



## **City of Albuquerque Aviation Department**

### **ACDBE OVERALL GOALS**

Revised September 2011

ACDBELO – Cara MacNinch  
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Albuquerque International Sunport (ABQ)  
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**ALBUQUERQUE INTERNATIONAL SUNPORT  
NON-CAR RENTAL CONCESSIONS DBE GOALS  
FY 2012 – FY 2014**

The Albuquerque International Sunport has prepared a goal for Airport Concession Disadvantaged Business Enterprises (ACDBE) applicable to FY 2012 – FY 2014 non-car rental concession opportunities. This goal was established in accordance with 49 CFR 23.

**Market Area:** The market area was determined to be Market Area One. Geographical Area One is located in the central portion of New Mexico and is comprised of the following counties: Sandoval, Santa Fe, Bernalillo, Valencia, and Los Alamos. As with all New Mexico communities, the substantial majority of concessionaires come from Geographical Area One. This was previously determined based on information from the state regarding locations of concessionaires that have provided work for the City of Albuquerque- Aviation Department in the past. This information also shows that the substantial majority of all ACDBE's are based within the Geographical Area One boundary. In the past, the City of Albuquerque- Aviation Department has spent the majority of their ACDBE contracting dollars in Geographical Area One. In this case, Market Area One is also the geographical area where the airports are located. A map and breakout of the market areas can be seen as an attachment.

**Step 1:** The method used to calculate the relative availability of the ACDBEs for Step 1 in this process utilizes 23.51(c)(1) DBE Directories and Census Bureau Data. The non-car rental concession annual gross receipts were estimated for FY 2012 through FY 2014 and then based off of the total estimated gross receipts; each concession contract opportunity had a weight factor applied to it. These Concession Weight Factors can be seen in Table 1. These weight factors will be applied when determining the overall concession goal.

**TABLE 1**

**CITY OF ALBUQUERQUE – AVIATION DEPARTMENT  
CONCESSION WEIGHT FACTORS**

Concession Opportunity	Total Estimated Gross Revenue of Concession Contract Opportunity			Weight Factor
	FY 2012	FY 2013	FY 2014	
Food and Beverage	\$12,260,989	\$11,937,538	\$11,622,621	49.38%
Advertising	\$ 728,217	\$ 671,881	\$ 619,904	2.78%
Gift and News	\$11,576,388	\$11,568,077	\$11,559,773	47.84%
<b>Total</b>	<b>\$24,565,594</b>	<b>\$24,177,496</b>	<b>\$23,802,298</b>	<b>100%</b>
<b>Total Three-Year Gross Receipts</b>			<b>\$72,545,388</b>	

The total estimated gross receipts for FY 2012 – FY 2014 is \$72,545,388. Of that amount, \$35,821,148 or 49.39% is anticipated for food and beverage, \$2,020,002 or 2.78% is anticipated to come from advertising, and \$34,704,238 or 47.84% is anticipated to come from gift and news.

The base figure was determined by weighing each concession opportunity and multiplying that number by the total ACDBE firms in the local market area and then dividing that number by the total of all firms in the market area. The total firms and the total ACDBE firms in the market area can be seen in Table 2.

**TABLE 2**

**DBEs IN MARKET AREA VS. ALL AVAILABLE FIRMS**

NAICS Code	Concession Contract Opportunity	DBEs in Market Area	All Available Firms
7221	Food and Beverage	3	1621
4481	Apparel	1	293
445322/451212	Gift/News Stores	2	139
	<b>Total</b>	<b>6</b>	<b>2053</b>

Source: County Business Patterns and NMDOT DBE Directory

Using the estimated gross receipts weight factors, the baseline ACDBE goal can be seen below:

- F&B = Food and Beverage
- APP = Apparel
- G&N = Gift/News Stores

$$\text{Base Figure} = \% \text{ F\&B} \times \frac{\# \text{ ACDBE in Local market (F\&B)}}{\# \text{ All Firms (F\&B)}} + \% \text{ APP} \times \frac{\# \text{ ACDBE in Local Market (APP)}}{\# \text{ All Firms (APP)}}$$

$$+ \% \text{ G\&N} \times \frac{\# \text{ ACDBE in Local Market (G\&N)}}{\# \text{ All Firms (G\&N)}} =$$

$$\text{Base Figure} = .4938(3/1621) + .0278(1/293) + .4784(2/139) =$$

$$\text{Base Figure} = 0.789\%$$

**Step 2:** This step is intended to adjust the base figure percentage calculated in Step 1 to reflect as accurately as possible the ACDBE participation that the Albuquerque International Sunport would expect in the absence of discrimination.

