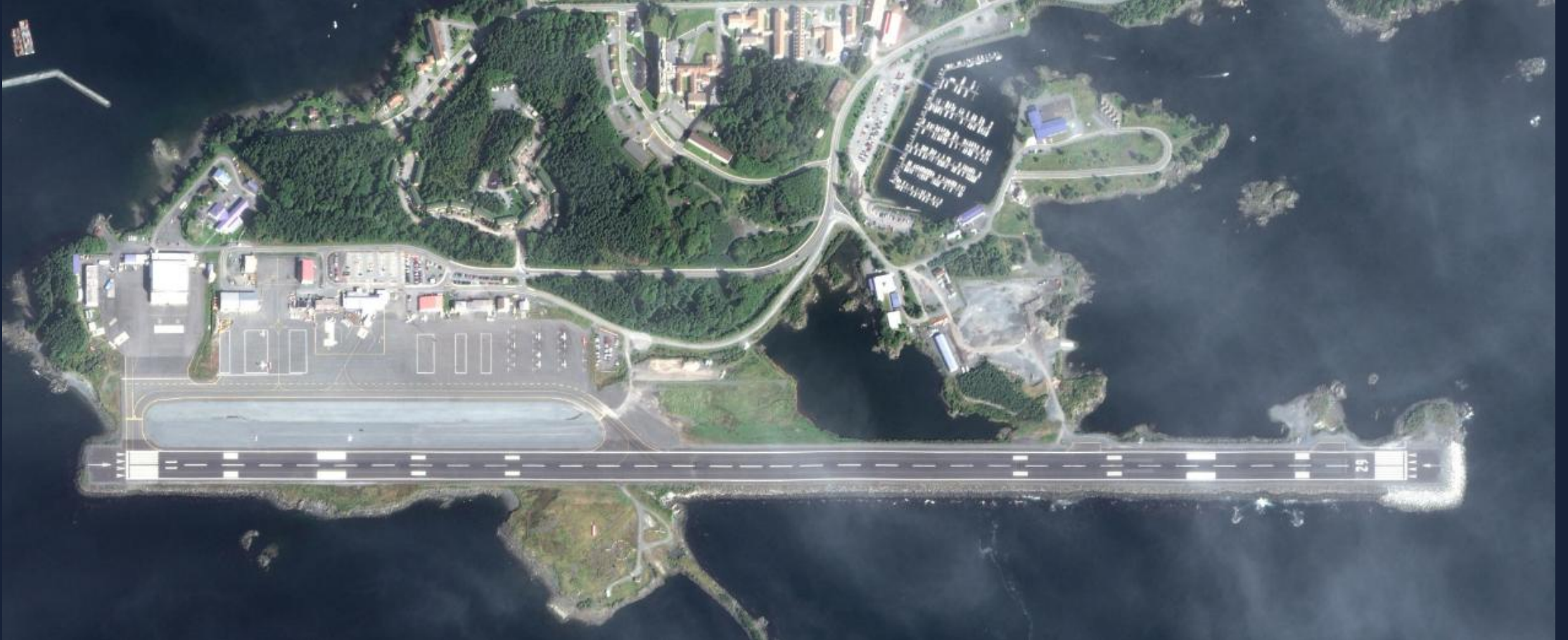


ROCKY-GUTIERREZ AIRPORT (SIT) ACDBE PROGRAM GOALS: FY24 TO FY25



Meeting Date: October 29, 2024

TEAMS MEETING TOOLS



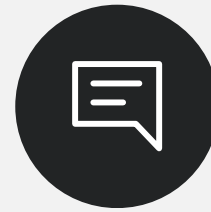
Microphone

Toggle to
mute/unmute audio.
A slash means
muted.



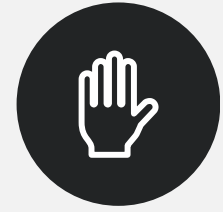
Video

Please turn your
video off for better
participation.



Chat

Click to view the
chat window or
send a message.



Raise Hand

Click to let others
know that you
have a question.

NOTE: Mute your microphone unless you are talking. Use the “raise hand” feature or chat to indicate you have a question.



MEETING OUTLINE

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Welcome

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Sitka Land Acknowledgement

03

ACDBE Program Overview

04

Federal Fiscal Years 2024 to 2025
Goals

05

Goal Setting Methodology

06

Potential Opportunities

07

How to become an ACDBE Firm

08

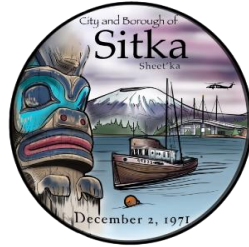
Conclusion

WELCOME



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Please provide your name and contact information in the chat.

