

Reno-Tahoe Airport Authority  
Reno-Tahoe International Airport

**PROPOSED ACDBE OVERALL CONCESSION GOALS**  
**Federal Fiscal Years 2018 - 2020**  
**Reno-Tahoe International Airport**  
**Reno, Nevada**

Airport Sponsor: Reno-Tahoe Airport Authority

Airport: Reno-Tahoe International Airport

Goal Period: From: October 1, 2017  
Thru: September 30, 2020

ACDBE Goal for Terminal Concessions: 12.7% (Race Conscious)

ACDBE Goal for Car Rental Concessions: 1.3% (Race Neutral)

**Section 23.45: Separate Overall Goal Calculation for Concessions**

**Other Than Car Rentals**

**Amount of Goal**

Reno-Tahoe International Airport's (the "Airport" or "RNO") overall goal for concessions other than car rental during the period beginning October 1, 2017 and ending September 30, 2020 is 12.7%. The goal is expressed as a percentage of the total estimated gross receipts for concessions at Reno-Tahoe International Airport.

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.

RNO determines the market area for each concession opportunity as it arises. The market area is defined as the geographical area in which the substantial majority of firms which seek to do the specific concessions business with the airport are located and the geographical area in which the firms receive a substantial majority of concessions related revenues are located.

The calculation for determining the overall goal for the three-year period is as follows:

**Federal Fiscal Years 2018 – 2020**

Total estimated gross receipts for all concessions excluding car rentals = \$69,639,510  
Estimated ACDBE gross receipts as adjusted = \$8,844,218  
 $\$8,844,218/\$69,639,510 = 12.7\%$

**Methodology used to Calculate Overall Goal**

Overall goals have been determined by consolidating the total estimated gross revenues and estimated ACDBE gross revenues for continuing and anticipated new concession agreements that will become effective during the goal period. Goals for each new concession are determined through an analysis of the opportunity, potential for ACDBE participation and the relative availability of ACDBE firms who are ready, willing and able to perform under the agreement.

In accordance with 49 CFR part 23.51(c) ACDBE goals for specific opportunities are determined as follows:

Step 1: 23.51(c)

RNO determines the base figure for the relative availability of ACDBEs for the specific opportunity. The base figure may be calculated in a number of ways, depending upon what is most appropriate for the specific opportunity.

Examples are as follows:

Option 1: Ready, willing, and able ACDBEs in the appropriate trade in the determined market area ÷ All ready, willing and able companies in the appropriate trade in the determined market area.

The data source or demonstrable evidence used to derive the numerator may be either the DBE directory (23.51(c)(1)) or an active participant list (23.51(c)(2)).

If RNO uses ACDBE directories, which directories and which NAICS codes were used will be identified. The Airport may also augment available ACDBEs with firms in local MBE/WBE directories or trade association lists. If RNO uses these sources to augment the numerator, the sources used and the number of firms added to the numerator will be identified.

If RNO uses an Active Participant List, where the information was obtained will be identified. Such information may come from past experience with firms that have run concessions or sought concession contracts or leases, knowledge about the universe of firms in certain concession services that tend to be interested in participating, and attendance lists from informational and outreach meetings about upcoming concession opportunities.

Option 2: Disparity Study -There are no relevant disparity studies from RNO's geographic area at this time. In the future, RNO may elect to utilize a disparity study should one become available.

Option 3: Goal of another sponsor - RNO may use the goal of another airport or DOT sponsor in the same, or substantially similar market if their overall goal is in compliance with 49 CFR parts 23. Should RNO elect to do so, RNO will include information as to why our airport concession opportunity has the same or substantially similar market.

Option 4: Alternative Methods - RNO may elect to use other methods to determine the base figure, however it must be based on demonstrable evidence of local market conditions and be designed to arrive at a goal that is rationally related to the relative availability of ACDBEs in the market area.

Step 2: 23.51(d)

After calculating a base figure of the relative availability of ACDBEs, RNO will examine evidence to determine what adjustment, if any, is needed to the base figure in order to arrive at the overall goal.

