



SHREVEPORT REGIONAL AIRPORT

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Posted September 27, 2023

***AIRPORT CONCESSIONS
DISADVANTAGED BUSINESS ENTERPRISE
(ACDBE) PROGRAM
FOR FISCAL YEARS 2023 to 2025***

(October 1, 2022, to September 30, 2025)

***OVERALL GOAL CALCULATIONS
for RENTAL CAR & NON-RENTAL CAR
AIRPORT CONCESSIONS***

**Attachments D & E to the
Overall SHV ACDBE Program**

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Attachment D - Section 23:45

Overall Goal Calculation for Concessions Other Than Car Rentals

Amount of Goal (submit if gross receipts exceed \$200,000)

The Shreveport Regional Airport's overall goal for concessions other than car rental during the period beginning October 1, 2022, and ending September 30, 2025, is **2.12%** of the total gross receipts for concessions at SHV. 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

The concession opportunities anticipated during this goal period are concessions contracts for Food/Beverage, Retail/News/Gifts, and Advertising. If a new concession opportunity arises prior to the end of this goal period and the estimated average of annual gross revenues are anticipated to be \$200,000 or greater, SHV will submit an appropriate adjustment to the overall goal. This will be submitted to FAA for approval at least 6 months before executing the new concession agreement. (23.45(i)).

SHV has determined that its market area is the state of Louisiana. This is the geographical area in which the majority of firms which seek to do concessions business with the airport are located and the geographical area in which the firms receive a majority of concessions related revenues are located.

Methodology used to Calculate Overall Goal

Goods and Services:

SHV can meet the percentage goal by including the purchase from ACDBEs of goods and services used in businesses conducted at the Airport. SHV, 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. The dollar value from purchases of goods and services from ACDBEs may be added to the numerator, and the dollar value from purchases of goods and services from all firms (ACDBEs and non-ACDBEs) may be added to the denominator.

Step 1: 23.51(c) – Relative Availability

The Airport has determined the base figure for the relative availability of ACDBEs other than car rentals by identifying the types of goods and services currently being purchased by non-car rental concessionaires, then determining the number of ACDBEs providing those services in the market area. SHV then compared that number to the overall number of firms in the market area to calculate a base figure.

$$\text{Base figure} = \frac{\text{Ready, willing, and able non-car rental ACDBEs in the market area}}{\text{All ready, willing, and able non-car rental firms in the market area}}$$

The data source of demonstrable evidence used to derive the numerator was the LA DOTD DBE directory, at:

<http://wwwapps.dotd.la.gov/engineering/lettings/subsdbed/dbhq20200930.aspx#T>

The data source of demonstrable evidence used to derive the denominator was the U.S. Census Bureau Data, at: <https://data.census.gov/cedsci/>

When the numerator is divided by the denominator, we arrived at the relative availability for our overall goal for non-car rental concessions of **2.01%**.

Relative Availability =

$$\frac{\text{Ready, willing, and able non-car rental ACDBEs in the market area}}{\text{All ready, willing, and able firms in the market area}}$$

NAICS CODE	Type of Work	Total DBEs in LA	All Firms in LA
423990	durable goods wholesalers	16	137
722310	food service contractors	28	384
722213	snacks, non-alcoholic beverages	12	611
722410	alcoholic beverages	4	781
524210	insurance agents & brokers	25	2211
541211	accounting services	12	988
339950	signs	7	139
423440	restaurant equipment	4	35
337127	restaurant furniture	1	331
424120	office products	5	54
	TOTAL:	114	5,671

Relative Availability = 114 / 5,671

Relative Availability = 2.01%

Step 2: 23.51(d) – Adjusted Overall Goal

After calculating a base figure of the relative availability of ACDBEs, we examined evidence to determine what adjustment was needed to the base figure in order to arrive at the overall goal. In order to reflect as accurately as possible, the ACDBE participation we would expect in the absence of discrimination we have adjusted our base number. Our adjusted overall goal for non-car rental concessions is **2.12%**.

The data used to determine the adjustment to the base figure was

- a) Past participation - We evaluated the current capacity of ACDBEs to perform work in our concessions program by measuring the volume of work ACDBEs have performed in the past. We compared the total ACDBE expenditures against total Non-Car Rental revenue over the last three years, as outlined in the following table. We then calculated the median accomplishment over the three year period.

Please note that there has not been an ACDBE goal in place at SHV since 2014.

