

# **Welcome**

**City of Austin's  
Small & Minority Business  
Resources**

**Airport Concession  
Disadvantaged Business  
Enterprise**

**Public Hearing Consultation  
Overview**

**MBE/WBE Small Business  
Procurement Program  
Advisory Committee**

# **PURPOSE**

- **Provide information about the City of Austin's ACDBE Program**
- **Provide information of the ACDBE Program requirements**
- **Provide ACDBE Goals and Methodology**
- **Get input regarding the ACDBE Program**



Program administered  
by the **Small &  
Minority Business  
Resource Department**

**Edward Campos**  
Interim Director/  
ACDBE/DBE Liaison  
Officer

**Tamela Saldana**  
Compliance Officer/  
ACDBE/DBE Program  
Designee

**Jolene Cochran**  
Program Compliance  
Coordinator/  
ACDBE/DBE Program  
Designee

# City of Austin Airport Concession Disadvantaged Business Enterprise (ACDBE) Program Fiscal Years 2021-2023

## 49 Code Federal Regulation (CFR), PART 23

# **STAKEHOLDERS**

- **Minority contractor and concessionaire groups**
- **Women contractor and concessionaire groups**
- **General contractor and concessionaire groups**
- **Community organizations**
  - **Trade Associations**
  - **Service Providers**



# **City of Austin ACDBE Program**

# **ACDBE Program Overview**

**The U.S. Department of Transportation's Airport Concession Disadvantaged Business Enterprise (ACDBE) program through the Department of Aviation provides a vehicle for increasing the participation of women and minorities in state and local procurement.**

**Federal Regulations require Departments of Aviation that receive USDOT financial assistance to establish a ACDBE Program and goals for the participation of ACDBE's.**

**Departments of Aviation are required to establish annual ACDBE goals and review contracts throughout the year to establish project-specific ACDBE subcontracting goals.**

# **ACDBE Program Participants**

**All Large Hub, Medium Hub or  
General Aviation Airports  
with commercial service**

- **Dallas/Fort Worth Airport (DFW)**
- **George Bush Intercontinental Airport (IAH)**
- **Dallas Love Field (DAL)**
- **Austin-Bergstrom International Airport (AUS)**
- **William P. Hobby (HOU)**
- **San Antonio International Airport (SAN)**
- **All other primary airports in Texas**

# What is a Concession

A business, located on an airport that is engaged in the sale of consumer goods or services to the public under an agreement with the recipient, another concessionaire, or the owner or lessee of a terminal, if other than the recipient.

A business conducting one or more of the following covered activities, even if it does not maintain an office, store, or other business location on an airport, as long as the activities take place on the airport:

- Management contracts and subcontracts
- Web-based or other electronic business in a terminal or of which passengers can access at the terminal
- Advertising business that provides advertising displays or messages to the public on the airport
- A business that provides goods and services to concessionaires.



# **City of Austin Aviation Department**

## **Program Areas**

- **Airport Concession Disadvantaged Business Enterprise (ACDBE)**
  - **Concessions, Parking Management, Advertising, Vending, Marketing, Car Rental, etc.**
- **Disadvantaged Business Enterprise (DBE)**
  - **Projects with federal grant funding**
- **Minority-Owned & Women-Owned Business Enterprises (MBE/WBE)**
  - **Projects without federal grant funding**
- **Small Business Enterprise (SBE)**
  - **Construction projects \$50,000 & under**