In accordance with 23.51(d), any adjustment will be designed to reflect as accurately as possible the ACDBE participation RNO would expect in the absence of discrimination. In addition, RNO will document the basis on which the base figure was adjusted using the specific data.

## **RNO Concessions**

Reno-Tahoe International Airport ACDBE Goals for federal fiscal years 2018 – 2020 have been set for each concession contract as listed below and shown on the subsequent chart. It should be noted that approximately 80% of the non-car rental concession revenue is generated by the food/beverage and news/gift operations. ACDBE goals have been set for both of these operations. Excluding the gaming revenue, all other concessions combined generate less than 10% of the revenue.

**Mail Service** - This contract was established as a convenience to travelers. An ACDBE goal was not set for this contract because it is a very small contract (approximately \$11,000 annually) with no subcontracting opportunities. Although it is a year-to-year contract, we do not anticipate an increase in gross revenues and therefore would continue the contract either with this operator or another operator without an ACDBE goal.

**Advertising** - The advertising contract will expire on January 31, 2020. A goal analysis was conducted prior to the current solicitation and it was determined that a goal would not be set for this agreement. The current contract contains two options for two years each. In the event that the options are not exercised, a new goal analysis will be conducted prior to the solicitation in late 2019 or early 2020. For purposes of this three-year goal, we will assume that the agreement will remain without a goal for the three-year period.

**Specialty Retail 1** - This contract is currently operated by Forever Heather, a women's clothing and accessories store. The contract will expire in 2018 but has two one-year options. This contract is for a single unit and therefore has no subcontracting opportunities. Although there is no ACDBE goal, the store is operated by an ACDBE firm. We do not anticipate setting an ACDBE goal for this opportunity during this goal period.

**Specialty Retail 2** – The Paradies contract (listed under News/Gift below) contains the right to operate four specialty retail concepts: Brighton, InMotion, PGA Tour Shop, and No Boundaries. The contract contains an ACDBE goal of 11.8% that applies to both News/Gift and Specialty Retail locations. The contract does not expire until 2024. The ACDBE goal of 11.8% will continue throughout this goal period.

**Gaming** - The gaming contract is operated by IGT and will expire in November 2020. We will undertake a study in mid- 2020 to determine if a direct participation goal should be set for this contract based on the availability of potential ACDBEs for this trade classification. The previous goal analysis did not result in a goal recommendation as there were no ACDBEs available in the gaming trade. If the goal analysis results in an ACDBE goal for this operation, it will be reflected in the next three-year goal cycle.

**News/Gift** - The News/Gift contract does not expire until 2024. The contract contains an ACDBE goal of 11.8%, which will continue throughout this three-year goal period.

**Vending** – The snack vending contract is currently operated on a year-to-year basis. The contract generates approximately \$6,000 in gross revenues annually. Because of its size, an

ACDBE goal has not been set for this contract. We anticipate for this to continue throughout the three-year goal period.

**Security Bin Advertising** - The security bin advertising contract is currently operated on a year-to-year basis. The contract generates less than \$45,000 annually. Because of its size, an ACDBE goal is not economically feasible for this contract and has not been set. We anticipate for this to continue throughout the three-year goal period.

**Luggage Carts** - The luggage cart contract will expire on December 31, 2017, however there are two one-year options. A goal analysis will be conducted prior to the solicitation, however there are currently no ACDBE firms listed in the NUCP directory for this trade. We anticipate that there will continue to be no ACDBE goal for this contract throughout the three-year goal period.

**Food/Beverage** - The food/beverage contract expires in 2026. The contract currently contains an ACDBE goal of 14.0%. The goal will remain at 14.0% throughout this goal period.

**Specialty Retail 3**– There is currently a retail location that sells ski lift tickets and limited other retail items. The contract will expire in January 2018 but has a one-year. The facility generates approximately \$40,000 annually. Because of the size and nature of the store, there is currently no ACDBE goal included in the agreement. We anticipate that the location will remain without a goal for the three-year goal period.

**ATM Machines** - The ATM machine contract will expire in June 2018. The contract has no ACDBE goal, as there are no ACDBE ATM concession operators or ACDBE financial institutions in the Nevada UCP Directory. We will conduct a goal analysis prior to the solicitation in 2018.

