

City of Albuquerque Aviation Department

ACDBE OVERALL GOALS

June 2008

ACDBELO – Cara MacNinch City of Albuquerque - Aviation Department Albuquerque International Sunport (ABQ) PO Box 9948 Albuquerque, NM 87119-1048

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ALBUQUERQUE INTERNATIONAL SUNPORT NON-CAR RENTAL CONCESSIONS DBE GOALS FY 2009 – FY 2011

The Albuquerque International Sunport has prepared a goal for Airport Concession Disadvantaged Business Enterprises (ACDBE) applicable to FY 2009 – FY 2011 non-car rental concession opportunities. This goal was established in accordance with 49 CFR 23.

Market Area: The market area was determined to be Market Area One. Market Area One consists of the geographical area where the Albuquerque International Sunport is located (Geographical Area One). Geographical Area One is comprised of the following counties: Sandoval, Santa Fe, Bernalillo, and Los Alamos. Market Area One was determined to be the market area because a substantial majority of concessionaires are established within this area.

Step 1: The method used to calculate the relative availability of the ACDBE's for step one in this process utilizes 23.51(c)(1) DBE Directories and Census Bureau Data. The non-car rental concession annual gross receipts were estimated for FY 2009 through FY 2011 and then based off the total estimated gross receipts; each concession contract opportunity had a weight factor applied to it. These Concession Weight Factors can be seen in Table 1. These weight factors will be applied when determining the overall concession goal.

TABLE 1

CITY OF ALBUQUERQUE – AVIATION DEPARTMENT
CONCESSION WEIGHT FACTORS

Concession Opportunity	Total Estimated (Gross Revenue of Co Opportunity	ncession Contract	Weight Factor
	FY 2009	FY 2010	FY 2011	
Food and Beverage	\$17,817,518	\$19,011,172	\$20,284,792	42.05%
Advertising	\$1,664,022	\$2,054,900	\$2,537,594	5.73%
Gift and News	\$14,270,343	\$15,296,643	\$16,396,752	52.22%
Total	\$33,751,883	\$36,362,715	\$39,219,138	A 100%
	Total Three-N	ear Gross Receipts	\$109,333,736	

The total estimated gross receipts for FY 2009 – FY 2011 is \$109,333,736. Of that amount, \$45,963,738 or 42.05% is anticipated for food and beverage, \$6,256,496 or 5.73% is anticipated to come from advertising, and \$57,113,482 or 52.22% is anticipated to come from gift and news.

The base figure was determined by weighing each concession opportunity and multiplying that number by the total ACDBE firms in the local market area by the total of all firms in the market area. The total firms and the total ACDBE firms in the market area can be seen in Table 2.

TABLE 2

DBE'S IN MARKET AREA VS. ALL AVAILABLE FIRMS

NAICS Code	Concession Contract Opportunity	DBE's in Market Area	All Available Firms
7221	Food and Beverage	4	1,387
54185	Advertising	3	14
339911	Gift/News Stores	3	76
	Lotal	10.	1,477

Source: County Business Patterns and NMDOT DBE Directory

Using the estimated gross receipts weight factors, the baseline ACDBE goal can be seen below.

F&B = Food and Beverage

ADV = Advertising

G/N = Gift/News Stores

Base Figure = .4205(4/1387) + .0573(3/14) + .5222(3/76) =

Base Figure = .0341

Base Figure = 3.41%

Step 2: This step is intended to adjust the base figure percentage calculated in Step 1 to reflect as accurately as possible the ACDBE participation that the Albuquerque International Sunport would expect in the absence of discrimination.

We have considered all of the other factors, which include the current capacity of ACDBE's to perform work in our concession program. We also considered evidence from related fields that affect the opportunities for ACDBE firms to form, grow, and compete and in our research; none of the previous mentioned factors require an adjustment to the base figure.

Our base figure is not the goal of another recipient and therefore, was not considered as an adjustment factor.

In our research, we discovered that a disparity study was done by B.B.C. Research, out of Denver, Colorado, for the State of New Mexico in 1995. This information is outdated and accordingly, it was not considered as an adjustment factor.

