjusted Goal

0.4%



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Next Steps



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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

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QUESTIONS?

**Public Comment
Webinar**

April 6, 2023

Magdalena Nodal

 [**Mnodal@sjc.org**](mailto:Mnodal@sjc.org)

 **(408) 392-3673**

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