We have considered all of the other factors, which include the current capacity of ACDBEs to perform work in our concession program. We also considered evidence from related fields that affect the opportunities for ACDBE firms to form, grow, and compete, and in our research none of the previously mentioned factors require an adjustment to the base figure.

Our base figure is not the goal of another recipient and therefore, was not considered as an adjustment factor.

In our research, we discovered that a disparity study was done by B.B.C. Research, out of Denver, Colorado, for the State of New Mexico in 1995. This information is outdated and, accordingly, it was not considered as an adjustment factor.

Table 3 below reflects past ACDBE participation at the Albuquerque International Sunport.

**TABLE 3**

**ALBUQUERQUE INTERNATIONAL SUNPORT  
ACDBE PAST PARTICIPATION**

<b>Federal Fiscal Year</b>	<b>Total Gross Receipts</b>	<b>ACDBE Gross Receipts</b>	<b>ACDBE Goal</b>	<b>Achieved ACDBE Participation</b>
<b>2008</b>	\$29,657,278	\$17,933,308	8.6%	60.5%
<b>2009</b>	\$25,753,850	\$16,826,586	12.57%	65.3%
<b>2010</b>	\$25,205,269	\$17,914,262	12.57%	71.1%

The Albuquerque International Sunport has achieved and exceeded its ACDBE goal the past three years; therefore, past participation will be considered as an adjustment factor.

Past participation will be accounted for by taking the FY 2012-FY2014 base figure, adding it to the past projects historical median of achievement, and dividing by two.

$$\text{Overall Adjusted Goal} = \frac{0.789\% (\text{Base Figure}) + 65.3\% (\text{Historical Median})}{2}$$

$$\text{Overall Adjusted Goal} = 33.04\%$$

$$\text{Overall ACDBE Goal for Non-Car Rental Concessions} = 33.04\%$$

## Breakout of Estimated Race-Neutral and Race-Conscious Participation

The Albuquerque International Sunport will meet the maximum feasible portion of its overall goal by using race-conscious means of facilitating ACDBE participation. The Albuquerque International Sunport uses the following race-conscious means to increase ACDBE participation: By arranging solicitations, times for the presentation of bids, quantities, specifications, and delivery schedules in a way to facilitate ACDBE and other small businesses' participation (e.g., requiring and/or encouraging prime concessionaires to subcontract portions of work that they might otherwise perform with their own forces).

The following is a summary of the basis of our estimated breakout of race-neutral and race-conscious ACDBE participation. As can be seen from Table 3, ACDBE goals historically have been achieved for concession contracts at the Albuquerque International Sunport. The Albuquerque International Sunport estimates that in meeting its overall goal of 33.04%, we will obtain 33.04% from race-conscious participation and 0% from race-neutral participation.

The Albuquerque International Sunport will adjust the estimated breakout of race-neutral and race-conscious ACDBE participation as needed to reflect actual ACDBE participation and track and report race-neutral and race-conscious participation separately.

## **Public Participation**

### Consultation

In an effort to establish a level playing field, the following organizations were contacted:

- New Mexico Restaurant Association
- Hispano Chamber of Commerce
- Greater Albuquerque Chamber of Commerce

The overall goal adopted for FY 2012-2014 was developed while consulting with the above-named firms. Letters were sent out to the above-named firms on September 2, 2011. (Copies of the letters are attached at the end of this report). All comments were due back by October 3, 2011. Changes were made to this report based on comments from the Albuquerque Hispano Chamber of Commerce.