**Specialty Retail 4 (vending)** – There are currently two small specialty retail vending areas. One is operated as an electronics concession by Zoom Systems and the other dispenses cell phone power banks and is operated by Tricopian LLC dba FuelRod. The current contracts were issued without an ACDBE goal and expire in August 2017 and July 2018 respectively. Because they are both small vending operations with no subcontracting opportunities, we anticipate that the operations will continue without an ACDBE goal throughout this three-year goal period.

<b>RENO-TAHOE AIRPORT AUTHORITY                      RENO-TAHOE INTERNATIONAL AIRPORT                      ACDBE CONCESSION LEASING GOALS</b> Goal Period: October 1, 2017 - September 30, 2020 FFYs 2018, 2019, and 2020						
<b>CONCESSIONAIRE</b>	<b>CONTRACT</b>	<b>Lease Commencement Date</b>	<b>Lease Expiration Date</b>	<b>Projected 3-Year Gross Revenues</b>	<b>ACDBE Gross Revenues Based on Goal</b>	<b>ACDBE Goal</b>
Airport Mailers	Mailers	4/1/05	Year-to-Year	\$32,805		
Clear Channel Airports	Advertising	2/1/15	1/31/20	\$3,659,790		
Forever Heather Inc. (ACDBE)	Specialty Retail	11/1/13	10/31/18	\$589,236		
IGT	Gaming	12/1/15	11/30/20	\$8,147,265		
Paradies Shops (ACDBE - Traveller Gifts)	News/Gifts/Specialty Retail	6/1/01	9/30/24	\$20,402,736	\$2,407,523	11.8%
Reno Snax Sales	Vending	2/1/13	Year-to-Year	\$16,347		
Security Point Media	Advertising	11/1/14	Year-to-Year	\$127,563		
Smarte Carte, Inc.	Luggage Carts	1/1/15	12/31/17	\$595,530		
SSP America (ACDBE - McDonald's)	Food/Beverage	5/1/01	9/30/26	\$34,950,210	\$4,893,029	14.0%
Squaw Valley	Retail	1/27/16	1/31/17	\$120,000		
Tricopian LLC d/b/a/ FuelRod	Cell Phone Battery Pack (Vending)	8/1/16	7/31/18	\$54,384		
Wells Fargo	ATM Machines	7/1/13	6/30/18	\$362,880		
Zoom Systems	Small Electronics (Vending)	9/1/16	8/31/17	\$580,764		
<b>Total Concessions (Excluding Rental Cars)</b>				<b>\$69,639,510</b>	<b>\$7,300,552</b>	<b>10.5%</b>

**Step 2 – Adjustments**

The ACDBE regulation (49 CFR part 23) provides for a Step 2 adjustment of the developed base goal for a variety of factors, including the current capacity of ACDBEs to perform work in the concession program, as measured by the volume of work ACDBEs have performed in recent years. We have reviewed the ACDBE achievement for the most recent three-year period (the last goal cycle) to provide for an adjustment of the base goal as follows:

Actual Past History of ACDBE Participation			
YEAR	TOTAL GROSS REVENUES	ACDBE GROSS REVENUES	ACDBE %
2016	\$24,473,080	\$3,072,384	12.6%
2015	\$18,148,742	\$2,699,922	14.9%
2014	\$21,198,837	\$3,535,260	16.7%

$$\text{Base goal of 10.5\% + Median ACDBE Participation (2014-2016) of 14.9\% = 25.4\%}$$
$$25.4\% \div 2 = 12.7\%$$

There is no other relevant data to support an adjustment to the base goal. Therefore, the proposed overall ACDBE goal for the three-year period commencing October 1, 2017 and ending September 30, 2020 is 12.7%. This results in adjusted ACDBE gross revenues of \$8,844,218.

**Breakout of Estimated Race-Neutral & Race Conscious Participation**

ACDBE contract goals reflected in this document were originally set in 2001 as race-conscious goals. The contracts containing goals will not expire during this three-year period, therefore the goals will remain race-conscious throughout this goal period.

