

PROCEEDINGS OF THE LAFAYETTE AIRPORT COMMISSION MEETING OF THE LAFAYETTE REGIONAL AIRPORT OF LAFAYETTE, STATE OF LOUISIANA, TAKEN AT A STAKEHOLDERS FOCUS GROUP MEETING OF JULY 18, 2017 HELD AT 200 TERMINAL DRIVE, LAFAYETTE, LA.

ATTENDANCE

COMMISSION: - Valerie C. Garrett (Chairperson).

ADMINISTRATIVE STAFF: Steven L. Picou (Executive Director), Catina Theriot (Secretary), Rene Cotton (Properties Administrator/DBELO/ACDBELO).

GENERAL AUDIENCE: Judith Dangerfield (Metro Source/CBRE|Heery), Daniel Elsea (Deputy Director), Linda Smith (CBRE|Heery), Michael Reilly (Oakwells), Warren Caudle (Republic Parking), Sharon Griffin (Hertz/Dollar/Thrifty on the call).

Mrs. Cotton stated the purpose of this meeting is to go over the airport concessions and the goals and methodology of the ACDBE program. The airport has an obligation to the FAA to have a stakeholders' meeting to discuss the goals.

Introductions were made while waiting for Mrs. Judith Dangerfield to arrive.

Mrs. Judith Dangerfield, Metro Source, talked about how the ACDBE goals are calculated. Mrs. Dangerfield stated the FAA requires the airport to set up a goal for car rental services and non-car rental services. The car rental goal is calculated by the good and services provided such as detailing, auto repair, janitorial services, and pest control. The non-car rental services are calculated with direct participation. The airport could make the goal for non-car rental through direct participation or joint ventures. There is not a high availability for direct participation. Chairperson Garrett asked if the airport's stakeholders were not aware of the ACDBE program and looking at the overall there has not been participation in the last five years. Mrs. Dangerfield stated the construction goals kick in once the airport has hit a certain dollar amount in revenue. Mrs. Dangerfield stated in the historical records the airport did not have enough revenue to require a goal. This year 2018 may be the first the airport is required to have a concession goal because of the revenue dollars. Chairperson Garrett asked what the dollar value for the goal is to kick in for the concessionaire. Mrs. Dangerfield stated it might be a half million of reporting. Mrs. Cotton stated it is on an average of a three-year period where the airport was performing. Chairperson Garrett stated there might be some misinformation on this. Executive Director Picou stated the concessionaire is doing what they are supposed to but they are operating under being minority owned and not DBE certified. The concessionaire is currently working on becoming DBE certified. Chairperson Garrett asked if the concessionaire is product based as well as good and services. Mrs. Cotton stated that is correct. Chairperson Garrett asked Mr. Reilly if the companies he purchase from are DBE certified. Mr. Reilly stated he has two vendors locally and is working on getting them DBE certified. Mr. Reilly stated one of his distributors for pre-packaged items are minority owned but not DBE certified and this is how Oakwells is meeting their percentages. Mr. Reilly will contact Mrs. Cotton for a conversation on how to get potential DBEs certified or give them the information needed. Mr. Caudle, Republic Parking, asked how long the process takes to get certified. Mrs. Dangerfield stated since it is concessionaire the process is usually six weeks and the only place to get certified is at the New Orleans Airport. The FAA State does not certify ACDBE concessionaires. Mr. Caudle asked about certification and Mrs. Dangerfield stated they would need to get certified with the state and then go to the New Orleans Airport to get the concessionaire certification. Mrs. Dangerfield stated once the airport has the goal established the important thing is to report the goal. There are quarterly reports that get turned into the FAA for monitoring. A goal is set every three years but it is updated annually. The airport would tell the FAA the goal for this period and the reason why.

Mrs. Dangerfield stated car rental agencies is based only on the goods and services that the business usually provides. Car rental agencies usually show a good faith effort. The goal is based on the discretionary

spending. The process for paperwork is the same as non-car rental agencies but there is no revenue amount for them to participate. Chairperson Garrett stated she has gotten questions about car rental services. Services used on car rental agencies on their own lots can use security, pest control, auto detailing, and oil changes that are DBE certified. Chairperson Garrett asked Mrs. Griffin, Hertz, if DBE certified businesses could be used for car rental services or if the process is streamline with National contracts. Mrs. Griffin stated there are National contracts but they have used services such as window repair on-site. Mrs. Griffin stated there are locally owned shops they are seeking out to get ACDBE certified. Mrs. Dangerfield stated if outside DBE certified businesses are interested they need to use reciprocity or go to the New Orleans Airport to get certified for the local car rental agencies. Mrs. Griffin stated there are some companies they use and she will get the list of companies over to Mrs. Cotton. Mrs. Dangerfield stated car rentals are hard to get in because there is no direct participation. Mrs. Dangerfield stated once you are ACDBE certified you can work at any airport.

Mrs. Dangerfield stated the purpose of the meeting is to see if the airport has missed any areas where the ACDBE discretionary funds are being used. Mrs. Cotton stated the numbers that are in front of the stakeholders are from the quarterly reports. Mrs. Dangerfield stated the quarterly reports are what inform this goal setting process. After the public comment period these goals get sent to the FAA. Chairperson Garrett asked how does Republic Parking fit into the process. Mr. Caudle stated there are some things that get purchased but they want them to use vendors they already have contracts with. Mrs. Dangerfield stated there isn't much for parking to partake in but there is a DBE certified supplier of light bulbs. Mr. Caudle asked on the table for ACDBE there is a value of \$64,998.00 with a goal of 2.66% and what makes that 2%. Mrs. Dangerfield stated it is all of the concessions revenue and it should read as weight goal not existing. No other questions and the meeting ended at 4:15 p.m.

The Presentation is available in a digital and audio file at the Lafayette Airport Commission Office at 222 Jet Ranger X Drive. Lafayette. LA 70508.