### Public Notice

The proposed goal and rationale will be advertised as available for inspection in the Albuquerque Journal, 7777 Jefferson NE, Albuquerque, NM 87109, 505-823-3800.

Sample Public Notice Language:

Airport Concession Disadvantaged Business Enterprise (ACDBE) Goals for Federal Fiscal Year 2012-2014.

The City of Albuquerque – Aviation Department hereby announces its Fiscal Year 2012-2014 ACDBE Goal of 33.04% for airport concessions. The proposed goal and goal-setting methodology are available for inspection between 8:00 a.m. and 5:00 p.m. Monday through Friday for a period of 30 days following the date of this notice at the Albuquerque International Sunport, Aviation Department, 2200 Sunport Blvd. SE, Albuquerque, New Mexico 87106. The Fiscal Year 2012-2014 ACDBE goals will also be available for viewing on the internet at <http://www.cabq.gov/airport/>.

The Aviation Department will accept comments on the ACDBE goals for 45 days from the date of this notice. Comments can be sent to either of the following:

DBELO  
Cara M. MacNinch  
Business Development  
City of Albuquerque – Aviation Department  
Albuquerque International Sunport  
P.O. Box 9948  
Albuquerque, NM 87119-1048

Federal Aviation Administration  
Civil Rights Staff, ASW-9C  
2601 Meacham Boulevard  
Fort Worth, TX 76137-4298

Contract Goals

The City of Albuquerque – Aviation Department will use contract goals to meet any portion of the overall goal that the recipient does not project being able to meet using race-neutral means. Contract goals are established so that, over the period to which the overall goal applies, they will cumulatively result in meeting any portion of the recipient's overall goal that is not projected to be met through the use of race-neutral means.

The City of Albuquerque – Aviation Department will establish contract goals only on those DOT-assisted contracts that have subcontracting possibilities. It need not establish a contract goal on every such contract, and the size of the contract goals will be adapted to the circumstances of each such contract (e.g., type and location of work and availability of ACDBEs to perform the particular type of work).

The City of Albuquerque – Aviation Department will express its contract goals as a percentage of the total amount of ACDBE-assisted contract.

**ALBUQUERQUE INTERNATIONAL SUNPORT  
CAR RENTAL CONCESSIONS DBE GOALS  
FY 2012 – FY 2014**

The Albuquerque International Sunport has prepared a goal for Airport Concession Disadvantaged Business Enterprises (ACDBE) applicable to FY 2012 – FY 2014 car rental concession opportunities. This goal was established in accordance with 49 CFR 23.

**Market Area:** The market area was determined to be Market Area One. Market Area One consists of the geographical area where the Albuquerque International Sunport is located (Geographical Area One). Geographical Area One is comprised of the following counties: Sandoval, Santa Fe, Bernalillo, and Los Alamos. Market Area One was determined to be the location where a substantial majority of the concessionaires are established.

**Step 1:** The method used to calculate the relative availability of the DBEs for Step 1 in this process utilizes 23.51(c)(1) DBE Directories and Census Bureau Data. The base figure was determined by dividing the total ACDBE firms in the local market area by the total of all firms in the market area. The total firms and the total ACDBE firms in the market area can be seen in Table 1.

**TABLE 1**

**DBEs IN MARKET AREA VS. ALL AVAILABLE FIRMS**

NAICS Code	Car Rental Concession Contract Opportunity	DBEs in Market Area	All Available Firms
53211	Rental Car	0	67
4411	Automobile Dealers	0	343
	<b>Total</b>	<b>0</b>	<b>410</b>

Source: County Business Patterns and NMDOT DBE Directory

All of the car rental concessionaires are national companies. The car washing and cleaning is done on site by the rental company employees. The maintenance is completed through the dealership where the vehicle was purchased. There are no records of certified DBE car rental companies or dealerships in the market area.

Base figure for car rental concessions = 0%

**Step 2:** This step is intended to adjust the base figure percentage calculated in Step 1 to reflect as accurately as possible the ACDBE participation that the Albuquerque International Sunport would expect in the absence of discrimination.

