

Figure 1 - Overall DBE Concession Goal

Goal Period: From 10/1/01 Through 9/30/02

<u>Name of Concessionaire</u>	<u>Business Type</u>	<u>Estimated Gross Receipts</u>	<u>Estimated DBE Gross Receipts</u>	<u>Date Lease Begins</u>	<u>Date Lease Expires</u>
First Dominion	ATM/Money Exchange	7.0 *		1/1/97	12/31/02
Indian Crafters	Gift Shop	167.0	167.0	1/1/97	12/31/02
Telephonic	Local Pay Telephone	265.0		5/1/98	4/30/02
Vendomatic	Vending	225.0		1/1/98	12/31/03
Pizzeria	Italian Food	875.0	105.0 **	1/1/99	12/31/04
Fun Company	Game Room	82.0		6/1/99	5/31/03
Town Rental	Car Rental	1269.0		6/1/99	5/31/03
New Agreement	Bookstore	362.0	50.7	1/1/01	12/30/06
The News Shop	News/Retail	882.0	14.6	2/1/01	1/31/06
New Agreement	Baggage Carts	119.0		2/1/01	1/31/06
New Agreement	Food Court (4 locations)	1471.0	264.8	3/1/01	2/28/06
Total		\$ 5,724.0	602.1		

* Net payment to the airport.

** DBE is a 12% joint venture partner.

Overall DBE Goal = $\frac{\$ 602.1}{\$5,724.0} = 10.5\%$

Note: Gross receipts in thousands (000's).

Figure 2 - Calculating the Overall DBE Goal (Breakout of Amounts Included in Numerator and Denominator)

$$\begin{array}{l} \text{Overall} \\ \text{DBE Goal} \end{array} = \frac{\$ 0 + 167 + 0 + 0 + 105 + 0 + 0 + 50.7 + 14.6 + 0 + 264.8}{\$ 7 + 167 + 265 + 225 + 875 + 82 + 1269 + 362 + 882 + 119 + 1471} = \frac{\$ 602.1}{\$5,724.0} = 10.5\%$$

Note: Figure shown are gross receipts in thousands (000's).