

# **Overall Goal Calculation for Car Rental Concessions FY 2026-28**

Name of Recipient: **Tri-Cities Airport**

Goal Period: **FY 2026-28 (10/1/2025 through 9/30/2028)**

Overall Three-Year Goal: **4.07%, to be accomplished through 0.0% Race Conscious and 4.07% Race Neutral**

## **Goal Based on Goods and Services Purchases - Determination**

Upon review of the market, it appears that all or most of the goal is likely to be met through the purchases by car rental companies of vehicles or other goods/services from ACDBEs. This is due to the fact that no certified ACDBE car rental companies exist within the market. As such, Tri-Cities Airport has structured the goal entirely in terms of the purchases of goods and services.

We determined the goal based on outreach for the purchases of goods and services from certified ACDBE firms and/or potential ACDBE firms in the market area. This basis is in lieu of a goal based upon a percentage of total gross receipts of car rental operations at the airport. We will make a good faith effort to pursue opportunities to meet the goods and services goal. We will continue to consult and work with the State DOT & UCP, our car rental concessionaires at the airport, similarly situated airports in our region, minority and women businesses in the State, minority serving institutions, local pro-business organizations, and targeted media publications to find prospective ACDBE firms. We will work with our car rental companies to strategize outreach to State DOT & UCP certified ACDBEs that may be able to provide car rental goods and services, to encourage current vendors who may be eligible for ACDBE certification to apply, and to encourage firms already working at the airport but not certified as ACDBE in other states, to apply via the interstate certification process. The State DOT & UCP is aware of this requirement and is on board to assist and process certifications as required by 49 CFR Subpart C.

We have the following car rental agencies operating at the airport: Enterprise, Alamo-National, Hertz-Dollar, Avis-Budget

After collaboration and discussion with Tri-Cities Airport, car rental company concessionaires at the airport stated that the goods and services they may need in the goal period are: oil change services, auto repair and damage services, office supplies, insurance services, tires, cleaning supplies, locksmith services, glass/window repair, water/soda, paper supplies, gasoline, auto supplies, packaged goods, printing services, drug testing, first aid, legal services, delivery services, business consulting, roadside assistance.

## **Market Area**

The market area is the geographical area in which the substantial majority of firms which seek to do concessions business with the airport are located and in which the firms which receive the substantial majority of concessions-related revenues are located.

Tri-Cities Airport has determined that its market area is the United States.

## **Base of the goal**

To calculate the base of the goal, Tri-Cities Airport considered the previous 3 years of car rental expenditures/purchases and the projected potential car rental expenditures/purchases three years into the future.

### **Car Rental Companies Goods and Services Purchases and Revenue for Previous 3 Years**

Year	Car Rental Companies Goods and Services Purchases	Car Rental Gross Revenue
2022	\$2,340,430	\$10,450,616
2023	\$5,424,948	\$11,267,409
2024	\$3,992,621	\$9,640,584

Tri-Cities Airport estimates expenditures will grow by an average of 3% each year over the next three years due to the current rate of inflation (June 2025) being 2.67%. The airport is also estimating a 3% growth in revenue over the next three years.

Year	G/S Expenditures Estimate	Annual Gross Receipts Estimate
2026	\$4,112,400	\$9,929,802
2027	\$4,235,772	\$10,227,696
2028	\$4,362,845	\$10,534,526
3 Year Total	\$12,700,017	\$30,692,024

\$12,700,017 is the three-year total of projected goods and services expenditures and is the recipient's base of goal for car rental goods and services purchases.

The following are not included in this base: (a) non-car rental operations.

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, the Tri-Cities Airport will submit to the FAA an appropriate adjustment to the overall goal. This will be submitted to FAA for approval no later than 90 days before issuing the solicitation for the new concession opportunity. (23.45(i))

## **Step 1 - Actual Relative Availability of ACDBEs - \$23.51 (c)**

We determined the base figure for the relative availability of ACDBEs for car rental goods and services purchases. The base figure was calculated as follows:

Numerator: Ready, willing, and able non-car rental ACDBEs in the market area  
\_\_\_\_\_divided by\_\_\_\_\_

Denominator: All ready, willing and able non-car rental concession firms in the market area

The data source(s) used in the calculation included:

- Recipient's Active Participant Lists were obtained from the Census Website for the total number of firms. (Specifically table CB2300CBP, 2023 ECNSVY Business Patterns, County Business Patterns) The Washington State Office of Minority and Women's Business Enterprises website was used to obtain the number of minority businesses. All certifications were used, rather than just ACDBE certifications.
- State UCP Data showing the number of ACDBEs that are certified within the market area were found at <https://omwbe.wa.gov/directory-certified-businesses>
- Census Bureau Data (<https://data.census.gov/cedsci/>)

The calculation and explanation for this is as follows:

Concession Activity	NAICS	#ACDBE Certified Firms	#Total Firms	% Availability
Asset Recovery	561491	0	1875	0.00%
Auto Body Repair	811121	5	33176	0.02%
Auto Supplies/Parts	423120	2	19004	0.01%
Auto Transport	484230	12	4498	0.27%
Background Checks/Labor Consulting	541612	24	15361	0.16%
Business Support Services	561990	16	155592	0.01%
Car Dealerships	441110	0	109773	0.00%
Computer Consulting	541511	55	146552	0.04%
Delivery Services	492110	12	9881	0.12%
Drug Testing	621999	5	136076	0.00%
Equipment Rental	532210	0	6003	0.00%
First Aid Supplies	424210	0	15657	0.00%
Glass Install	811122	1	7683	0.01%
Insurance	524210	22	206056	0.01%
Janitorial Supplies	424690	0	12796	0.00%
Legal Services	541110	18	359026	0.01%
Locksmith	561622	4	13343	0.03%
Office Supplies	424120	4	11388	0.04%
Oil Disposal	562910	42	3280	1.28%
Packaged Goods	424490	13	22824	0.06%
Printing Services	323111	18	54244	0.03%
Roadside Assistance	488410	4	27996	0.01%
Tire Repair/Other	811198	2	14373	0.01%
Tires	423130	0	3127	0.00%
Average ACDBE Availability				0.09%

When we calculated the average availability, we arrived at the Step 1 base figure for our overall goal for car rental concessions of .09%.

The table below shows the past participation over the prior three years.

FY	Race Conscious (%)	Race Neutral (%)	Total Achievement (%)
FY 22	0.0%	5.5%	5.5%
FY 23	0.0%	2.88%	2.88%
FY 24	0.0%	3.84%	3.84%

After reviewing the past participation over the most recent 3 years, it appears the calculation in Step 1 is low. The average participation over the last three years, is 4.07%. The Tri-Cities Airport elects to adjust the step 1 calculation to the past participation three year average of 4.07% as the goal for FY 26-28.

### **Breakout of Estimated “Race and Gender Neutral” (RN) and “Race and Gender Conscious” (RC) Participation**

Tri-Cities Airport will make every reasonable effort to meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating ACDBE participation. The airport will use the following race-neutral measures.

We understand that we will be expected to actually take these steps, and this is not merely a paper exercise.

- Locate and identify ACDBEs and other small businesses who may be interested in participating as concessionaires under 49 CFR Part 23
- Notify ACDBEs of concession opportunities and encouraging them to compete, when appropriate
- When practical, structure concession activities so as to encourage and facilitate the participation of ACDBEs
- Provide technical assistance to ACDBEs in overcoming limitations, such as inability to obtain bonding or financing
- Ensure that competitors for concession opportunities are informed during pre-solicitation meetings about how the sponsor's ACDBE program will affect the procurement process
- Provide information concerning the availability of ACDBE firms to competitors to assist them in obtaining ACDBE participation
- Establish a business development program (see 49 CFR Part 26.35); technical assistance program or taking other steps to foster ACDBE participation in concessions

If race-neutral measures, standing alone, are not sufficient to meet an overall goal, the following race-conscious measures will be used to meet the overall goal:

- Establish concession-specific ACDBE goals for particular concession opportunities.
- Negotiate with potential concessionaires to include ACDBE participation through direct ownership arrangements or measures, in the operation of the concession.

Tri-Cities Airport estimates that, in meeting the overall goal of 3.93%, it will obtain 3.93% from race-neutral participation and 0.0% through race-conscious measures. The reason for the breakout is that Tri-Cities Airport has not been able to achieve its goal in recent past years and will use ACDBE concession goals to achieve this goal.

The Tri-Cities Airport is located in a rural part of Washington State that has few ACDBE vendor opportunities. In consultation with car rental operators, it has been mentioned it is hard to find vendors to use that are ACDBE certified to meet their needs.

In order to ensure that Tri-Cities Airport's ACDBE program will be narrowly tailored to overcome the effects of discrimination, if concession specific goals are used, Airport will adjust the estimated

breakout of race-neutral and race-conscious participation as needed to reflect actual ACDBE participation and race-neutral and race-conscious participation will be tracked 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.

Tri-Cities Airport will maintain data separately on ACDBE achievements in those contracts with and without concession specific goals, respectively.

## **Consultation**

Tri-Cities Airport routinely meets with stakeholders in an effort to increase ACDBE participation. Stakeholders consulted included minority and women's business groups, community organizations, trade associations representing concessionaires currently located at the airport, as well as existing concessionaires themselves, and other officials or organizations which could be expected to have information concerning the availability of disadvantaged businesses, the effects of discrimination on opportunities for ACDBEs, and the sponsor's efforts to increase participation of ACDBEs.

Specifically, Tri-Cities Airport consulted with: airport car rental operators, local chambers of commerce, and the local Hispanic Chamber of Commerce. These interactions have been in person, via electronic methods and over the phone.

The following comments were received during the course of the consultation: one specific car rental operator indicated the goal was too high, local minority businesses do not seem to be interested in getting certified, there is not a lot of interest in attending consultation meetings.