Table 3 below reflects past ACDBE participation at the Albuquerque International Sunport.

TABLE 3

ALBUQUERQUE INTERNATIONAL SUNPORT ACDBE PAST PARTICIPATION

Federal Fiscal Year	Total Gross Receipts	ACDBE Gross Receipts	ACDBE Goal	Achieved ACDBE Participation
2005	\$111,785,251	\$16,210,254	14.24%	14.50%
2006	\$122,795,187	\$26,671,666	8.67%	21.72%
2007	\$124,969,715	\$29,161,219	8.67%	23.33%

The Albuquerque International Sunport has achieved and exceeded its ACDBE goal the past three years; therefore, past participation will be considered as an adjustment factor.

Past participation will be accounted for by taking the FY 2009-FY2011 base figure, adding it to the past projects historical median of achievement, and dividing by two.

Overall Adjusted Goal = 3.41% (Base Figure) + 19.85% (Historical Median)

4

Overall Adjusted Goal = 11.63%

Overall ACDBE goal for Non-Car Rental Concessions = 11.63%

Breakout of Estimated Race-Neutral & Race Conscious Participation

The Albuquerque International Sunport will meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating ACDBE participation. The Albuquerque International Sunport uses the following race-neutral means to increase ACDBE participation: By arranging solicitations, times for the presentation of bids, quantities, specifications, and delivery schedules in a way to facilitate ACDBE, and other small businesses, participation (e.g., requiring and/or encouraging prime concessionaires to subcontract portions of work that they might otherwise perform with their own forces).

The following is a summary of the basis of our estimated breakout of race-neutral and race-conscious ACDBE participation. As can be seen from Table 3, ACDBE goals historically have been achieved for concession contracts at the Albuquerque International Sunport. The Albuquerque International Sunport estimates that in meeting its overall goal of 11.63%, we will obtain 11.63% from race-neutral participation and 0% from race-conscious participation.

The Albuquerque International Sunport will adjust the estimated breakout of race-neutral and race-conscious ACDBE participation as needed to reflect actual ACDBE participation and track and report race-neutral and race-conscious participation separately.

Public Participation

Consultation

In an effort to establish a level playing field, the following organizations were contacted:

New Mexico Restaurant Association Hispano Chamber of Commerce Greater Albuquerque Chamber of Commerce

The overall goal adopted for FY 2009-2011 was developed while consulting with the above named firms. Letters were sent out to the above-named firms on June 12, 2008. (Copies of the letters are attached at the end of this report). All comments are due back by June 27, 2008. All comments received will be included with this report upon final submission.

Public Notice

The proposed goal and rationale will be advertised as available for inspection in the Albuquerque Journal, 7777 Jefferson NE, Albuquerque, NM 87109, 505-823-3800.

Sample Public Notice Language:

Airport Concession Disadvantaged Business Enterprise (ACDBE) Goals for Federal Fiscal Year 2009-2011.

The City of Albuquerque – Aviation Department hereby announces its Fiscal Year 2009-2011 ACDBE Goal of 11.63% for airport concessions. The proposed goal and goal setting methodology are available for inspection between 8:00 a.m. and 5:00 p.m. Monday through Friday for a period of 30 days following the date of this notice at the Albuquerque International Sunport, Aviation Department, 2200 Sunport Blvd. SE, Albuquerque, New Mexico 87106. The Fiscal Year 2009-2011 ACDBE goals will also available for viewing on the internet at http://www.cabq.gov/airport/.

The Aviation Department will accept comments on the ACDBE goals for 45 days from the date of this notice. Comments can be sent to either of the following:

DBELO
Cara M. MacNinch
Business Development
City of Albuquerque - Aviation Department
Albuquerque International Sunport
P.O. Box 9948
Albuquerque, NM 87119-1048

Federal Aviation Administration Civil Rights Staff, ASW-9C 2601 Meacham Boulevard Fort Worth, TX 76137-4298

Contract Goals

The City of Albuquerque – Aviation Department will use contract goals to meet any portion of the overall goal that the recipient does not project being able to meet using race-neutral means. Contract goals are established so that, over the period to which the overall goal applies, they will cumulatively result in meeting any portion of the recipient's overall goal that is not projected to be met through the use of race-neutral means.

