



**ACDBE GOALS  
Federal Fiscal Years 2021-2024**

Airport Sponsor: Port of Bellingham

Airport: Bellingham International Airport (KBLI)

Goal Period: October 1, 2021 through September 30, 2024

ACDBE Goal for Non-Car Rental Concessions: 1.61% (Race Neutral)

ACDBE Goal for Car Rental Concessions: 2.77% (Race Neutral)

Bellingham International Airport and its sponsor, the Port of Bellingham, are recipients of federal grant funds. As a result, it is required to establish an ACDBE participation goal for airport concession opportunities. These goals are determined for a three year period from federal fiscal year 2022 through federal fiscal year 2024 and are reported on an annual basis. Goals are separately established for car rental concessions and non-car rental concessions.

## Overall Goal Calculation for Non-Car Rentals

**Overall Three-year Goal:** 1.61%

### **Market Area:**

The market area for car rental calculations is considered to be the State of Washington and all ACDBEs registered in the State of Washington. Non- Car Rental Concessionaires are not nationally based.

### **Base of Non-Car Rental Goal:**

BLI considered gross revenues from the last three years (2019-2021) of its non-car rental concessionaires to determine its base non-car rental revenue goal.

<b>Year</b>	<b>Non-Car Rental Concessions Revenue (Total)</b>
2019	\$3,698,725.27
2020	\$1,002,471.82
2021	\$366,927.81
<b>Average</b>	<b>\$1,689,374.97</b>

There is no anticipation for major changes or new opportunities for non-car rental concessions revenue. Additionally, with the COVID-19 pandemic and uncertainties on when the concession revenues will stabilize, the base of non-car rental concession goals will simply be the average of the past three years: \$1,689,374.97.

### **Methodology Used to Calculate Overall Goal:**

There are seven non-car rental concessionaires currently doing business at the airport and all are locally owned. ACDBEs providing goods or services for non-car rental agencies at BLI are considered regardless of location in the United States as long as they are registered ACDBEs in the State of Washington.

The Airport can meet its goal by including the purchase of goods and services used in business conducted at the Airport from registered ACDBEs. The formula used to determine a base goal is as follows:

$$\left( \frac{\text{Total ACDBEs}}{\text{Total All Firms}} \right) \times 100\% = \text{ACDBE \%}$$

**Step 1:** The Airport determined the base figure for non-car rental ACDBEs based on the table below:

<b>NAICS Description</b>	<b>NAICS Code</b>	<b>All Registered Businesses<sup>1</sup></b>	<b>ACDBE Registered Businesses<sup>2</sup></b>	<b>ACDBE%</b>
Commercial Bakeries	311812	75	1	1.33%
Cookie and Cracker Manufacturing	311821	10	1	10.00%
Other Snack Food Manufacturing	311919	9	1	11.11%
Other Professional Equipment and Supplies Merchant Wholesalers	423490	50	1	2.00%
Service Establishment Equipment and Supplies Merchant Wholesalers	423850	83	1	1.20%
Other Miscellaneous Durable Goods Merchant Wholesalers	423990	224	0	0.00%
Sundries Merchant Wholesalers	424210	190	1	0.53%
Men's/Boy's Clothing and Furnishings Merchant Wholesalers	424320	89	1	1.12%
Women's/Children's/Infants' Clothing and Accessories Merchant Wholesalers	424330	85	1	1.18%

Footwear Merchant Wholesalers	424340	24	1	4.17%
Packaged Frozen Food Merchant Wholesalers	424420	164	1	0.61%
Other Grocery Merchant Wholesalers	424490	313	2	0.64%
Other Miscellaneous Nondurable Goods Merchant Wholesalers	424990	229	1	0.44%
Electronics Stores	443142	657	2	0.30%
Baked Goods Stores	445291	66	1	1.52%
Confectionery and Nut Stores	445292	76	2	2.63%
All Other Specialty Food Stores	445299	232	2	0.86%
Cosmetics/Beauty Supplies/Perfume Stores	446120	259	3	1.16%
Optical Goods Stores	446130	215	1	0.47%
Clothing Accessories Stores	448150	141	6	4.26%
Other Clothing Stores	448190	236	0	0.00%
Jewelry Stores	448310	389	5	1.29%
Luggage and Leather Goods Stores	448320	22	2	9.09%
Book Stores	451211	174	4	2.30%
News Dealers and Newsstands	451212	14	9	64.29%
Office Supplies and Stationery Stores	453210	143	2	1.40%

