

Overall Goal Calculation for Non-Car Rental Concessions FY 2024-26

Name of Recipient: **Detroit Metro Wayne County Airport Authority**

Name of Airport(s): **Detroit Metro Wayne County**

Goal Period: **FY 2024-26 (10/1/2023 through 9/30/2026)**

Overall Three-Year Goal: **26.0%, to be accomplished through 21.5% Race Conscious and 4.5% Race Neutral**

Market Area

Detroit Metro Wayne County Airport Authority has determined that the market area for Detroit Metro Wayne County is WCAA will used the State of Michigan as its market area. Data from the Michigan Unified Certification Program (MUCP) Directory along with the active listing of vendors on the Michigan Inter-Governmental Trade Network (MITN) will be used to calculate the base ACDBE availability figure. WCAA will used the State of Michigan as its market area.

The concession opportunities anticipated during this goal period for this market area are: Food and beverage, advertising, shoeshine, news, novelties and gifts, electronics, apparel, parking management and goods and services.

Base of the goal

To calculate the base of the goal, Detroit Metro Wayne County Airport Authority considered the most recent previous 3 years of gross concession receipts and the projected potential concession revenue (gross receipts) three years into the future including upcoming new opportunities.

Detroit Metro Wayne County Airport Authority estimates that revenues to existing concessions will increase over the next three years due to a steady but moderating uptick of business revenue to to the projected increase of enplanements at DTW.

24.5% is the recipient's base of goal for non-car rental concessions.

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.

If a new concession opportunity arises prior to the end of this goal period, Detroit Metro Wayne County Airport Authority 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.

Methodology used to Calculate Overall Goal

Detroit Metro Wayne County Airport Authority can meet the percentage goal by including any business operated through a management contract or subcontract with an ACDBE. Detroit Metro Wayne County Airport Authority, and the

businesses at the airport, will add the dollar amount of a management contract or subcontract with an ACDBE to the total participation by ACDBEs in airport concessions (both the numerator AND the denominator) and to the base from which the recipients's percentage goal is calculated. However, the dollar amount of a management contract or subcontract with a non-ACDBE and the gross revenue of business activities to which the management contract or subcontract pertains will not be added to this base in either the numerator or denominator.

Detroit Metro Wayne County Airport Authority, and the businesses at the airport, shall make good faith efforts to explore all available options to achieve, to the maximum extent practicable, compliance with the goal through direct ownership arrangements, including joint ventures and franchises.

Detroit Metro Wayne County Airport Authority will include goods and services purchases from ACDBEs toward meeting the goal.

Step 1 - Actual Relative Availability of ACDBEs - §23.51 (c)

We determined the base figure for the relative availability of ACDBEs other than car rentals. The base figure was calculated as follows:

Numerator:	Ready, willing, and able non-car rental ACDBEs in the market area
	42
Denominator:	All ready, willing and able non-car rental concession firms in the market area
	369

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

- Recipient's Active Participant Lists - Michigan Inter-governmental Trade Network (MITN)
- State UCP Data showing the number of ACDBEs that are certified within the market area [MDOT MUCP Public Application \(michigan.gov\)](#)

The calculation and explanation for this is as follows:

When we calculated the average availability we arrived at the Step 1 base figure for our overall goal for non-car rental concessions of **24.5%**

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

Detroit Metro Wayne County Airport Authority will make every reasonable effort to meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating ACDBE participation. Detroit Metro Wayne County Airport Authority 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 information concerning the availability of ACDBE firms to competitors to assist them in obtaining ACDBE participation

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.

Detroit Metro Wayne County Airport Authority estimates that, in meeting the overall goal of 26.0%, it will obtain 4.5% from race-neutral participation and 21.5% through race-conscious measures. The reason for the breakout is that Detroit Metro Wayne County Airport Authority has not been able to achieve its goal in recent past years and will use ACDBE concession goals to achieve this goal.

Detroit Metro Wayne County Airport Authority exceeded your ACDBE goals in the past 39.44% in FY 2021, 27.5% in FY22, and 22.5% in FY23.

In FY21 and FY22, Detroit Metro Wayne County Airport Authority's accomplishments exceeded its goal by 5.85% and 1.29%, respectively, which is evidence of race-neutral participation, therefore, 4.5% of our goal is being applied to race-neutral and the remaining 21.5% is applied to race-conscious participation.

In order to ensure that Detroit Metro Wayne County Airport Authority'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.

Detroit Metro Wayne County Airport Authority will maintain data separately on ACDBE achievements in those contracts with and without concession specific goals, respectively.

Consultation

Detroit Metro Wayne County Airport Authority consults with the Michigan Unified Certification Program partners and the Michigan Intergovernmental Trade Network (Bidnet.direct) database, our stakeholders. The consultation includes Commercially Useful Function (CUF) reviews, outreach events, and workshop participation with the Michigan Department of Transportation's annual SBE and DBE conference. Additionally, WCAA participates in annual conference of the Airport Minority Advisory Council as well as members of the newly formed regional/Detroit Chapter of AMAC.