Acknowledgement

Before we begin, we want to acknowledge that we are meeting on and discussing, the unceded traditional and ancestral lands of the Tlingit, Haida, and Tsimshian peoples. We honor their rich histories, enduring cultures, and deep connections to the land and waters of Sitka and the surrounding region since time immemorial. We extend our respect and gratitude to the Indigenous peoples who have cared for and sustained this land for generations, and who continue to do so today.

OBJECTIVES OF THE ACDBE PROGRAM

AIRPORT CONCESSIONS DISADVANTAGED BUSINESS ENTERPRISE (ACDBE)

- To create a level playing field on which ACDBEs can compete fairly for opportunities for concessions;
- To ensure that only firms that fully meet this part's eligibility standards are permitted to participate as ACDBEs;
- To help remove barriers to the participation of ACDBEs in opportunities for concessions at airports receiving DOT financial assistance;
- To promote the use of ACDBEs in all types of concessions activities at airports receiving DOT financial assistance;
- To assist the development of firms that can compete successfully in the marketplace outside the ACDBE program.



DEFINITIONS (49 CFR PART 23 §23.3)

CONCESSION | For-profit business engaged in sale of good or services to the traveling public under an agreement with the recipient, other concessionaire, or the owner or lessee of the terminal.

ACDBE | A for-profit small business that is at least 51% owned by socially and economically disadvantaged individuals, and whose management and daily business operations are controlled by one or more of the socially economically disadvantaged individuals who own it.

RACE NEUTRAL | A measure or program that is, or can be, used to assist all small businesses, without making distinctions or classifications on the basis of race or general.

RACE CONSCIOUS | A measure or program that is focused specifically on assisting only ACDBEs, including women-owned ACDBEs. For the purposes of this part, race-conscious measures include gender-conscious measures.



WHAT IS AN ACDBE?

OWNERSHIP



SIZE STANDARDS



ACDBE

A Socially or Economically Disadvantaged Person owns and controls more than 51% of the business.

Note: The person's Personal Net Worth must be under \$2.047 Million.

Firms with less than \$56.42M gross revenue (except as indicated below):

- Banks less than \$1B in assets
- Car rental less than \$75.23M gross revenue
- Pay phones less than 1,500 employees
- Auto dealers less than 350 employees

More information on applying to be certified as an ACDBE later in this presentation.

PROGRAM GOALS

Program goals are a defined percentage of gross revenue that is generated by airport concessionaires.

The goals are accomplished by having an ACDBE as the concessionaire or by the concessionaire purchasing goods and services from ACDBE suppliers.

Goals are required when:

1 CAR RENTAL CONCESSION
REVENUE EXCEEDS \$200,000



2 NON-CAR RENTAL CONCESSION
REVENUE EXCEEDS \$200,000



Note: Separate ACDBE goals are required for car rentals and non-car rentals

GOAL CALCULATION

STEP 1 – BASE FIGURE

- ✓ Identify ACDBE opportunities
- ✓ Identify geographic market area of opportunities
- ✓ Research ACDBE & non-ACDBE business
- ✓ Calculate Base Figure

Ready, Willing, and Able ACDBEs in the
Market Area

Total Number of Ready, Willing, and Able
Firms in the Market Area



Base Figure





GOAL CALCULATION

STEP 2 – ADJUSTMENT

- ✓ Current Market
- ✓ Disparity Studies
- ✓ Historic Performance



RACE-NEUTRAL/RACE-CONSCIOUS BREAKOUT

- ✓ Historic Performance

PUBLIC CONSULTATION

- ✓ You!

DETERMINING MARKET AREA

CAR RENTAL

B – City and Borough of Sitka

S – State of Alaska

N – Nationwide

NON-CAR RENTAL

N – Nationwide



CALCULATING CAR RENTAL GOAL

STEP 1 – BASE FIGURE

NAICS	Type of Goods & Services	Market Area	Total ACDBEs	Total All Firms
459410/453210	Office Supplies	N	6	4,475
423130	Tire Wholesaler	B	0	10
423850	Cleaning Supplies	S	0	9
441110	New Car Dealership	N	3	21,622
441310	Auto Parts Supplies	S	0	104
488410	Towing	B	0	19
517311	Phone System	S	0	17
524210	Insurance Agencies/Brokerages	N	1	489
811111	General Auto Repair	B	0	35
811121	Auto Body Repair	B	0	10
811191	Oil Change	B	0	3
811192	Car Wash/Detail	B	0	4
811212	Computer/Office Repair	B	0	19
561720	Janitorial Services	S	4	250
		TOTAL	14	27,066