We have considered all of the other factors, which include the current capacity of ACDBEs to perform work in our concession program. We also considered evidence from related fields that affect the opportunities for ACDBE firms to form, grow, and compete, and in our research none of the previously mentioned factors require an adjustment to the base figure.

Our base figure is not the goal of another recipient and therefore, was not considered as an adjustment factor.

In our research, we discovered that a disparity study was done by B.B.C. Research, out of Denver, Colorado, for the State of New Mexico in 1995. This information is outdated and accordingly, it was not considered as an adjustment factor.

The Albuquerque International Sunport has had no record of achievement within car rental concession overall goals. This is because all of the car rental contracts at the Sunport are with national companies. The car washing and cleaning is done on-site by the rental company employees, and the maintenance is completed through the dealership where the vehicle was purchased. In addition, there are no certified car rentals or dealership DBEs within the market area.

**The proposed overall ACDBE for Car Rental Concessions goal for the Albuquerque International Sunport is 0%.**

Breakout of Estimated Race-Neutral and Race Conscious Participation

Since the car rental base figure is 0%, the Albuquerque International Sunport will not estimate a breakout of race-neutral and race-conscious participation.

ATTACHMENT ONE  
MARKET AREA MAP AND BREAKOUT OF DBE AND NON-DBE  
BUSINESSES



**New Mexico**  
**Total Establishments By Market Area**

<b>County</b>	<b>72211/722211/7 22213/72231/72 241 Eating and Drinking Places</b>	<b>4481 Apparel</b>	<b>45322/451212 Gift and News</b>	<b>5321 Car Rental</b>
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**MARKET AREA 1**

<b>Geographical Area 1</b>				
Sandoval	132	5	8	1
Santa Fe	351	98	42	8
Los Alamos	29	2	2	1
Bernalillo	1109	188	87	51
<b>TOTAL</b>	<b>1621</b>	<b>293</b>	<b>139</b>	<b>61</b>

<b>Market Area 1 Total</b>	<b>1621</b>	<b>293</b>	<b>139</b>	<b>61</b>
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**New Mexico**  
**Total Establishments By Market Area**

County	72211/722211/7	22213/72231/72	4481 Apparel	45322/451212	5321 Car
	241 Eating and Drinking Places		Gift and News	Rental	

**MARKET AREA 2**

<b>Geographical Area 2</b>					
Cibola	31	3	2	1	
Valencia	72	5	1	0	
McKinley	107	18	8	0	
San Juan	164	33	8	4	
Rio Aribba	56	2	10	0	
Taos	94	24	24	0	
<b>TOTAL</b>	<b>524</b>	<b>85</b>	<b>53</b>	<b>5</b>	

<b>Geographical Area 1</b>					
Sandoval	132	5	8	1	
Santa Fe	351	98	42	8	
Los Alamos	29	2	2	1	
Bernalillo	1109	188	87	51	
<b>TOTAL</b>	<b>1621</b>	<b>293</b>	<b>139</b>	<b>61</b>	

<b>Market Area 2 Total</b>	<b>2145</b>	<b>378</b>	<b>192</b>	<b>66</b>	
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**New Mexico**  
**Total Establishments By Market Area**

County	72211/72221/17 22213/72231/72 241 Eating and Drinking Places	4481 Apparel	45322/451212 Gift and News	5321 Car Rental
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**MARKET AREA 3**

<b>Geographical Area 3</b>				
Socorro	26	1	2	0
Catron	8	0	0	0
Grant	56	4	6	0
Hidalgo	6	0	1	0
Luna	42	3	0	0
Dona Ana	294	43	12	8
Sierra	26	2	2	0
<b>TOTAL</b>	<b>458</b>	<b>53</b>	<b>23</b>	<b>8</b>

<b>Geographical Area 1</b>				
Sandoval	132	5	8	1
Santa Fe	351	98	42	8
Los Alamos	29	2	2	1
Bernalillo	1109	188	87	51
<b>TOTAL</b>	<b>1621</b>	<b>293</b>	<b>139</b>	<b>61</b>