The City of Albuquerque – Aviation Department will establish contract goals only on those DOT-assisted contracts that have subcontracting possibilities. It need not establish a contract goal on every such contract, and the size of the contract goals will be adapted to the circumstances of each such contract (e.g., type and location of work and availability of ACDBE's to perform the particular type of work).

The City of Albuquerque – Aviation Department will express its contract goals as a percentage of the total amount of ACDBE-assisted contract.

ALBUQUERQUE INTERNATIONAL SUNPORT CAR RENTAL CONCESSIONS DBE GOALS FY 2009 – FY 2011

The Albuquerque International Sunport has prepared a goal for Airport Concession Disadvantaged Business Enterprises (ACDBE) applicable to FY 2009 – FY 2011 car rental concession opportunities. This goal was established in accordance with 49 CFR 23.

Market Area: The market area was determined to be Market Area One. Market Area One consists of the geographical area where the Albuquerque International Sunport is located (Geographical Area One). Geographical Area One is comprised of the following counties: Sandoval, Santa Fe, Bernalillo, and Los Alamos. Market Area One was determined to be the market area because a substantial majority of the concessionaires are established within this area.

Step 1: The method used to calculate the relative availability of the DBE's for step one in this process utilizes 23.51(c)(1) DBE Directories and Census Bureau Data. The base figure was determined by dividing the total ACDBE firms in the local market area by the total of all firms in the market area. The total firms and the total ACDBE firms in the market area can be seen in Table 1.

TABLE 1

DBE'S IN MARKET AREA VS. ALL AVAILABLE FIRMS

NAICS Code	Car Rental Concession Contract Opportunity	DBE's in Market Area	All Available Firms
53211	Rental Car	0	60
4411	Automobile Dealers	0	354
	Total	0	414

Source: County Business Patterns and NMDOT DBE Directory

All of the car rental concessionaires are national companies. The car washing and cleaning is done on site by the rental company employees. The maintenance is completed through the dealership where the vehicle was purchased. There are no records of certified DBE car rental companies or dealerships in the market area.

Base figure for car rental concessions = 0%

Step 2: This step is intended to adjust the base figure percentage calculated in Step 1 to reflect as accurately as possible the ACDBE participation that the Albuquerque International Sunport would expect in the absence of discrimination.

We have considered all of the other factors, which include the current capacity of ACDBE's to perform work in our concession program. We also considered evidence from related fields that affect the opportunities for ACDBE firms to form, grow, and compete and in our research, none of the previous mentioned factors require an adjustment to the base figure.

Our base figure is not the goal of another recipient and therefore, was not considered as an adjustment factor.

In our research, we discovered that a disparity study was done by B.B.C. Research, out of Denver, Colorado, for the State of New Mexico in 1995. This information is outdated and accordingly, it was not considered as an adjustment factor.