**Consultation with Stakeholders**

In accordance with 49 CFR part 23, §23.43, the airport has reached out and has consulted with the following stakeholders regarding this three-year goal:

- The Reno-Sparks Chamber of Commerce
- Inter-Tribal Council of Nevada
- NAACP Reno-Sparks
- Hispanic Chamber of Commerce
- Women’s Chamber of Commerce of Nevada
- Asian Chamber of Commerce
- Reno Nevada Small Business Development

**Overall Goal Calculation for Car Rentals (23.45)**

**FFY 2018-2020**

A Car Rental ACDBE Goal for Reno-Tahoe International Airport has been set based on the attached goal analysis.

**RACE-NEUTRAL/ RACE-CONSCIOUS GOAL**

Car rental ACDBE goals set forth in this document are currently set as race neutral goals as the car rental contracts will not expire until June 2018. We will measure progress towards goals prior to the award of new car rental agreements and determine if race-conscious goals are required. The Airport may use the following race-neutral measures to facilitate 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; and
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.



**ACDBE GOAL and METHODOLOGY  
Car Rental Concessions  
Reno-Tahoe International Airport  
September 12, 2017**

**Background**

Reno-Tahoe International Airport currently has nine (9) different car rental operations owned by six (6) different companies based in its consolidated car rental facility at the airport. The current agreements will expire on June 30, 2018; however, the airport wishes to implement its ACDBE car rental goal for the entire three-year goal period at this time. Current car rental concession revenues are in excess of \$70 million annually.

In accordance with the regulation regarding ACDBE participation in Airport Concessions, we have conducted research to determine an appropriate ACDBE goal for car rental concessions at the airport. The methodology for setting the goals is included in this report.

49 CFR Part 23 provides the following guidance for establishing concession goals:

- § 23.51(a) *Your objective in setting a goal is to estimate the percentage of the base calculated under §§23.47–23.49 that would be performed by ACDBEs in the absence of discrimination and its effects.*
- (1) *This percentage is the estimated ACDBE participation that would occur if there were a “level playing field” for firms to work as concessionaires for your airport.*
  - (2) *In conducting this goal setting process, you are determining the extent, if any, to which the firms in your market area have suffered discrimination or its effects in connection with concession opportunities or related business opportunities.*
  - (3) *You must complete the goal-setting process separately for each of the two overall goals identified in §23.41 of this part.*
- (b) (1) *Each overall concessions goal must be based on demonstrable evidence of the availability of ready, willing and able ACDBEs relative to all businesses ready, willing and able to participate in your ACDBE program (hereafter, the “relative availability of ACDBEs”).*
- (2) *You cannot simply rely on the 10 percent national aspirational goal, your previous overall goal, or past ACDBE participation rates in your program without reference to the relative availability of ACDBEs in your market.*
  - (3) *Your market area is defined by the geographical area in which the substantial majority of firms which seek to do concessions business with the airport are located and the geographical area in which the firms which receive the substantial majority of concessions-related revenues are located. Your market area may be different for different types of concessions.*

**Counting Participation in Car Rentals**

Given the fact that there are few ACDBE car rental firms operating in airports, we have elected to base the Car Rental ACDBE goal on the purchase of goods and services from ACDBE or potential/ACDBE firms. The regulation provides for counting ACDBE participation for car rentals as follows:

**§ 23.53 How do car rental companies count ACDBE participation toward their goals?**

(a) As a car rental company, you may, in meeting the goal the airport has set for you, include purchases or leases of vehicles from any vendor that is a certified ACDBE.

(b) As a car rental company, if you choose to meet the goal the airport has set for you by including purchases or leases of vehicles from an ACDBE vendor, you must also submit to the recipient documentation of the good faith efforts you have made to obtain ACDBE participation from other ACDBE providers of goods and services.

(c) While this part does not require you to obtain ACDBE participation through direct ownership arrangements, you may count such participation toward the goal the airport has set for you.