<b>Market Area 3 Total</b>	<b>2079</b>	<b>346</b>	<b>162</b>	<b>69</b>
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**New Mexico**  
**Total Establishments By Market Area**

County	72211/72221/72231/72 241 Eating and Drinking Places	4481 Apparel	45322/451212 Gift and News	5321 Car Rental
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**MARKET AREA 4**

<b>Geographical Area 4</b>				
Torrance	19	1	0	0
Lincoln	67	17	13	0
Otero	83	9	7	1
Eddy	77	11	11	1
Chaves	100	0	3	4
Lea	101	18	5	2
De Baca	3	0	0	0
Roosevelt	24	4	1	0
Curry	71	12	2	1
<b>TOTAL</b>	<b>545</b>	<b>72</b>	<b>42</b>	<b>9</b>

<b>Geographical Area 1</b>				
Sandoval	132	5	8	1
Santa Fe	351	98	42	8
Los Alamos	29	2	2	1
Bernalillo	1109	188	87	51
<b>TOTAL</b>	<b>1621</b>	<b>293</b>	<b>139</b>	<b>61</b>

<b>Market Area 4 Total</b>	<b>2166</b>	<b>365</b>	<b>181</b>	<b>70</b>
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**New Mexico**  
**Total Establishments By Market Area**

County	72211/722211/7 22213/72231/72 241 Eating and Drinking Places	4481 Apparel	45322/451212 Gift and News	5321 Car Rental
<b>MARKET AREA 5</b>				

<b>Geographical Area 5</b>				
Guadalupe	11	0	0	1
Quay	18	0	3	0
San Miguel	38	5	2	0
Harding	1	0	0	0
Union	10	2	0	0
Mora	4	0	0	0
Colfax	48	5	3	0
<b>TOTAL</b>	<b>130</b>	<b>12</b>	<b>8</b>	<b>1</b>

<b>Geographical Area 1</b>				
Sandoval	132	5	8	1
Santa Fe	351	98	42	8
Los Alamos	29	2	2	1
Bernalillo	1109	188	87	51
<b>TOTAL</b>	<b>1621</b>	<b>293</b>	<b>139</b>	<b>61</b>

<b>Market Area 5 Total</b>	<b>1751</b>	<b>305</b>	<b>147</b>	<b>62</b>
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New Mexico  
Total DBE's Per Market Area

County	72211/722211/722213/72231/7224 1 Eating and Drinking Places	4481 Apparel	45322/451212 Gift and News	7414/5321 Car Rental
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MARKET AREA 1

<b>Geographical Area 1</b>				
Sandoval	0	0	0	0
Santa Fe	1	0	0	0
Los Alamos	0	0	0	0
Bernalillo	2	1	2	0
<b>TOTAL</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>

<b>Market Area 1 Total</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>
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**New Mexico**  
**Total DBE's Per Market Area**

County	72211/7222 11/722213/ 72231/7224 1 Eating and Drinking Places	4481 Apparel	45322/451212 Gift and News	7414/5321 Car Rental
<b>MARKET AREA 2</b>				

<b>Geographical Area 2</b>				
Cibola	0	0	0	0
Valencia	0	0	0	0
McKinley	0	0	0	0
San Juan	0	0	0	0
Rio Aribba	0	0	0	0
Taos	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

<b>Geographical Area 1</b>				
Sandoval	0	0	0	0
Santa Fe	1	0	0	0
Los Alamos	0	0	0	0
Bernalillo	2	1	2	0
<b>TOTAL</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>

<b>Market Area 2 Total</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>
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**New Mexico**  
**Total DBE's Per Market Area**

County	72211/7222 11/722213/ 72231/7224 1 Eating and Drinking Places	4481 Apparel	45322/451212 Gift and News	7414/5321 Car Rental
<b>MARKET AREA 3</b>				

<b>Geographical Area 3</b>				
Socorro	0	0	0	0
Catron	0	0	0	0
Grant	0	0	0	0
Hidalgo	0	0	0	0
Luna	0	0	0	0
Dona Ana	0	0	0	0
Sierra	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

