

DBE PROGRAM BASICS

Baton Rouge Metropolitan Airport
Disadvantaged Business Enterprise program

DBE PROGRAM BASICS

- The Goals of 49 CFR Part 26
 - To ensure nondiscrimination in the award and administration of DOT assisted contracts for highway, transit, and airport programs
 - To create a level playing field on which DBE's can compete fairly for DOT assisted contracts
 - To eliminate barriers to the participation of DBE firms in DOT assisted contracts
- The DBE Program is federally mandated for airports, transit agencies, and transportation agencies who receive grants from the Department of Transportation (DOT) in excess of \$250,000.

DBE CERTIFICATION ELIGIBILITY

- Socially AND Economically **Disadvantaged**
- Small Business **Size Standards**
- SBA Annual **Gross Receipts** Standards
- **Personal Net Worth:** NTE \$1.32 million
- **Ownership:** 51% minority or women
- **Control:** day-to-day management and direction
- Presumed Disadvantaged
 - Women
 - African Americans
 - Hispanic Americans
 - Native Americans
 - Asian-Pacific Americans
 - Subcontinent Asian Americans
 - OR Case-by-Case determination

DBE CERTIFYING AGENCIES

- Louisiana Unified Certification Program certifying agencies include:
 - Louisiana Department of Transportation and Development (LADOTD)
 - Louis Armstrong New Orleans International Airport
 - Regional Transit Authority of New Orleans
- www.LAUCP.org

BENEFITS OF BECOMING DBE CERTIFIED

- Certification is recognized by all airport, highway, transportation, and transit agencies in the state.
- Certified firms are open to opportunities to participate in federally-funded contracts
- Your firm will be listed in the LAUCP directory of certified DBE firms and will be accessible to all prime contractors needing to fulfill DBE participation goal requirements
- Certification increases opportunities to network with prime firms and public agencies at procurement fairs and pre-bid conferences
- Certification opens up opportunities for bonding assistance, small business loans, mentor-protégé programs, and other small business support services

I'M DBE CERTIFIED, NOW WHAT?

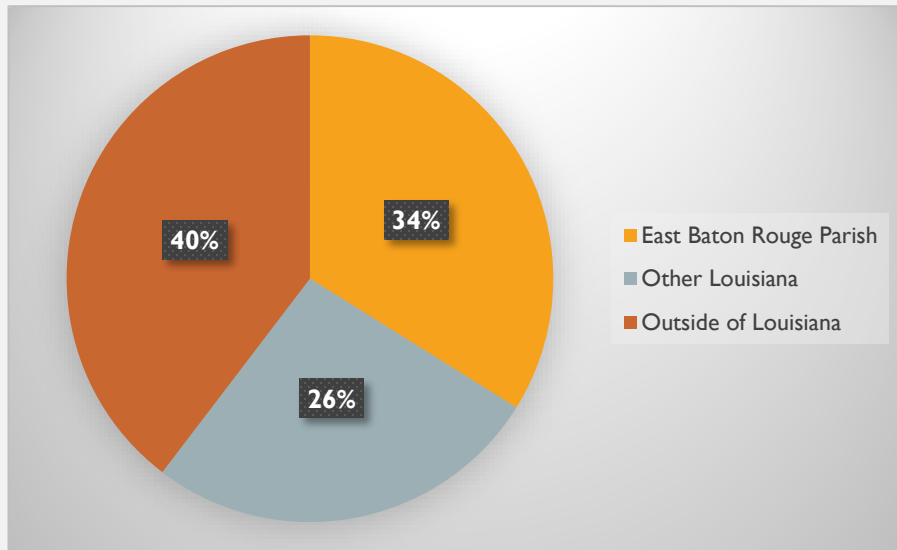
- Be Proactive!
- Watch for new solicitations and opportunities at BRMA and beyond
- Meet with prime firms prior to and during solicitation
- Market your firm
- Network
- Be prepared
- Attend pre-bid conferences
- Be sure your NAICS description is current and complete