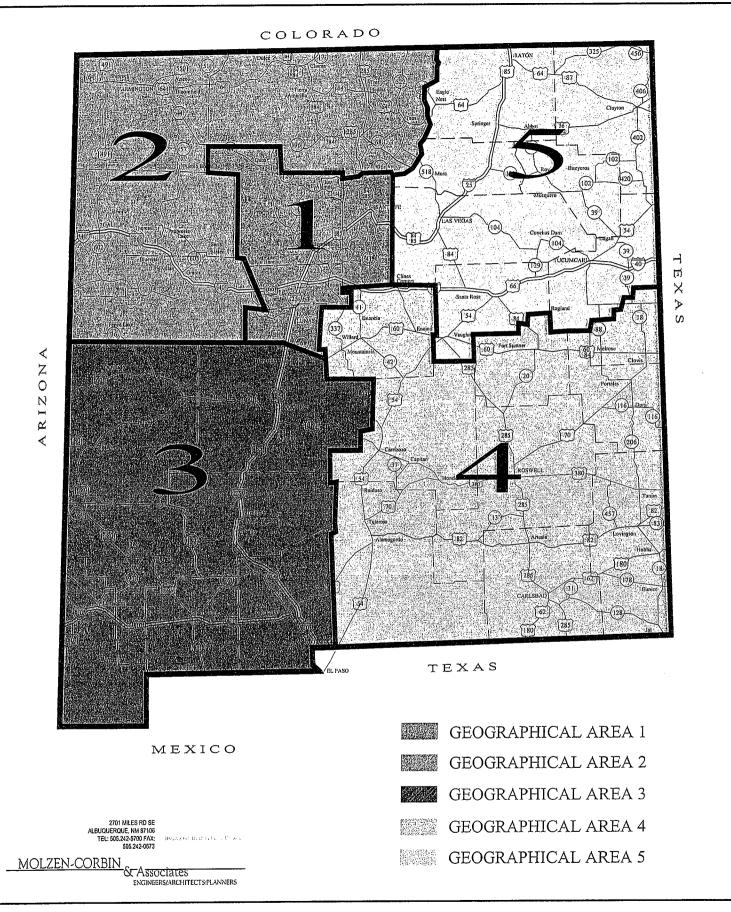
The Albuquerque International Sunport has had no record of achievement within car rental concession overall goals. This is because all of the car rental contracts at the Sunport are with national companies. The car washing and cleaning is done on site by the rental company employees and the maintenance is completed through the dealership where the vehicle was purchased. In addition, there are no certified car rentals or dealership DBE's within the market area.

The proposed overall ACDBE for Car Rental Concessions goal for the Albuquerque International Sunport is 0%.

Breakout of Estimated Race-Neutral & Race Conscious Participation

Since the car rental base figure is 0%, the Albuquerque International Sunport will not estimate a breakout of race neutral and race conscious.

ATTACHMENT ONE MARKET AREA MAP AND BREAKOUT OF DBE AND NON-DBE BUSINESSESS



Disadvantaged Business Enterprise Program

Figure 1: New Mexico Market Areas

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54185 [54185 Dis	54185 Display Advertising
Womens and	Womens and	Womens and Childrens
244 17-41	241 Eating and	241 Eating and Drinking
		County

Geographical Area 1				
Sandoval	95	0	0	2
Santa Fe	287	5	2	18
Los Alamos	32	0	0	2 0
Bernalillo	973	9	12	56
TOTAL	1387	11	14	92
4				>

92	
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Market Area 1 Total	

	_
339911 Jewelry	
54185 Display Advertising	
3152 Mens, Womens and Childrens Apparel	
72211/722211/7 22213/72231/72 241 Eating and Drinking	
County	

Geographical Area 2 Cibola Valencia McKinley San Juan Rio Aribba				
Taos				
TOTAL	0	0	0	O

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339911 Jewelry	
54185 Display 3 Advertising J	
3152 Mens, Womens and Childrens Apparel	
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County	MARKET AREA 3

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Geographical Area 3	Socorro	Catron	Grant	Hidalgo	Luna	Dona Ana	Sierra	TOTAL	

	2	187	2 0	2 22	76	2
	0	2	C	12	14	
	0	5	0	9	11	
	95	287	32	973	1387	
Geographical Area 1	Sandoval	Santa Fe	Los Alamos	Bernalillo	TOTAL	

1387

Market Area 3 Total

339911 Jewelry
54185 Display Advertising
3152 Mens, Womens and Childrens Apparel
72211/722211/7 22213/72231/72 241 Eating and Drinking Places
County

MARKET AREA 4

											_
										0	
										0	
										0	
										0	
Geographical Area 4	Torrance	Lincoln	Otero	Eddy	Chaves	Lea	De Baca	Roosevelt	Curry	TOTAL	

Geographical Area 1					
Sandoval	95	0	0	2	
Santa Fe	287	5	2	18	
Los Alamos	32	0	0	2 0	$\overline{}$
Bernalillo	973	9	12	56	
TOTAL	1387	11	14	76	

Market Area 4 Total

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339911 Jewelry	
d 54185 Display Advertising	
3152 Mens, Womens an Childrens Apparel	
72211/722211/7 22213/72231/72 241 Eating and Drinking	
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Geographical Area 5	Guadalupe	Quay	San Miguel	Harding	Union	Mora	Colfax	TOTAL	