<b>Geographical Area 1</b>				
Sandoval	0	0	0	0
Santa Fe	1	0	0	0
Los Alamos	0	0	0	0
Bernalillo	2	1	2	0
<b>TOTAL</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>

<b>Market Area 3 Total</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>
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New Mexico  
Total DBE's Per Market Area

County	72211/7222 11/722213/ 72231/7224 1 Eating and Drinking Places	4481 Apparel	45322/451212 Gift and News	7414/5321 Car Rental
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**MARKET AREA 4**

<b>Geographical Area 4</b>				
Torrance	0	0	0	0
Lincoln	0	0	0	0
Otero	0	0	0	0
Eddy	0	0	0	0
Chaves	0	0	0	0
Lea	0	0	0	0
De Baca	0	0	0	0
Roosevelt	0	0	0	0
Curry	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

<b>Geographical Area 1</b>				
Sandoval	0	0	0	0
Santa Fe	1	0	0	0
Los Alamos	0	0	0	0
Bernalillo	2	1	2	0
<b>TOTAL</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>

<b>Market Area 4 Total</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>
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New Mexico  
Total DBE's Per Market Area

County	72211/7222 11/722213/ 72231/7224 1 Eating and Drinking Places	4481 Apparel	45322/451212 Gift and News	7414/5321 Car Rental
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MARKET AREA 5

<b>Geographical Area 5</b>				
Guadalupe	0	0	0	0
Quay	0	0	0	0
San Miguel	0	0	0	0
Harding	0	0	0	0
Union	0	0	0	0
Mora	0	0	0	0
Colfax	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

<b>Geographical Area 1</b>				
Sandoval	0	0	0	0
Santa Fe	1	0	0	0
Los Alamos	0	0	0	0
Bernalillo	2	1	2	0
<b>TOTAL</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>

<b>Market Area 5 Total</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>
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**ATTACHMENT TWO  
PUBLIC CONSULTATION LETTERS AND COMMENTS**

# MOLZENCORBIN

September 2, 2011

Albuquerque Hispano Chamber of Commerce  
1309 Fourth Street SW  
Albuquerque, New Mexico 87102

**RE: City of Albuquerque – Aviation Department Airport Concession  
Disadvantaged Business Enterprise Program - FY 2012-2014 Goals**

Dear Sir or Madam:

We are in the process of completing the overall goal portion of the City of Albuquerque Aviation Department Airport Concession Disadvantaged Business Enterprise (ACDBE) Plan. According to 49 CFR Parts 23 and 26, as part of our public participation process, we are requesting that you please review the enclosed overall goals for the City of Albuquerque – Aviation Department and fill out the enclosed sheet with your comments.

The City of Albuquerque – Aviation Department utilizes the DBE database of the New Mexico Department of Transportation. Encouraging minority-owned and women-owned businesses to participate in this program might increase the percentages for future projects. For information on how to participate in the DBE program, please contact NMDOT at 505-827-1774.

Please send your comments to the address listed below no later than October 3, 2011.

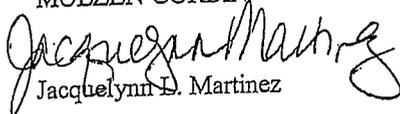
Ms. Cara MacNinch  
City of Albuquerque - Aviation Department  
Albuquerque International Sunport (ABQ)  
P.O. Box 9948  
Albuquerque, New Mexico 87119-1048

You could also fax your comments to 505-842-7334 or e-mail your comments to Cara MacNinch at [cmacninch@cabq.gov](mailto:cmacninch@cabq.gov). Additionally, if you have information of DBE businesses (contractors, material suppliers, etc.), please share with them the potential of work under this project.

We would like to thank you in advance for your help. If you have any questions or need any additional information, please call me at 505-242-5700.