DBE AND ACDBE GOALS

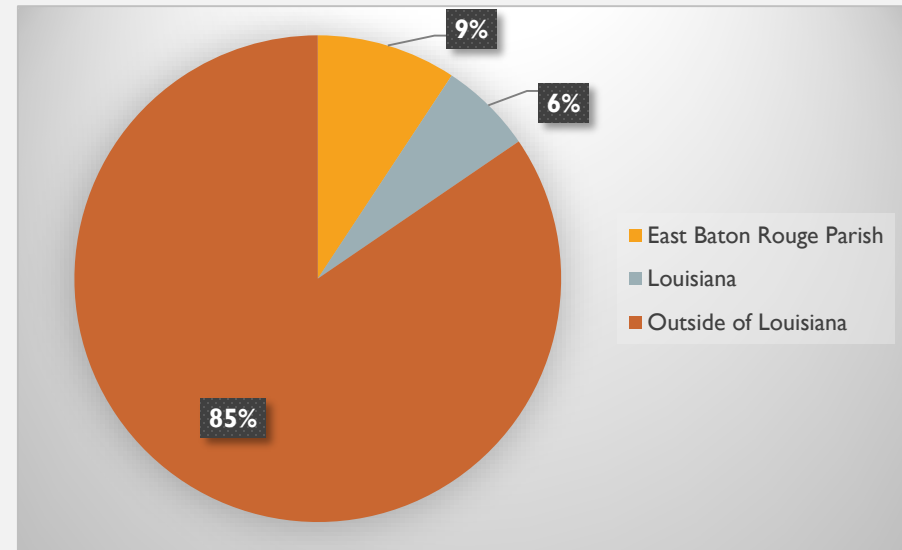
- Overall Goal
 - Calculated based on a set methodology to determine the overall goal for the next three years
- Contract Goals
 - Calculated for each federally funded procurement prior to solicitation
 - Goals are calculated based on the type of work required for the contract and the number of ready, willing, and able DBE firms and total firms available to participate in the project

DETERMINING MARKET AREA

RENTAL CAR
PURCHASING DATA



NON-RENTAL CAR
PURCHASING DATA



SETTING BASE GOAL

RENTAL CAR BASE GOAL

3.60%

Goods and Services	Estimated %	Certified ACDBE/DBE Firms in Louisiana UCP	Total State of Louisiana	Weighted Relative Availability
A/C repairs	0.40%	33	1436	0.01%
Building Repairs	0.80%	88	485	0.15%
Car wash Supplies	6.00%	7	241	0.17%
Coffee supplies	0.50%	3	41	0.04%
Environmental Cleaning	6.00%	19	116	0.98%
Janitorial	15.00%	65	623	1.57%
Keys	2.00%	1	65	0.03%
landscaping	1.00%	50	878	0.06%
Insurance		15	2151	.07%
Security	3.00%	10	128	0.23%
Supplies	0.50%	2	58	0.02%
Towing	2.00%	1	133	0.02%
Vehicle body damage repair	45.00%	3	791	0.17%
Water	0.20%	0	316	0.00%
Tires	10.00%	0	402	0.00%
Fuel	8.00%	1	49	0.16%
TOTAL	100%	182	5489	3.60%

NON-RENTAL CAR BASE GOAL

1.55%

Description	LAUCP/ACDBE/ Louisiana	Census/CBP/ Louisiana	Availability
Plumbing	33	1436	2.30%
Durable Goods Wholesalers	1	133	0.75%
Beverage Wholesalers	1	119	0.84%
Insurance	3	162	1.85%
Accounting Services	6	983	0.61%
Payroll Services	3	91	3.30%
Pest Control Services	4	274	1.46%
Waste Disposal Services	10	152	6.58%
Equipment Repairs	3	791	0.38%
Mats, Linens, and Uniform			
Cleaning Services	1	44	2.27%
TOTAL	65	4185	1.55%

CALCULATING THE ADJUSTMENT TO THE BASE GOAL

RENTAL CAR ADJUSTMENT

1.22%

Fiscal Year	ACDBE Goal	ACDBE Accomplishment
2018	1.43%	17.86%
2019	1.43%	1.00%
2020	1.43%	1.22%
MEDIAN		1.22%

NON-RENTAL CAR ADJUSTMENT

1.84%

Fiscal Year	ACDBE Goal	ACDBE Accomplishment
2018	1.32%	0.41%
2019	1.32%	3.94%
2020	2.06%	1.84%
MEDIAN		1.84%

PROPOSED GOALS

RENTAL CAR

- Average of Base Goal + Historical Participation
 - $3.60\% + 1.22\% = 4.82\%/2 = 2.42\%$
- **Proposed Goal = 2.42% for all rental car concessions**
 - 2.42% race conscious
 - 0.00% race neutral

NON-RENTAL CAR

- Average of Base Goal + Historical Participation
 - $1.55\% + 1.84\% = 3.39\%/2 = 1.70\%$
- **Proposed Goal = 1.70% for all non-rental car concessions**
 - 1.70% race conscious
 - 0.00% race neutral