LEGEND

B – City and Borough of Sitka

S – State of Alaska

N – Nationwide

Total ACDBEs
Total All Firms = **Base Figure**

14
27,066 = **0.05%**



CALCULATING CAR RENTAL GOAL

STEP 2 – ADJUSTMENT

- No historic accomplishment
- No disparity study available
- Conducted outreach to ACDBE firms and determined, with race-neutral outreach, Base Figure can be increased to 0.5% of total car rental concession revenue

RACE-NEUTRAL/RACE-CONSCIOUS BREAKOUT

- Race-neutral outreach to obtain goal

CALCULATING NON-CAR RENTAL GOAL

STEP 1 – BASE FIGURE

NAICS	Type of Goods & Services	Market Area	Total ACDBEs	Total All Firms
459420	Gift, Novelty, and Souvenir Retailers	N	202	18,609
445132	Vending Machines	N	65	17,992
722511	Restaurant	N	328	250,186
		TOTAL	595	286,787

LEGEND

N – Nationwide

$$\frac{\text{Total ACDBEs}}{\text{Total All Firms}} = \text{Base Figure}$$

$$\frac{595}{286,787} = 0.20\%$$



CALCULATING NON-CAR RENTAL GOAL

STEP 2 – ADJUSTMENT

- No historic accomplishment
- No disparity study available
- Conducted outreach to ACDBE firms and determined, with race-neutral outreach, Base Figure can be increased to 1.0% of total non-car rental concession revenue

RACE-NEUTRAL/RACE-CONSCIOUS BREAKOUT

- Race-neutral outreach to obtain goal

RACE-NEUTRAL MEASURES: HOW AIRPORT WILL OBTAIN ACDBE GOALS



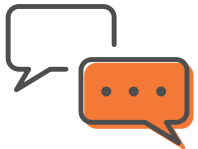
Locate and identify ACDBEs and other small businesses that may want to participate as concessionaires



Notify ACDBEs of concession opportunities and encourage them to compete, when appropriate



Structure concession activities to encourage and facilitate ACDBE participation



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



Inform competitors of the availability of ACDBE firms to assist them in obtaining ACDBE participation

SIT'S ACDBE GOALS FOR FFY 2024 AND 2025



CAR RENTAL – 0.5%

- No ACDBE Car Rental Companies in Sitka market area
- Goal to be obtained by purchasing goods/services from ACDBE vendors



NON-CAR RENTAL – 1.0%

- Applies to restaurant and gift shop and future concessions
- Goal to be obtained by purchasing goods/services from ACDBE vendors



POTENTIAL FUTURE CONCESSIONS



SIT TERMINAL EXPANSION

Expected completion – June 2025

New ACDBE opportunities may be available when complete

Potential opportunities:

- Vending Machines
- E-Bike Concession

Comments on Goals

Please provide any comments to mzollars@DOWL.com by November 29, 2024

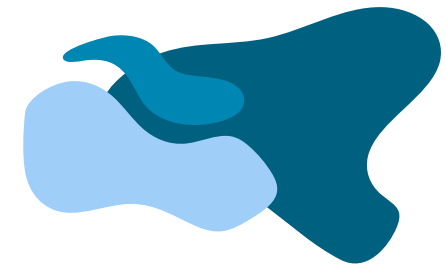


UNDERSTANDING DBE & ACDBE PROGRAM



FAA ACDBE Sitka Public Participation Meeting
Presentation by Alaska DOT&PF, Civil Rights Office

OVERVIEW OF DBE PROGRAM



The DBE program is **designed to remedy ongoing discrimination and the continuing effects of past discrimination** in federally-assisted highway, transit, airport, and highway safety financial assistance transportation contracting markets nationwide.

The **primary remedial goal** and objective of the DBE program is to **level the playing field** by providing small businesses owned and controlled by socially and economically disadvantaged individuals a **fair opportunity to compete for federally funded transportation contracts**.

Authority: Administered under [49 CFR Part 26](#)

Funding Sources: Applies to contracts funded by the Federal Highway Administration (FHWA), Federal Transit Administration (FTA), and Federal Aviation Administration (FAA).