Sandoval 95 0 0 2 Santa Fe 287 5 2 18 Los Alamos 32 0 0 0 Bernalillo 973 6 12 56 TOTAL 1387 11 14 76	Geographical Area 1				
287 5 2 32 0 0 973 6 12 1387 11 14	Sandoval	95	0	0	2
32 0 0 973 6 12 1387 11 14	Santa Fe	287	5	2	182
973 6 12 1387 11 14	Los Alamos	32	0	0	2 0
1387 11 14	Bernalillo	973	9	12	25
	TOTAL	1387	11	14	76

92	
14	
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Market Area 5 Total	

New Mexico Total DBE's Per Market Area

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	0	0	0	-	1
	0	0	0	4	4
Geographical Area 1	Sandoval	Santa Fe	Los Alamos	Bernalillo	TOTAL

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Market Area 1 Total	

New Mexico Total DBE's Per Market Area

Specialty Trucking Highway, Specialty Trucking Streets Contractors	2373/237 238 Markings, Heavy Fencing,
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							0
Geographical Area 2	Cibola	Valencia	McKinley	San Juan	Rio Aribba	Taos	TOTAL

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Geographical Area 1	Sandoval	Santa Fe	Los Alamos	Bernalillo	TOTAL

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New Mexico Total DBE's Per Market Area

2373/237 Heavy
Construction/
Highway,
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Geographical Area 3 Socorro Catron Grant Hidalgo Luna Dona Ana Sierra TOTAL	0			
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Geographical Area 1				
Sandoval	0	0	0	0
Santa Fe	0	0	0	0
Los Alamos	0	0	0	0
Bernalillo	4	_	3	3
TOTAL	4	1	3	3

3)
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] 4	
Market Area 3 Total	

Concession MarketArea-CountyBusinessPatterns-2003Census.xls

New Mexico Total DBE's Per Market Area

Geographical Area 4				
Torrance				
Lincoln				
Otero				
Eddy				
Chaves				
Lea				
De Baca				
Roosevelt				
Curry				
TOTAL	0	0	0	0

Geographical Area 1				
Sandoval	0	0	0	0
Santa Fe	0	0	0	0
Los Alamos	0	0	0	0
Bernalillo	4	l	က	3
TOTAL	4	ı	8	3

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Market Area 4 Total	

Concession MarketArea-CountyBusinessPatterns-2003Census.xls

New Mexico Total DBE's Per Market Area

	_					_	_	_
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								0
								0
Geographical Area 5	Guadalupe	Quay	San Miguel	Harding	Union	Mora	Colfax	TOTAL

	0	0	0	က	3
	0		0	3	3
	0	0	0	-	1
	0	0	0	4	4
Geographical Area 1	Sandoval	Santa Fe	Los Alamos	Bernalillo	TOTAL

3	A
3	
-	
4	
Market Area 5 Total	

ATTACHMENT TWO PUBLIC CONSULTATION LETTERS AND COMMENTS

2701 MILES RD SE ALBUQUERQUE, NM 87106 TEL: 505.242.5700 FAX: 505.242.0673

MOLZEN-CORBIN a

& Associates

June 12, 2008

ENGINEERS/ARCHITECTS/PLANNERS

New Mexico Restaurant Association 9201 Montgomery, NE, Suite 602 Albuquerque, New Mexico 87111

RE:

City of Albuquerque – Aviation Department Airport Concession Disadvantaged Business Enterprise Program - FY 2009 Overall Goals SMP11-23.D20

Dear Sir or Madam:

We are in the process of completing the overall goal portion of the City of Albuquerque Aviation Department Airport Concession Disadvantaged Business Enterprise (ACDBE) Plan. According to 49 CFR Parts 23 and 26, as part of our public participation process, we are requesting that you please review the enclosed overall goals for the City of Albuquerque – Aviation Department and fill out the enclosed sheet with your comments.