Sincerely,

MOLZEN CORBIN

  
Jacquelyn D. Martinez

JLM:ps  
Enclosures

cc: Ms. Dolores Leyva, FAA  
Ms. Cara MacNinch, City of Albuquerque-Aviation Department

**City of Albuquerque – Aviation Department**  
**FY 2012-2014 Overall Goals**

Agree with the goals as prepared: \_\_\_\_\_

Do not agree with the goals as prepared: \_\_\_\_\_

Comments \_\_\_\_\_  
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Additional Comments \_\_\_\_\_

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Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Phone Number: \_\_\_\_\_

# MOLZENCORBIN

September 2, 2011

Greater Albuquerque Chamber of Commerce  
P.O. Box 25100  
Albuquerque, New Mexico 87125

**RE: City of Albuquerque – Aviation Department Airport Concession  
Disadvantaged Business Enterprise Program - FY 2012-2014 Goals**

Dear Sir or Madam:

We are in the process of completing the overall goal portion of the City of Albuquerque Aviation Department Airport Concession Disadvantaged Business Enterprise (ACDBE) Plan. According to 49 CFR Parts 23 and 26, as part of our public participation process, we are requesting that you please review the enclosed overall goals for the City of Albuquerque – Aviation Department and fill out the enclosed sheet with your comments.

The City of Albuquerque – Aviation Department utilizes the DBE database of the New Mexico Department of Transportation. Encouraging minority-owned and women-owned businesses to participate in this program might increase the percentages for future projects. For information on how to participate in the DBE program, please contact NMDOT at 505-827-1774.

Please send your comments to the address listed below no later than October 3, 2011.

Ms. Cara MacNinch  
City of Albuquerque - Aviation Department  
Albuquerque International Sunport (ABQ)  
P.O. Box 9948  
Albuquerque, New Mexico 87119-1048

You could also fax your comments to 505-842-7334 or e-mail your comments to Cara MacNinch at [cmacninch@cabq.gov](mailto:cmacninch@cabq.gov). Additionally, if you have information of DBE businesses (contractors, material suppliers, etc.), please share with them the potential of work under this project.

We would like to thank you in advance for your help. If you have any questions or need any additional information, please call me at 505-242-5700.

Sincerely,

MOLZEN CORBIN

  
Jacquelyn L. Martinez

JLM:ps  
Enclosures

cc: Ms. Dolores Leyva, FAA  
Ms. Cara MacNinch, City of Albuquerque-Aviation Department

City of Albuquerque – Aviation Department  
FY 2012-2014 Overall Goals

Agree with the goals as prepared: \_\_\_\_\_

Do not agree with the goals as prepared: \_\_\_\_\_

Comments \_\_\_\_\_

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Name (Please Print): \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Phone Number: \_\_\_\_\_

# MOLZENCORBIN

September 2, 2011

New Mexico Restaurant Association  
9201 Montgomery NE, Suite 602  
Albuquerque, New Mexico 87111

**RE: City of Albuquerque – Aviation Department Airport Concession  
Disadvantaged Business Enterprise Program - FY 2012-2014 Goals**

Dear Sir or Madam:

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Please send your comments to the address listed below no later than October 3, 2011.

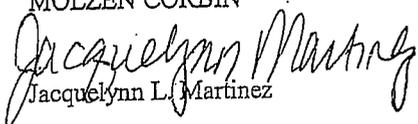
Ms. Cara MacNinch  
City of Albuquerque - Aviation Department  
Albuquerque International Sunport (ABQ)  
P.O. Box 9948  
Albuquerque, New Mexico 87119-1048

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Sincerely,

MOLZEN CORBIN

  
Jacquelyn L. Martinez

JLM:ps  
Enclosures

cc: Ms. Dolores Leyva, FAA  
Ms. Cara MacNinch, City of Albuquerque-Aviation Department

City of Albuquerque – Aviation Department  
FY 2012-2014 Overall Goals

Agree with the goals as prepared: \_\_\_\_\_

Do not agree with the goals as prepared: \_\_\_\_\_

Comments \_\_\_\_\_  
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Name (Please Print): \_\_\_\_\_

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Organization: \_\_\_\_\_

Phone Number: \_\_\_\_\_

ALBUQUERQUE  
**HISPANO**  
CHAMBER OF COMMERCE

1309 4th Street SW • El Camino Real • Albuquerque, NM 87102 • (505) 842-9003 • Fax (505) 764-9664  
[www.ahcnm.org](http://www.ahcnm.org)