(d) The following special rules apply to counting participation related to car rental operations:

(1) Count the entire amount of the cost charged by an ACDBE for repairing vehicles, provided that it is reasonable and not excessive as compared with fees customarily allowed for similar services.

(2) Count the entire amount of the fee or commission charged by a ACDBE to manage a car rental concession under an agreement with the concessionaire toward ACDBE goals, provided that it is reasonable and not excessive as compared with fees customarily allowed for similar services.

(3) Do not count any portion of a fee paid by a manufacturer to a car dealership for reimbursement of work performed under the manufacturer's warranty.

(e) For other goods and services, count participation toward ACDBE goals as provided in part 26, §26.55 and §23.55 of this part. In the event of any conflict between these two sections, §23.55 controls.

(f) If you have a national or regional contract, count a pro-rated share of the amount of that contract toward the goals of each airport covered by the contract. Use the proportion of your applicable gross receipts as the basis for making this pro-rated assignment of ACDBE participation.

*Example to paragraph (f):* Car Rental Company X signs a regional contract with an ACDBE car dealer to supply cars to all five airports in a state. The five airports each account for 20 percent of X's gross receipts in the state. Twenty percent of the value of the cars purchased through the ACDBE car dealer would count toward the goal of each airport.

**Market Area**

The Car Rental Concessions at Reno-Tahoe International Airport are currently operated by six (6) different companies. Based on the types of goods/services purchased by the firms (e.g. auto repair, insurance, fuel, etc.), we have determined that the market area for the purchase of goods and services, with the exception of vehicle purchases, is the State of Nevada. The

geographic region for the purchase of vehicles varies depending on the operator with some purchasing from dealerships within the state and others from various areas of the country, including from manufacturers. We will, therefore, use a national geographic region for vehicle purchases.

### **Goal-Setting Step I**

The regulation provides the following examples of potential approaches for accomplishing Step 1, determining the base figure, as follows:

*23.51(c) Step 1. You must begin your goal setting process by determining a base figure for the relative availability of ACDBEs. The following are examples of approaches that you may take toward determining a base figure. These examples are provided as a starting point for your goal setting process. Any percentage figure derived from one of these examples should be considered a basis from which you begin when examining the evidence available to you. These examples are not intended as an exhaustive list. Other methods or combinations of methods to determine a base figure may be used, subject to approval by the FAA.*

*(1) Use DBE Directories and Census Bureau Data. Determine the number of ready, willing and able ACDBEs in your market area from your ACDBE directory. Using the Census Bureau's County Business Pattern (CBP) data base, determine the number of all ready, willing and able businesses available in your market area that perform work in the same NAICS codes. Divide the number of ACDBEs by the number of all businesses to derive a base figure for the relative availability of ACDBEs in your market area.*

*2) Use an Active Participants List. Determine the number of ACDBEs that have participated or attempted to participate in your airport concessions program in previous years. Determine the number of all businesses that have participated or attempted to participate in your airport concession program in previous years. Divide the number of ACDBEs who have participated or attempted to participate by the number for all businesses to derive a base figure for the relative availability of ACDBEs in your market area.*

*(3) Use data from a disparity study. Use a percentage figure derived from data in a valid, applicable disparity study.*

*(4) Use the goal of another recipient. If another airport or other DOT recipient in the same, or substantially similar, market has set an overall goal in compliance with this rule, you may use that goal as a base figure for your goal.*

*(5) Alternative methods. (i) You may use other methods to determine a base figure for your overall goal. Any methodology you choose must be based on demonstrable evidence of local market conditions and be designed to ultimately attain a goal that is rationally related to the relative availability of ACDBEs in your market area.*

Reno-Tahoe Airport Authority  
Reno-Tahoe International Airport

We have decided to use the DBE Directories and Census Bureau Data method for determining availability as follows:

The most recent available census bureau data is for 2015. The NAICS codes for the various trades typically utilized by car rental concessions were determined through a survey of car rental concessionaires and research and are shown on the chart below.