Objectives include:

- To ensure that our contractors comply with DBE laws and requirements.
- To ensure that DBEs can compete fairly for federally funded transportation-related projects.
- To ensure that only eligible firms participate as DBEs.
- To assist DBE firms in competing outside the DBE Program



OVERVIEW OF AIRPORT CONCESSION DBE PROGRAM




The ACDBE program is **designed to level the playing field** for small businesses **wanting to do business** with Alaska DOT&PF and other agencies receiving federal funds through the Federal Aviation Administration (FAA) and **wish to participate in contracting and concession opportunities at airports.**

ACDBE Program plays a crucial role in promoting diversity and inclusion in the aviation industry by providing opportunities for small businesses owned by socially and economically disadvantaged individuals to participate in airport concession contracts.

Authority: Administered under [49 CFR Part 23](#)

Objectives include:

- **Ensure Nondiscrimination:** Award concession opportunities without discrimination based on race, color, national origin, or gender.
 - **Level the Playing Field:** Provide fair competition for small businesses owned by socially and economically disadvantaged individuals.
 - **Increase Participation:** Boost ACDBE participation in airport concessions, increasing access for disadvantaged businesses.
 - **Promote Fair Competition:** Remove barriers to ACDBE participation and ensure only eligible firms are involved.
- 

APPLICATION PROCESS

The DBE application can be found on the Civil Rights Office website:

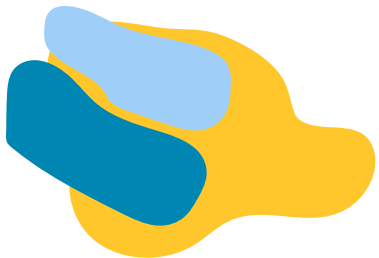
<https://dot.alaska.gov/cvlrts/dbecert.shtml>

All applicants must register as a vendor in our system:

<https://dot.alaska.gov/aashtoware/docs/AWP-Vendor-List-Guidance.pdf>

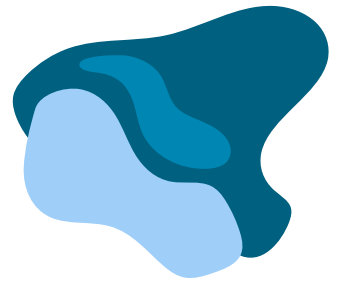
Submit your application and supporting documentation to sarah.starzec@alaska.gov or by using our file transfer site: <https://drop.state.ak.us/drop/>

We have 90 days to process the application once we receive all the required documentation. We will notify the applicant within 30 days if we require additional documentation. We will also conduct an onsite review either virtually or in person.



THANK YOU FOR LISTENING!

Reach out for any questions.



DBE/ACDBE & OJT PROGRAM MANAGER

Email: zhenia.peterson@alaska.gov

Phone: 907-269-0844

DBE/ACDBE & OJT COMPLIANCE SPECIALIST

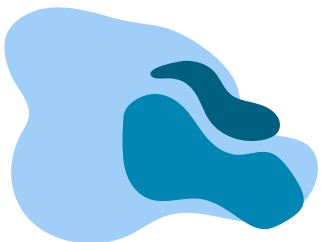
Email: natalia.fricke@alaska.gov

Phone: 907-269-0850

DBE/ACDBE CERTIFICATION OFFICER

Email: sarah.starzec@alaska.gov

Phone: 907-269-0845



THANK YOU FOR LISTENING!

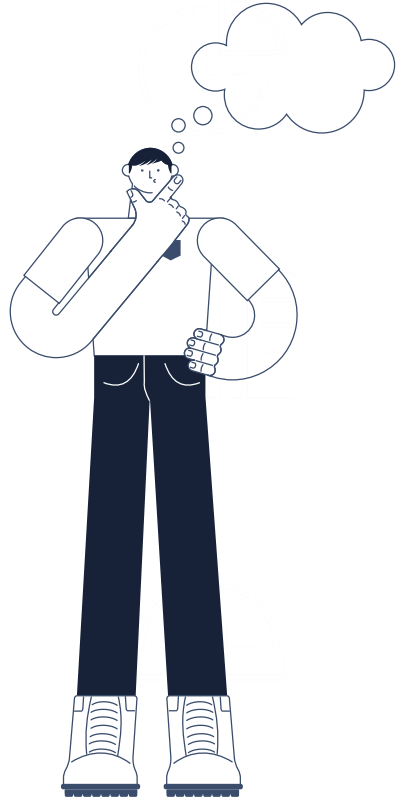
Reach out for any questions.



Link to presentation:

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Questions?



THANK YOU!