

**ACDBE Goal and Methodology
Lafayette Regional Airport (LFT)
FYs 2018, 2019, 2020**

Overall Goals (49 CFR Part 23)

Name of Recipient: Lafayette Regional Airport

Goal Period: FY 2018, 2019, 2020 (October 1, 2017 – September 30, 2020)

Amount of Goal

The Lafayette Regional Airport (LFT or the Airport) gross receipts in FY 2016 were \$782,758 for rental cars and \$8,125,164 for concessions. Therefore ACDBE goals are required for the current goal period. LFT proposes a race conscious goal of 1.22% for rental cars and 2.10% for concessions.

**Annual Concession and Rental Car
Gross Receipts 2014-2017**

	Concession	Car Rental
Year	Gross Receipts	Gross Receipts
2014	\$ 372,670.72	\$ 9,440,848.00
2015	\$ 543,123.97	\$ 8,433,721.00
2016	\$ 782,758.00	\$ 8,125,164.00
*2017	\$ 510,733.00	\$ 7,702,202.00

*Annualized estimate based on Jan-June data.

Market Area

The Market Area identified for LFT includes the following eight parishes:

- Acadia Parish, LA
- Evangeline Parish, LA
- Iberia Parish, LA
- Lafayette Parish, LA
- St. Landry Parish, LA
- St. Martin Parish, LA
- St. Mary Parish, LA
- Vermilion Parish, LA

This market area is concurrent with the Lafayette Small Business Development Center's target area and best describes the location of businesses who will seek work at the Airport.

Method

In accordance with the current FAA and DOT guidance, the Airport is utilizing a two-step process in setting the goal.

STEP 1

To calculate the base goal for concessions, LFT compiled a list of subcontracting opportunities for concession operator and goods and services agreements. For each category, the number of certified ACDBEs was compared to the number of total firms in the market area as reported by the Louisiana Unified Certification Directory and the US Census data, respectively. This ratio was weighted based on the value of the category to calculate the relative availability. The base goal for concessions is 2.10%.

Concession Base Goal Calculation					
NAICS	Concessions	Percentage	LAUCP ACDBEs	US Census Total Firms	Relative Availability
722310	Food and Beverage	40%	2	132	0.61%
453220	News and Gift	5%	0	46	0.00%
812930	Parking	5%	0	4	0.00%
541850	Advertising	10%	0	4	0.00%
485310	Ground Transportation	5%	1	4	1.25%
454210	Vending Machine	5%	0	4	0.00%
	Goods and Services	30%	10	1228	0.24%
	TOTAL	100%			2.10%

The Goods and Services component was calculated using the following categories of potential suppliers and vendors:

Concession Goods and Services Detailed Breakdown			
NAICS	Goods and Services	LAUCP ACDBEs	US Census Total Firms
561720	Janitorial	6	81
561612	Security	0	26
561320	Staffing	1	72
424130	Office Supplies	0	2
561710	Pest Control	0	42
541211	Financial Services	0	212
541110	Legal Services	1	774
424490	Grocery Wholesalers	2	19
	TOTAL	10	1228

To calculate the base goal for rental cars, LFT compiled a list of subcontracting opportunities related to rental car operations. For each category, the number of certified ACDBEs was compared to the number of total firms in the market area as reported by the Louisiana Unified Certification Directory and the US Census data, respectively. This ratio was weighted based on the value of the category to calculate the relative availability. The base goal for concessions is 1.22%.

Rental Car Base Goal Calculation

NAICS	Car Dealerships	Percentage	LAUCP ACDBEs	US Census Total Firms	Relative Availability
811192	Detailing	5%	0	27	0.00%
524126	Insurance	10%	1	21	0.48%
811121	Body Repair	10%	3	60	0.50%
811122	Automotive Glass	5%	0	18	0.00%
423140	Automotive Parts	5%	0	1	0.00%
424690	Automotive Chemicals	5%	0	47	0.00%
441320	Tire dealers	15%	0	65	0.00%
811111	Mechanics/Oil Change	15%	0	129	0.00%
	Goods and Services	30%	10	1228	0.24%
	TOTAL	100%			1.22%

The Goods and Services component was calculated using the following categories of potential suppliers and vendors:

Rental Car Goods and Services Detailed Breakdown				
NAICS	Goods and Services	LAUCP ACDBEs	US Census Total Firms	
561720	Janitorial	6	81	
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561710	Pest Control	0	42	
541211	Financial Services	0	212	
541110	Legal Services	1	774	
	TOTAL	10	1228	

LFT recommends a goal of 2.10% for concessions and 1.22% for rental cars.

STEP 2

The Airport searched out the availability of information from Disparity Studies. No documents of disparity studies for the area could be located.

Historic DBE participation data is low due to the low number of DBE firms certified to perform services to rental cars and concessionaires. The Airport has implemented an outreach campaign to increase public awareness of the AC/DBE program and encourage eligible firms to seek AC/DBE certification. LFT’s new DBE Liaison Officer has also implemented a program to meet with concession and rental car managers to ensure they are aware of the ACDBE contract requirements and encourage creative use of certified ACDBE firms on future subcontracting and purchasing opportunities.

Through these initiatives, LFT hopes to achieve DBE participation during this reporting period. Therefore, no adjustments were made to the base goals.

Breakout of Estimated Race-Neutral (RN) and Race-Conscious (RC) Participation

The Airport will strive to meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating DBE participation. The measures used to facilitate ACDBE participation includes:

- Meet with concession managers to communicate expectations and understand potential subcontracting opportunities
- Supply of list of potential subcontractors to potential prime contractors
- Perform outreach to qualifying small businesses to increase program awareness and encourage certification
- Provide assistance to DBE and other small businesses with technical assistance in completing bid forms

Lafayette Regional Airport has used race-conscious measures in obtaining its overall goal. LFT ACDBE participation is historically low. It is estimated that, in meeting the overall adjusted goals of 2.10% and 1.22%, 0% will be obtained from race-neutral participation. The estimation of race-neutral participation and race-conscious measures percentages are based on past participation and established goals.

Public Participation

The involvement of interested community and business stakeholders is the ultimate measure to gauge the fairness and effectiveness of ACDBE participation goals. The Airport currently and will continue to consult with, but not limited to, the University of Louisiana at Lafayette Small Business Development Center, the One Acadiana, Greater Southwest Louisiana Black Chamber of Commerce, Louisiana Economic Development Authority (LEDA), Lafayette Consolidated Government Business and Career Solutions, minority and women's business groups, community organizations, trade associations, as well as currently certified disadvantaged businesses, and other officials or organizations which could be expected to have information concerning the availability of disadvantaged businesses to increase participation of DBEs. At the time of this submittal, no information from minority stakeholders had been received based on recent contact. If or when such information becomes available, the Airport will provide an addendum to this report and re-submit to the FAA for further review.

The notice of the proposed overall goal will be available to the public for 30 days following the date of the notice and comments regarding these documents will be accepted for 45 days after the date the notice is published. The public notice will indicate the location where the proposal can be reviewed and where comments can be transmitted. The notice will be published in the following publications:

- The Lafayette Daily Advertiser
- The Acadiana Advocate
- Lafayette Airport Commission Website – LFTAairport.com