Gift/Novelty/Souvenir Stores	453220	487	22	4.52%
Tobacco Stores	453991	392	2	0.51%
All Other Miscellaneous Store Retailers	453998	599	2	0.33%
Vending Machine Operators	454210	41	3	7.32%
Other Direct Selling Establishments	454390	472	0	0.00%
Financial Transactions Processing/Reserve/Clearinghouse Activities	522320	82	2	2.44%
Admin/General Management Consulting Services	541611	1,664	5	0.30%
Process, Physical Distribution, Logistics Consulting Services	541614	135	2	1.48%
Other Management Consulting Services	541618	115	2	1.74%
Other Services Related to Advertising	541890	163	1	0.61%
Janitorial Services	561720	1,785	2	0.11%
Lottery Ticket Vendors	713290	35	1	2.86%
Food Service Contractors	722310	470	0	0.00%
Drinking Places (Alcoholic Beverages)	722410	860	6	0.70%

Full-Service Restaurants	722511	6,123	19	0.31%
Limited-Service Restaurants	722513	4,844	23	0.47%
Snack and Nonalcoholic Beverage Bars	722515	2,569	15	0.58%
Other Personal Care Services	812199	646	0	0.00%
Linen Supply	812331	21	1	4.76%
Industrial Launderers	812332	33	1	3.03%
All Other Personal Services	812990	392	2	0.51%

Sources: 1. United States Census Bureau, 2016 Geography Area Series  
2. Washington State Office of Minority and Women Business Enterprise (OMWBE) Directory, December 2018

When the Airport used the formula is developed its base figure goal for non-car rental concessions at **1.61%**.

163 registered ACDBE's / 26,097 registered businesses (100%) = %1.61

**Step 2:** The Airport's base figure will not be adjusted from what was determined in Step 1. No current non-car rental concessionaires are registered or ancillary business with ACDBEs participation.

## Overall Goal Calculation for Car Rentals

**Overall Three-year Goal:** 2.77%

### **Market Area:**

The market area for car rental calculations is considered to be based nationally and all ACDBEs registered in the State of Washington.

### **Base of Car Rental Goal:**

BLI considered gross receipts from the last three years (2019-2021) of its rental car agencies to determine its base car rental goal.

<b>Year</b>	<b>Car Rental Concessions Revenue (Total)</b>
2019	\$5,024,417.43
2020	\$2,852,962.18
2021	\$3,360,065.06
<b>Average</b>	<b>\$3,745,814.89</b>

With the COVID-19 pandemic and uncertainties on when the concession revenues will stabilize, the base of car rental goals will simply be the average of the past three years: \$3,745,814.89.

### **Methodology Used to Calculate Overall Goal:**

There are four car rental agencies currently doing business at the airport and all are nationally owned. ACDBEs providing goods or services for car rental agencies at BLI are considered regardless of location in the United States as long as they are registered ACDBEs in the State of Washington.