FY	ACDBE Goal	Total DBE Expenditure	Total Revenue	Accomplishment
2020	No established goal	\$25,473	\$798,420	3.19%
2021	No established goal	\$20,312	\$912,140	2.23%
2022	No established goal	\$27,114	\$1,258,051	2.16%
		\$72,899	\$2,968,611	Median: 2.23%

MEDIAN ACCOMPLISHMENT: 2.23%

ADJUSTED GOAL = (relative availability + median accomplishment) / 2

ADJUSTED GOAL = (2.01% + 2.23%) / 2

ADJUSTED GOAL = 2.12%

- b. Disparity study – There are no disparity studies conducted within our jurisdiction that relate to concessions. We will continue to contact state and local agencies to determine when disparity study becomes available.
- c. Differences in Market Area and Concessions Program – Not Applicable
- d. Available evidence from related fields that affect opportunities for ACDBEs to form, grow, and compete – Not Applicable

SHV believes that this adjusted goal figure will accurately reflect ACDBE non-car rental concession participation that can be achieved during FYs 2023-2025.

Consultation with Stakeholders (23.43)

The Airport encourages the participation of Disadvantaged Business Enterprises in its Airport Concessions Program. In an effort to reach the available ACDBE community, seek out public input into the goal setting process, and to ensure wide distribution of the information contained in this document, the Airport corresponds and consults with the Southwest Louisiana Chamber of Commerce, existing concessionaires, and other organizations which could be expected to have information concerning the availability of disadvantaged businesses. An open dialogue with these entities has afforded the Airport the opportunity to reach out to interested parties and encourage meaningful participation in its concessions program by ACDBEs. Additionally, the Airport makes copies of its ACDBE Program available to each of these organizations for distribution to its members.

During the development of this program, the Shreveport Regional Airport sought out input and comments from the agencies identified in the previous paragraph. No comments were received. Additionally, the Airport advertised the availability of the program on its website.

Breakout of Estimated Race-Neutral & Race Conscious Participation Section 23.51

SHV will meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating ACDBE participation. The Airport 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. Ensuring that competitors for concession opportunities are informed during pre-solicitation meetings about how the sponsor's ACDBE program will affect the procurement process
5. Providing information concerning the availability of ACDBE firms to competitors to assist them in obtaining ACDBE participation

We estimate that, in meeting our overall goal of **2.12%** for non-car rental concessions, we will obtain **2.12%** from race-neutral participation and **0.0%** through race-conscious measures.

The following is a summary of the basis of our estimated breakout of race-neutral and race-conscious ACDBE participation: Since there has not been an ACDBE goal in place since 2014, we cannot determine whether our non-rental car accomplishments over the last three years met the goal. Therefore, we have determined that it is appropriate that all of the non-car rental accomplishments be obtained through race-conscious means.

If we project that race-neutral measures, standing alone, are not sufficient to meet an overall goal, we will use the following race-conscious measures to meet the overall goal:

1. We will establish concession-specific goals for particular concession opportunities.
2. Negotiate with potential concessionaires to include ACDBE participation through direct ownership arrangements or measures, in the operation of the concession.
3. With prior FAA approval, other methods that take a competitor's ability to provide ACDBE participation into account in awarding a concession.

In order to ensure that our ACDBE program will be narrowly tailored to overcome the effects of discrimination, if we use concession-specific goals, 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 E - Section 23.45:
Overall Goal Calculation for Car Rentals

Amount of Goal

SHV's overall goal for car rentals during the period beginning October 1, 2022, and ending September 30, 2025, is **2.13%** of the total gross receipts of car rental operations at the Shreveport Regional Airport.

The concession opportunities anticipated during this goal period are Tire Dealers, Auto Part Suppliers, Towing, General Auto Repair, Auto Repair/Body Work, Office Equipment, Accounting/Bookkeeping, Insurance, and Janitorial Services. If a new car rental concession opportunity arises prior to the end of this goal period and the estimated average of annual gross revenues are anticipated to be \$200,000 or greater, SHV will submit an appropriate adjustment to the overall goal. This will be submitted to FAA for approval at least 6 months before executing the new concession agreement (23.45(i)).

The Shreveport Regional Airport has determined that its market area is the state of Louisiana. This is the geographical area in which the majority of firms which seek to do concessions business with the airport are located and the geographical area in which the firms receive a majority of concessions related revenues are located.

Methodology used to Calculate Overall Goal

Goods and Services

SHV can meet the percentage goal by including the purchase from ACDBEs of goods and services used in businesses at the airport. The dollar value from purchases of goods and services from ACDBEs will be added to the numerator, and the dollar value from purchases of goods and services from all firms (ACDBEs and non-ACDBEs) will be added to the denominator.

Step 1: 23.51(c) – Relative Availability

SHV has determined the base figure for the relative availability of car rental ACDBEs, as shown in the following:

$$\text{Base figure} = \frac{\text{Ready, willing, and able car rental ACDBEs in the market area}}{\text{All ready, willing, and able firms in the market area}}$$

The data source for demonstrable evidence used to derive the numerator was the LA DOTD DBE directory, at:

<http://wwwapps.dotd.la.gov/engineering/lettings/subsdbed/dbhq20200930.aspx#T>

The data source for demonstrable evidence used to derive the denominator was the U.S. Census Bureau Data at: <https://data.census.gov/cedsci/>

The following table presents the summary of the relevant data:

NAICS CODE	Type of Work	Total DBEs	All Firms
441320	Tire dealers	3	430
441310	Auto Parts	0	710
488410	Towing	5	152
811111 811198	Gen Auto Repair/Body Work	5	776
423420	Office Equipment	2	123
541211 541219	Accounting/Bookkeeping	20	988
524126	Auto Insurance	25	173
561720	Janitorial	91	669
	TOTALS	151	4,021

When we divided the numerator by the denominator we arrived at the base figure for our overall goal for car rental concessions of **3.76%**.

