



**FY 2026-28 Overall ACDBE Goal Methodology for Concessions Other Than Car Rentals**

**Name of Recipient:** Boulder City Municipal Airport  
(The City of Boulder City)

**Goal Period:** FY 2026-28 (10/1/2025 through 9/30/2028)

**Overall Three-Year Goal:** 1.87%, to be accomplished through 0.00% Race Conscious (RC), and 1.87% Race Neutral (RN)

**Market Area**

The market area is the geographical area in which the substantial majority of firms seeking to do concessions business with the Boulder City Municipal Airport (Airport) are located, and in which the firms that receive the substantial majority of concessions-related revenues are located.

The Airport has determined that its market area for concessions other than car rental includes Clark County, Nye County, Lincoln County and Esmeralda County in Nevada, as well as Mohave County in Arizona.

**Base of Goal**

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

**Gross Receipts for Previous 3 Years - Non-Car Rental Concessions**

Year	Non-Car Rental Concessions Revenue (Gross Receipts)
2022	\$382,500
2023	\$432,610
2024	\$591,910

The Airport estimates that revenues to existing concessions will grow by 5% over the next three years due to increased passenger traffic.

Prior year (2024): \$591,910 + 5% growth (\$29,596) = \$621,506 (2025 projected)

Goal period:

(2026) \$621,506 + 5% (\$31,075) = \$652,581  
 (2027) \$652,581 + 5% (\$32,629) = \$685,210  
 (2028) \$685,210 + 5% (\$34,260) = \$719,470



$$\$652,581 + \$685,210 + \$719,470 = \$2,057,261$$

**\$2,057,261** is the Airport’s base of the goal for non-car rental concessions.

The concession opportunities anticipated during this goal period are:

*Snack Bar, Gifts, and Vending Machines* with estimated gross receipts of **\$2,057,261**.

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 and the estimated average of annual gross revenues are anticipated to be \$200,000 or greater, the Airport 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.

**Goal Calculations**

**Step 1:**

The Step 1 base figure was calculated as follows.

Method: Use Nevada United Certification Program (UCP) ACDBE Directories (<https://ndot.dbesystem.com>) and Census Bureau Data (<https://data.census.gov/cedsci/>).

Concession Activity	NAICS Code	ACDBE Firms	All firms	% Availability
<i>Snack Bar</i>	722515	5	528	0.94%
<i>Gifts</i>	459420	6	202	2.97%
<i>Vending Machines</i>	445132	3	18	16.67%
<b>Totals</b>		<b>14</b>	<b>748</b>	<b>1.87%</b>

When we divide the available ACDBE Firms in the market area (numerator) by all the available firms in the market area (denominator), we arrive at the Step 1 base figure for our overall goal for non-car rental concessions of: **1.87%**.

**Step 2:**

After calculating a base figure of the relative availability of ACDBEs, we examined evidence to determine what adjustment was needed to the Step 1 base figure to arrive at the overall goal.

To reflect as accurately as possible, the ACDBE participation we would expect in the absence of discrimination we have adjusted our base figure by 0%. Our overall goal for non-car rental concessions is **1.87%**.

The data used to determine the adjustment to the base figure was as follows.



## Past Participation

There is no historical ACDBE data to reference to make an adjustment to the Step 1 base figure; therefore, the Airport is adopting its Step 1 base figure of **1.87%** as its overall goal for this 3-year goal period.

The Airport believes this adjusted goal figure will accurately reflect ACDBE non-car rental concession participation that can be achieved during this 3-year period.

Boulder City Municipal Airport has a unique status regarding ACDBE requirements. Classified as a primary airport by the FAA and receiving FAA financial assistance, it must submit an ACDBE Program. The Airport has a privately-owned terminal with concessions, which also must comply with ACDBE program requirements. Although the Airport currently lacks scheduled commercial service and thus is not required to set ACDBE goals, it must still take steps to encourage available ACDBEs to participate as concessionaires when opportunities arise. Given that the snack bar and gift shop exceed the \$200,000 threshold for establishing ACDBE goals, the Airport is proceeding with establishing the 1.87% ACDBE Goal for Concessions Other Than Car Rentals.

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

The Airport will meet the maximum feasible portion of its overall goal by using race-neutral means of facilitating ACDBE participation. The primary measure the Airport will use to encourage race-neutral participation is the active implementation of our race-neutral small business element, required by § 23.26. The small business element is detailed in the Airport's FAA-approved ACDBE Program Plan.

We estimate that, in meeting our overall goal of **1.87%**, we will obtain **1.87%** from race-neutral participation and **0%** through race-conscious measures.

If we project that race-neutral measures, standing alone, are not sufficient to meet the overall goal, we will use the following race-conscious measures to meet the overall goal:

1. The Airport will establish concession-specific goals for particular concession opportunities.
2. The Airport will negotiate with potential concessionaires to include ACDBE participation through direct ownership arrangements or measures, in the operation of the concession.

In order to ensure that our ACDBE program will be narrowly tailored to overcome the effects of discrimination, if we use concession-specific goals, we will adjust the estimated breakout of race-neutral and race-conscious participation as needed to reflect actual ACDBE participation, and we will track and report race-neutral and race-conscious participation separately. For reporting purposes, race-neutral ACDBE participation includes, but is not limited to, the following: ACDBE participation through a prime contract that an ACDBE obtains through customary competitive procurement procedures; ACDBE participation in a concession opportunity that does not have an ACDBE goal; ACDBE participation that exceeds 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.

We will maintain data separately on ACDBE achievements in those contracts with and without concession specific goals and report accordingly.



## Public Participation

In establishing the overall goal, the Airport provided for consultation and publication. This process included consultation with minority, women, and concessionaire groups, community organizations, and other officials or organizations that could be expected to have information concerning the availability of disadvantaged and non-disadvantaged businesses, the effects of discrimination on opportunities for ACDBEs, and the Airport Manager's efforts to establish a level playing field for the participation of ACDBEs. The consultation included a scheduled, direct, interactive exchange with as many interested stakeholders as possible, focused on obtaining information relevant to the goal setting process, and was conducted before the goal methodology was submitted to the operating administration for review. Details of the consultation are as follows.

The consultation engaged in was a teleconference (via Microsoft Teams), which was held on Tuesday, July 22, 2025, at 11:00am local time.

The following comments were received during the course of the consultation:

*<insert comments>*

A notice of the proposed goal was published on the Boulder City Municipal Airport official website (<https://www.flybouldercity.com/721/Doing-Business>) before the methodology was submitted to the Federal Aviation Administration.

If the proposed goal changes following review by Federal Aviation Administration, the revised goal will be posted on Boulder City Municipal Airport official website.

## Sample Public Notice Language

### PUBLIC NOTICE

Boulder City Municipal Airport hereby announces its proposed Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) participation goal of **1.87%**. The proposed goal pertains to federal fiscal years 2026 through 2028 (10/1/2025 - 9/30/2028).

A teleconference (via Microsoft Teams) will be held on Tuesday, July 22, 2025, at 11:00am local time for the purpose of consulting with stakeholders to obtain information relevant to the goal-setting process. Those wishing to participate can phone into the meeting by dialing (984) 204-1608 and when prompted use Conference ID: 758865290#.

The FY 2026-28 Overall ACDBE Goal Methodology for Boulder City Municipal Airport can be viewed on the Airport's website.

**(<https://www.flybouldercity.com/721/Doing-Business>)**