Alex O. Romero  
PRESIDENT/CEO

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CHAIRMAN OF THE BOARD

Andrew Baca  
CHAIR-ELECT

John Cordova  
SECRETARY

Linda Wedeen  
TREASURER

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VICE-CHAIR

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VICE-CHAIR

Hilary Noskin  
VICE-CHAIR

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Debbie O'Malley  
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September 16, 2011

MOLZEN CORBIN  
Ms. Jacquelynn L. Martinez  
2701 Miles Road SE.  
Albuq. NM 87106

Dear Ms. Martinez,

I am in receipt of your letter dated September 2, 2011 regarding the City of Albuquerque-Aviation Department Airport Concession Disadvantaged Business Enterprise Program-FY 2012-2014 Goals.

We have carefully reviewed the ACDBE Goals document you provided and have some questions. It seems that the DBE goals have been established with inaccurate data. The document itself states that DBE's in the market area for Gift/News stores is zero. This is not correct since we know that at least one of our own Chamber members is in fact in that market.

The chart on page two utilizes 339911 as the NAICS code for Gift/News stores which is incorrect. That particular code is for jewelry manufacturing. The correct code for Gift/News stores is 45322. This error makes it difficult to determine if the goal being recommended is the correct one; the data then becomes flawed. It seems that the data should be corrected and the document revised, before any further action can be taken.

Another question on the document has to do with the car rental area; shouldn't that industry also have a goal?

In closing, the document implies that there has been some kind of participation or input in the process, but I can't tell where it came from. Also, there is confusion on the process itself; is this input being sought after the process and goal is established?

Please let me know your thoughts on the issues raised in this letter. The mission of the Albuquerque Hispano Chamber of Commerce is to promote economic development and economic opportunity for Hispanic and small businesses in our community. This is an important opportunity for our members, and I want to make sure that they have a chance to participate fully.

Thank you for your consideration.

Sincerely,



Alex O. Romero  
President/CEO

**RECEIVED**

SEP 22 2011

MOLZEN CORBIN & ASSOCIATES



**NEW MEXICO**  
AMERICA'S LAND  
OF ENCHANTMENT

"MEMBERSHIP MEANS BUSINESS"

# MOLZENCORBIN

## Memorandum

To: Mr. Alex O. Romero, Hispano Chamber of Commerce

 From: Jacquelynn L. Martinez

Date: September 30, 2011

Re: ACDBE Overall Goal Comments

CC: Cara MacNinch, ACDBELO, City of Albuquerque – Aviation Department

MC Job Number:

---

Mr. Romero-

Thank you for your comments regarding the City of Albuquerque – Aviation Department Airport Concession Disadvantage Business Enterprise (ACDBE) Program for FY 2012-2014. In the response below we hope to address all the questions and comments received by the Hispano Chamber of Commerce in the letter dated September 16, 2011.

Coding for the Gift/News was changed based on your comments. Documents were revised, and a new goal was calculated.

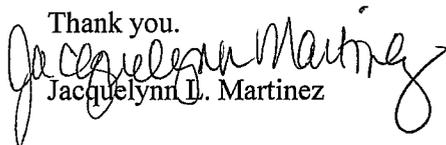
There is a car rental goal in place, however, as far as we can tell there is not a car rental ACDBE/DBE company listed with the state so the calculations come out such that the goal is 0%. If you have additional information that can help us with finding a car rental ACDBE/DBE company we will gladly revise the goal to reflect that information.

There is a process in place when calculating the goal that includes past participation at the airport. In this case the Albuquerque International Sunport has exceeded its goal by a substantial amount over the last three years, so the historical median is utilized as an adjustment factor for the goal. This raises the goal to a more realistic goal for the City.

Generally an initial goal is established. If there are not any comments or concerns from the public or FAA then the goal is considered finalized and approved. In this case the goal was revised and will be resent to FAA. If there are more comments those will be taken into account as well.

If you have any other questions or comments regarding this ACDBE goal please let me know.

Thank you.

  
Jacquelynn L. Martinez