The City of Albuquerque – Aviation Department utilizes the DBE database of the New Mexico Department of Transportation. Encouraging minority-owned and women-owned businesses to participate in this program might increase the percentages for future projects. For information on how to participate in the DBE program through the NMDOT, please contact Mr. Lance Lalich at 505-827-1776.

Please send your comments to the address listed below no later than June 20, 2008.

Ms. Cara MacNinch City of Albuquerque - Aviation Department Albuquerque International Sunport (ABQ) P.O. Box 9948 Albuquerque, New Mexico 87119-1048

You could also fax your comments to 505-842-7334 or e-mail your comments to Cara MacNinch at cmacninch@cabq.gov. Additionally, if you have information of DBE businesses (contractors, material suppliers, etc.), please share with them the potential of work under this project.

We would like to thank you in advance for your help. If you have any questions or need any additional information, please call me at 505-242-5700.

Sincerely,

MOLZEN-CORBIN & ASSOCIATES

Jacquelynn L. Martinez Engineering Graduate

JLM:jgo Enclosures

cc:

Ms. Rosetta Robinson, FAA

Ms. Cara MacNinch, City of Albuquerque-Aviation Department



2701 MILES RD SE ALBUQUERQUE, NM 87106 TEL: 505.242.5700 FAX: 505.242.0673

MOLZEN-CORBIN

à Associates

June 12, 2008

ENGINEERS/ARCHITECTS/PLANNERS

Albuquerque Hispano Chamber of Commerce 1309 Fourth Street, SW Albuquerque, New Mexico 87102

RE: City of Albuquerque – Aviation Department Airport Concession
Disadvantaged Business Enterprise Program - FY 2009 Overall Goals

SMP11-23.D20

Dear Sir or Madam:

We are in the process of completing the overall goal portion of the City of Albuquerque Aviation Department Airport Concession Disadvantaged Business Enterprise (ACDBE) Plan. According to 49 CFR Parts 23 and 26, as part of our public participation process, we are requesting that you please review the enclosed overall goals for the City of Albuquerque – Aviation Department and fill out the enclosed sheet with your comments.

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MOLZEN-CORBIN & ASSOCIATES

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cc: Ms. Rosetta Robinson, FAA

Ms. Cara MacNinch, City of Albuquerque-Aviation Department



2701 MILES RD SE ALBUQUERQUE, NM 87106 TEL: 505.242.5700

FAX: 505.242.0673

MOLZEN-CORBIN

& Associates

June 12, 2008

ENGINEERS/ARCHITECTS/PLANNERS

Greater Albuquerque Chamber of Commerce P.O. Box 25100 Albuquerque, New Mexico 87125

RE: City of Albuquerque – Aviation Department Airport Concession
Disadvantaged Business Enterprise Program - FY 2009 Overall Goals

SMP11-23.D20

Dear Sir or Madam:

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Sincerely,

MOLZEN-CORBIN & ASSOCIATES

Jacquelynn L. Martinez Engineering Graduate

JLM:jgo Enclosures

cc: Ms. Rosetta Robinson, FAA

Ms. Cara MacNinch, City of Albuquerque-Aviation Department



ATTACHMENT THREE PUBLIC NOTICE AFFADAVITS AND COPIES

Airport Concession Disadvantaged Business Enterprise (ACDBE) Goals for Federal Fiscal Year 2009-2011

The City of Albuquerque – Aviation Department hereby announces its fiscal year 2009-2011 ACDBE Goal of 11.63% for airport concessions. The proposed goal and goal setting methodology are available for inspection between 8:00 a.m. and 5:00 p.m. Monday through Friday for a period of 30 days following the date of this notice at the Albuquerque International Sunport, Aviation Department, 2200 Sunport Blvd. SE, Albuquerque, New Mexico 87106. The fiscal year 2009-2011 ACDBE goals will also available for viewing on the internet at http://www.cabq.gov/airport/.

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DBELO
Cara M. MacNinch
Business Development
City of Albuquerque - Aviation Department
Albuquerque International Sunport
PO Box 9948
Albuquerque, NM 87119-1048

Federal Aviation Administration Civil Rights Staff, ASW-9C 2601 Meacham Boulevard Fort Worth, TX 76137-4298