# **Components of the Airport Disadvantaged Business Enterprise (ACDBE) Program**

- **Certification**
- **Compliance**
- **Goal Setting**
- **Reporting**

# **Certification**

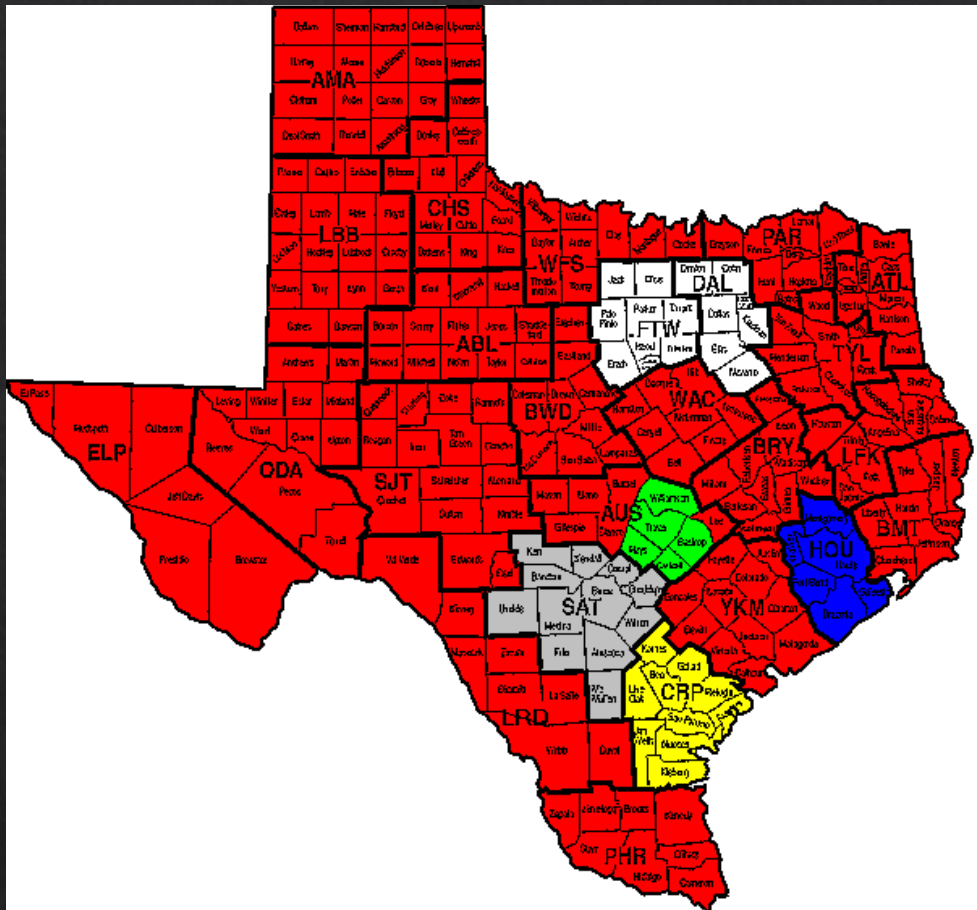
# ACDBE Certification Requirements

- 51 percent owned, managed and controlled by an economically and socially disadvantaged individual
- Must be U.S. citizen or Legally Admitted Resident
- Contributions, ownership, and daily management control clearly documented
- Presumed Groups: Asian-American; African-American; Native American; Hispanic; Women
- The primary economically disadvantaged owner(s) personal net worth not to exceed \$1.32 million
- Firm must be organized as a for-profit business
- On-site visit required



# ACDBE/DBE Certification

## Texas Unified Certification Program (TUCP)



City of Houston

(HOUSTON)

City of Austin-Hays, Travis, Williamson, Caldwell, Bastrop

(AUSTIN)

Corpus Christi Regional Transportation Authority

(CCRTA)

North Central Texas Regional Certification Agency

(NCTRCA)

South Central Texas Regional Certification Agency

(SCTRCA)

Texas Department of Transportation

(TXDOT)

# **Compliance**

# **Compliance Requirement**

- **Identify certified ACDBEs to meet ACDBE contract goal**
- **Verify ACDBE contracts in compliance with federal program requirements**
- **Monitor ACDBE participation on contracts**
- **Submit annual reports on ACDBE participation**
- **Identify any corrective actions for compliance issues**

# **NON-CAR RENTAL CONCESSION OPPORTUNITY**

## **ACDBEs Certified by NAICS Categories**

<b>NAICS CODE</b>	<b>CONCESSION OPPORTUNITY</b>
722410 722310	Food & Beverage
453220 448110	Retail including News & Gifts; Newsstands
541810	Advertising
454210	Vending Machines



# **CAR RENTAL CONCESSION OPPORTUNITY**

## **ACDBEs Certified by NAICS Categories**

<b>NAICS CODE</b>	<b>CONCESSION OPPORTUNITY</b>
811121	Auto Body Work
488410	Towing Services
811192	Car Wash & Auto Detailing
561720	Custodial Services
524126	Insurance

# **ACDBE Proposed Program**

# **Goal Methodology**

## **Race Conscious/Race Neutral (RN/RC)**

The overall goal including breakdown of Race Conscious and Race Neutral Goals are reported.

- The **Race Conscious** Goal is based on measures that provide benefits only for ACDBEs. The use of contract goals is a primary example of a race conscious measure.
- The **Race Neutral** Goal include measures for all firms while benefiting ACDBEs.

# **ACDBE Goal Calculation**

**It's a Two Step Process!**

## **Step 1**

**Determine the base figure for the relative availability of ACDBEs.**

- Availability refers to ready, willing and able (RWA) businesses**

## **Step 2**

**Examine available evidence to determine adjusting base figure.**



# City of Austin ACDBE Accomplishments for Non-Car Rental Overview

## Step 1 Base Figure Determination

<i>Concession Opportunity</i>	<i>No. ACDBE Firms</i>	<i>Census Participants/ Concession Listing Participants</i>	<i>ACDBE Availability</i>
Food & Beverage	24	602	3.99%
Retail including News & Gift Newsstands	64	1486	4.31%
Advertising	8	632	1.27%
Vending	9	209	4.31%
<b>TOTAL</b>	<b>105</b>	<b>2929</b>	<b>3.58%</b>