Description	NAICS	Census	Directory	DBE/ACDBE %
Door Maintenance/Repair	236220	408	18	4.41%
Concrete Maintenance	238110	114	12	10.53%
Electrical	238210	569	20	3.51%
Backflow Testing	238220	733	3	0.41%
HVAC Maintenance	238220	733	3	0.41%
Plumbing	238220	733	3	0.41%
Elevator Maintenance	238290	175	0	0.00%
Printing	323111	538	4	0.74%
Signage	323111	538	4	0.74%
Fuel Maintenance	333911	2	0	0.00%
GPS Devices	334220	12	0	0.00%
Auto Parts	423120	107	2	1.87%
Tires	423130	27	0	0.00%
Computer Support/Materials	423430	52	1	1.92%
Luggage Carts/Wheelchairs	423450	96	1	1.04%
Car Wash Maintenance	423850	38	0	0.00%
Cleaning Supplies	423850	38	0	0.00%
Fire Safety/Suppression	423990	82	1	1.22%
Office Expense	424120	25	1	4.00%
First Aid	424210	135	0	0.00%
Fuel/Oil/Energy	424720	19	1	5.26%
Car Dealerships <sup>1</sup>	441110	108	1	0.93%
Auto Transport	484230	55	1	1.82%
Roadside Assistance	488410	78	0	0.00%
Towing	488410	78	0	0.00%
Delivery Svc	492110	93	0	0.00%
Insurance	524210	1,178	3	0.25%
Equipment Rental (GPS)	532210	56	0	0.00%

<b>Table 1 – U.S. Census / Nevada Unified Certification Program Directory</b>				
Description	NAICS	Census	Directory	DBE/ACDBE %
Legal Services	541110	1,634	3	0.18%
Accounting	541211	418	3	0.72%
Consulting	541611	970	52	5.36%
Background Checks	541612	76	0	0.00%
Asset Recovery	561491	12	1	8.33%
Building Security	561621	58	3	5.17%
Security	561621	58	3	5.17%
Keys/Locks	561622	37	0	0.00%
Pest Control	561710	177	1	0.56%
Janitorial Services	561720	669	17	2.54%
Drug Testing	621999	28	1	3.57%
Auto Repair	811111	537	2	0.37%
Auto Body Repair	811121	209	0	0.00%
Uniform Cleaning	811122	45	0	0.00%
Windshield Repair	811122	45	0	0.00%
Device Repair & Maintenance	811211	14	2	14.29%
Uniforms	812331	16	2	12.50%

<sup>1</sup>Car dealership ACDBE availability is based on a national geographic region using the DBE-Connect database.

The following contains weighted availability calculations based on information obtained from car rental companies at San Diego International Airport as we do not have this information from car rental companies at Reno-Tahoe International Airport:

<b>Table 2 – Weighted ACDBE Availability (Based on Directory/Census)</b>				
Description	NAICS	% of \$ Expenditures (A)	DBE/ACDBE % (B) [From Table 1]	Weighted Availability (A X B)
Door Maintenance/Repair	236220	0.10%	5.73%	4.41%
Concrete Maintenance	238110	0.50%	8.52%	10.53%
Electrical	238210	0.10%	2.06%	3.51%
Backflow Testing	238220	0.00%	0.77%	0.41%
HVAC Maintenance	238220	0.10%	0.77%	0.41%
Plumbing	238220	0.00%	0.77%	0.41%