The Airport can meet its goal by including the purchase of goods and services used in business conducted at the Airport from registered ACDBEs. The formula used to determine a base goal is as follows:

$$\left( \frac{\text{Total ACDBEs}}{\text{Total All Firms}} \right) \times 100\% = \text{ACDBE \%}$$

**Step 1:** The Airport determined the base figure for car rental ACDBEs based on the table below:

<b>NAICS Description</b>	<b>NAICS Code</b>	<b>All Registered Businesses<sup>1</sup></b>	<b>ACDBE Registered Businesses<sup>2</sup></b>	<b>ACDBE%</b>
Vehicle Supplies & New Parts Merchant Wholesalers	423120	275	0	0.00%
Tire and Tube Merchant Wholesalers	423130	41	0	0.00%
Petroleum and Petroleum Products Merchant Wholesalers	424720	24	0	0.00%
Petroleum Brokers, Automobile Auctions	425120	1,162	3	0.26%
Janitorial equipment and supplies merchant wholesalers	423850	83	1	1.20%
Automobile Dealers, new only or new and used	441110	429	1	0.23%
Gasoline Stations with Convenience Stores	447110	1,684	0	0.00%
Other Gasoline Stations	447190	170	0	0.00%
Office Supplies and Stationery Stores	453210	143	2	1.40%
Automobile Carrier Trucking	484230	238	0	0.00%
Vehicle Towing	488410	278	0	0.00%
Credit Card Processing Services	522320	82	2	2.44%



Insurance Agencies	524210	2,699	1	0.04%
Passenger Car Rental	532111	188	0	0.00%
Graphic Design Services	541430	424	1	0.24%
Web Page Design Services	541511	1,826	1	0.05%
General Management Consulting Services	541611	1,664	20	1.20%
Marketing Consulting Services	541613	991	6	0.61%
Logistics Management Consulting Services	541614	135	7	5.19%
Other Management Consulting Services	541618	115	2	1.74%
Marketing Analyst Services	541910	104	1	0.96%
Other Administrative Services	561110	590	4	0.68%
Temporary Staffing Services	561320	783	3	0.38%
Professional Development Training	611430	184	3	1.63%
Automotive Repair	811111	1,693	0	0.00%
Automotive Body, Paint, Interior Repair	811121	721	0	0.00%
Automotive Glass Replacement	811122	181	0	0.00%
Automobile Garages or Lots	812930	326	4	1.23%

<b>TOTAL</b>		<b>17,233</b>	<b>62</b>	<b>0.36%</b>
--------------	--	---------------	-----------	--------------

Sources:           1.     United States Census Bureau, 2016 Geography Area Series  
                       2.     Washington State Office of Minority and Women Business Enterprise (OMWBE) Directory,  
                                   December 2018

When the Airport used the formula is developed its base figure goal for car rental concessions at **2.77%**.

62 registered ACDBE's / 17,233 registered businesses (100%) = 2.77%

**Step 2:** The Airport's base figure will not be adjusted. There is not sufficient historical data to make an adjustment to the base figure determined in Step 1.

## Public Participation

The Airport will conduct a teleconference with local stakeholders as well as any other additional interested stakeholders or organizations to obtain input on the ACDBE goals developed for the next goal period.

Prior to submitting this goal to the FAA, the Airport extended an invitation to consult with the following stakeholders:

- Association of Washington State Hispanic Chambers of Commerce
- All current concessionaires (**both car rental and non-car rental**) currently operating at the Airport
- Ethnic Chamber of Commerce Coalition
- Chambers of Commerce in Island, San Juan, Skagit, and Whatcom Counties
- Economic Development Association of Skagit County
- Economic Development Councils Island, San Juan, Skagit, and Whatcom Counties
- Northwest Regional Office of the National Center for American Indian Enterprise Development
- Northwest Workforce Development Council
- Washington State Small Business Development Center
- Northwest Minority Business Council
- United States Small Business Administration
- Washington State OMWBE
- City of Bellingham
- Whatcom County

The teleconference was held on September 28, 2021 at 3:00 PM PST to discuss the ACDBE goals established and the methodology to establish those goals. All of the aforementioned entities were invited to participate in the teleconference via email on September 21, 2021.

### **Race Neutral and Race Conscious Participation**

The Airport estimates that it will meet its non-car rental and car rental goals entirely from race-neutral participation with 0% coming from race conscious measures. Race neutral and race conscious measures will be tracked and reported separately. If found to be necessary and possible, the Airport will adjust its goals to implement race conscious ACDBE contract goals in order to reach its overall goals.