### CALCULATION

Base Figure = Ready, Willing & Able Non-Car Rental  
ACDBEs in the Market Area / All Non-Car Rental  
Companies Ready, Willing & Able in the Market Area

# City of Austin ACDBE Accomplishments for Non-Car Rental Overview

**Step 2 Examination of available evidence  
to determine adjusting base figure using  
past participation**

Fiscal Year	Goal	Accomplishment
2015	11.00%	10.80%
2016	11.00%	16.74%
2017	11.00%	11.51%
2018	11.06%	14.00%
2019	11.06%	8.91%



**The median accomplishment over past five years is  
11.51%**

# Non-Car Rental Calculation to Determine the New Goal

Take the  
**Step 1 Relative Availability %**  
Add to  
**Step 2 Median Past History %**

Take the Total  
Divided by 2 to get the new goal.

$$3.58\% + 11.51\% = 15.09\%$$
$$15.09\% / 2 = 7.55\%$$

Non-Car Rental  
**NEW ACDBE GOAL**

7.55%



# City of Austin ACDBE Accomplishments for Car Rental Overview

## Step 1: Base Figure Determination

Concession Opportunity	No. ACDBE Firms	Census Participants/ Concession Listing Participants	ACDBE Availability
Auto Body Work	2	206	0.97%
Towing Services	1	423	0.24%
Car Wash & Auto Detailing	1	152	0.66%
Custodial Services	14	1708	0.82%
Insurance	1	484	0.21%
<b>TOTAL</b>	<b>19</b>	<b>2973</b>	<b>0.64%</b>

### CALCULATION


Base Figure = Ready, Willing & Able Car Rental  
ACDBEs in the Market Area / All Car Rental  
Companies Ready, Willing & Able in the Market Area



# City of Austin ACDBE Accomplishments for Car Rental Overview

**Step 2 Examination of available evidence  
to determine adjusting base figure using  
past participation**

Fiscal Year	Goal	Accomplishment
2015	2.41%	0.16%
2016	2.41%	0.09%
2017	2.41%	2.12%
2018	2.43%	0.00%
2019	2.43%	1.81%



**The median accomplishment over past five years is  
2.12%**

# Car Rental Calculation to Determine the New Goal

Take the  
Step 1 Relative Availability %  
Add to  
Step 2 Median Past History %

Take the Total  
Divided by 2 to get the new goal.

$$0.64\% + 2.12\% = 2.76\%$$
$$2.76\% / 2 = 1.38\%$$

Car Rental  
NEW ACDBE GOAL  
1.38%



# **RECAP**

## **Recommended ACDBE Goal Determination**

**Triennial ACDBE goals are based on data collection and evidence currently available.**

### **WHAT WAS CONSIDERED?**

**In determining the relative availability of ACDBEs, the City utilized**


- 1.) TUCP Directory Information (ACDBEs)**
- 2.) Census Bureau Data (All businesses)**










**In determining any adjustments, the City considered**


- 1.) Past Participation (Goal Accomplishment)**
- 2.) Public Consultation (Stakeholder Input)**

# City of Austin Small & Minority Business Resources

<http://www.austintexas.gov/smbr>




 <https://www.austintexas.gov/department/small-and-minority-business-resources-0>

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Our mission is to promote access and equity on City of Austin contracts, providing economic opportunity to small, minority-owned, women-owned, and disadvantaged businesses.

**The City's MBE/WBE/DBE department:**

- Promotes and encourages minority, women, and disadvantaged business owners to participate in business opportunities with the City of Austin;
- Assist certified businesses and businesses seeking certification with learning about opportunities available on the [2016 Corridor Mobility Bond](#)


Divisions of SMBR: [Certification](#), [Compliance](#), and [Resources](#).


SMBR is seeking public input on the proposed **Airport Concession Disadvantaged Business Enterprise (ACDBE) Program Update**.

- [Click here](#) to read the proposed plan.
- Email comments to [DBEPublicComments@austintexas.gov](mailto:DBEPublicComments@austintexas.gov) by January 8, 2021


2020

### Upcoming Events

 Fri, Dec 04  
[Airport Concession Disadvantaged Business Enterprise Program Update](#)

 Wed, Dec 09  
[Celebrating Diversity in Contracting 2020](#)

Contact Info

 [512-974-7600](tel:512-974-7600)

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News and Events

Modification of Services - Staff continues to Telework



# **OPEN for PUBLIC COMMENTS**

**We will continue to accept Public  
Comments regarding the  
2021-2023 Proposed ACDBE  
Program until**

**January 8, 2021, 5:00 p.m. CST**

**Email comments to:  
[DBEPublicComments@austintexas.gov](mailto:DBEPublicComments@austintexas.gov)**

**THANK YOU!**