<b>Table 2 – Weighted ACDBE Availability (Based on Directory/Census)</b>				
Description	NAICS	% of \$ Expenditures (A)	DBE/ACDBE % (B) [From Table 1]	Weighted Availability (A X B)
Elevator Maintenance	238290	0.40%	3.10%	0.00%
Printing	323111	0.00%	0.61%	0.74%
Signage	323111	0.00%	0.61%	0.74%
Fuel Maintenance	333911	0.10%	0.00%	0.00%
GPS Devices	334220	0.10%	1.53%	0.00%
Auto Parts	423120	0.20%	0.29%	1.87%
Tires	423130	1.60%	0.69%	0.00%
Computer Support/Materials	423430	0.10%	0.92%	1.92%
Luggage Carts/Wheelchairs	423450	0.00%	1.99%	1.04%
Car Wash Maintenance	423850	0.30%	2.99%	0.00%
Cleaning Supplies	423850	0.00%	2.99%	0.00%
Fire Safety/Suppression	423990	0.00%	2.08%	1.22%
Office Expense	424120	0.10%	2.22%	4.00%
First Aid	424210	0.00%	0.16%	0.00%
Fuel/Oil/Energy	424720	12.30%	3.37%	5.26%
Transport (Auto)	484230	1.60%	4.27%	1.82%
Roadside Assistance	488410	0.00%	0.42%	0.00%
Towing	488410	0.10%	0.42%	0.00%
Delivery Svc	492110	0.00%	0.48%	0.00%
Insurance	524210	2.10%	0.13%	0.25%
Equipment Rental (GPS)	532210	0.00%	0.00%	0.00%
Legal Services	541110	0.00%	0.15%	0.18%
Accounting	541211	0.10%	0.42%	0.72%
Consulting	541611	0.10%	6.18%	5.36%
Background Checks	541612	0.00%	9.59%	0.00%
Asset Recovery	561491	0.00%	0.00%	8.33%
Building Security	561621	0.00%	2.19%	5.17%
Security	561621	0.20%	2.19%	5.17%
Keys/Locks	561622	0.00%	0.22%	0.00%
Pest Control	561710	0.00%	0.49%	0.56%
Janitorial Services	561720	0.90%	1.91%	2.54%

<b>Table 2 – Weighted ACDBE Availability (Based on Directory/Census)</b>				
Description	NAICS	% of \$ Expenditures (A)	DBE/ACDBE % (B) [From Table 1]	Weighted Availability (A X B)
Drug Testing	621999	0.00%	0.52%	3.57%
Auto Repair	811111	4.60%	0.12%	0.37%
Auto Body Repair	811121	0.70%	0.03%	0.00%
Windshield Repair	811122	0.10%	2.03%	0.00%
Device Repair & Maintenance	811211	0.00%	0.00%	0.00%
Uniform Cleaning	812331	0.00%	1.15%	14.29%
Uniforms	812331	0.00%	1.80%	12.50%
<b>Total (Excluding Vehicle Purchases)</b>		<b>26.70%</b>	<b>1.80%</b>	<b>0.61%</b>
Vehicle Purchases	441110	73.30%	0.93%	0.15%
<b>Total Purchases</b>		<b>100.00%</b>		<b>0.76%</b>

\*Weighting of categories obtained from an analysis of purchases conducted for San Diego International

**We therefore propose the base goal at 0.8%.**

**Step 2 - Examine the data to determine what adjustment, if any, is needed to the Base Figure**

Participation for car rental concession purchases is available for calendar 2017 to date only. Based on this data, the airport is achieving 1.8% participation to date. While we would prefer to have additional past history available to further justify an adjustment, information is not available. Adjusting the goal based on 1.8% achievement to date would result in an ACDBE goal of 1.3%, which is below the car rental ACDBE goal at many other airports and seems reasonable based on the accomplishments for the period available.

Adjusting the base goal for past history (one partial year only) results in the following:

$$\begin{aligned} \text{Base Goal (0.8\%)} + \text{Past History (1.8\%)} &= 2.6\% \\ 2.6\% \div 2 &= 1.3\% \end{aligned}$$

**We, therefore, propose the adjusted Car Rental ACDBE Goal at 1.3%.**

**Race-Neutral/Race-Conscious Recommendation**

The current car rental agreements do not include a race conscious ACDBE goal, therefore the goal will be set as race-neutral. The agreements will expire in June 2018. We will conduct a revised goal analysis prior to the solicitation and make any necessary adjustments.

**Consultation with Stakeholders**

In accordance with 49 CFR part 23, §23.43, the airport has reached out and has consulted with the following stakeholders regarding this three-year goal:

- The Reno-Sparks Chamber of Commerce
- Inter-Tribal Council of Nevada
- NAACP Reno-Sparks
- Hispanic Chamber of Commerce
- Women's Chamber of Commerce of Nevada
- Asian Chamber of Commerce
- Reno Nevada Small Business Development