Relative Availability = $151 / 4,021 = 3.76\%$

Step 2: 23.51(d) – Adjustment of Overall Goal

After calculating a base figure of the relative availability of ACDBEs, we examined evidence to determine what adjustment was needed to the base figure in order to arrive at the overall goal. In order to reflect as accurately as possible, the ACDBE participation we would expect in the absence of discrimination we have adjusted our base number.

The data used to determine the adjustment to the base figure was:

- a. Past participation – We evaluated the current capacity of ACDBEs to perform work in the SHV car rental concessions program by measuring the volume of work ACDBEs have performed in the past.

FY	Goal	Accomplishment
2020	No established goal	0.0%
2021	No established goal	1.27%
2022	No established goal	0.51%

MEDIAN ACCOMPLISHMENT: 0.51%

Adjusted Goal = (Relative Availability + Median Accomplishment) / 2
= (3.76% + 0.51) / 2
= 2.13%

- b.** Disparity study – There are no disparity studies conducted within our jurisdiction that relate to concessions. We will continue to contact state and local agencies to determine when disparity study becomes available.
- c.** Differences in Market Area and Concessions Program – Not Applicable
- d.** Available evidence from related fields that affect opportunities for ACDBEs to form, grow, and compete – Not Applicable

The reason we chose to adjust our figure using this data was because the median accomplishment has historically been higher than the relative availability. Consequently, the adjusted goal calculation is the average of the relative availability and the median accomplishment.

Consultation with Stakeholders (23.43)

The Airport encourages the participation of Disadvantaged Business Enterprises in its Airport Concessions Program. In an effort to reach the available ACDBE community, seek out public input into the goal setting process, and to ensure wide distribution of the information contained in this document, the Airport corresponds and consults with the Southwest Louisiana Chamber of Commerce, existing concessionaires, and other organizations which could be expected to have information concerning the availability of disadvantaged businesses. An open dialogue with these entities has afforded the Airport the opportunity to reach out to interested parties and encourage meaningful participation in its concessions program by ACDBEs. Additionally, the Airport makes copies of its ACDBE Program available to each of these organizations for distribution to its members.

During the development of this program, the Shreveport Regional Airport sought out input and comments from the agencies identified in the previous paragraph. No comments were received. Additionally, the Airport advertised the availability of the program on its website.

Breakout of Estimated Race-Neutral & Race Conscious Participation Section 23.51

The Shreveport Regional Airport will meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating ACDBE participation. SHV uses the following race-neutral means 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
7. Establishing a business development program (see 49 CFR Part 26.35); technical assistance program or taking other steps to foster ACDBE participation in concessions

We estimate that, in meeting our overall goal of **2.13%** for car rental concessions, we will obtain **0.0%** from race-neutral participation and **2.13%** through race-conscious means.

We will use the following race-conscious measures to meet the overall goal:

1. We will establish concession-specific goals for particular concession opportunities
2. Negotiate with potential concessionaires to include ACDBE participation through direct ownership arrangements or measures, in the operation of the concession
3. With prior FAA approval, other methods that take a competitor's ability to provide ACDBE participation into account in awarding a concession

In order to ensure that our ACDBE program will be narrowly tailored to overcome the effects of discrimination, if we use concession specific goals 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.

WEBSITE PUBLIC NOTICE

ACDBE Goals for Federal Fiscal Years 2023 – 2025

POSTED ON SHV WEBSITE: The Shreveport Regional Airport hereby announces the availability of its Airport Concessions Disadvantaged Business Enterprise Program. This includes the goals set out under Federal Aviation Regulations, which will remain in effect until September 30, 2025, at which time the goals will be updated.

The Airport has set an overall goal of **2.12%** of the annual revenue realized from Non-Car Rental Concessions that occur at the Airport and an overall goal of **2.13%** of the annual revenue realized from Car Rental Concessions that occur at the Airport.

The Program, as well as the proposed goals and goal setting methodology, are available for inspection between 8:00 a.m. and 5:00 p.m., Monday through Friday, for 30 calendar days, in the Airport office at 5103 Hollywood Avenue, Shreveport, LA 71109.

Comments on the ACDBE goals can be sent to either of the following addresses:

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Federal Aviation Administration
Civil Rights Staff, ASW-9
Post Office Box 92007
Los Angeles, CA 90009-2007

Public Comments

If any public comments are received, we will notify the FAA's Office of Civil Rights.