



OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT
Governmental Center Annex

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MEMORANDUM

DATE: November 1, 2017

TO: Leanne Gomes, Aviation Business Manager
Broward County Aviation Department

THRU: Sandy-Michael McDonald, Director *SM*
Office of Economic and Small Business Development

FROM: Freddy Castillo, Small Business Development Manager *FC*
Office of Economic and Small Business Development

SUBJECT: RLI No.: 20160425-0-AV-01 – Advertising and Display Concession at the Fort Lauderdale-Hollywood International Airport (FLL)
ACDBE Compliance Evaluation

This memorandum supersedes the OESBD memorandum dated October 18, 2017.

The Office of Economic and Small Business Development (OESBD) has conducted a review of the Airport Concession Disadvantaged Business Enterprise (ACDBE) participation for this project. An overview is provided as follows:

The ACDBE Goal for this project: 10%

Met the ACDBE Requirements:

<u>Firms</u>	<u>Category</u>	<u>Contract Amount</u>	<u>Agreed Percentage</u>
• Clear Channel Airports (Prime)			
Garth Solutions, Inc.	ACDBE	\$ 240,000.00	4.80%
Stoner Construction, Inc.	ACDBE	\$ 280,000.00	5.60%
Total		\$ 520,000.00	10.40%

ACDBE Compliance Comments:

Clear Channel Airports (CCA) is deemed compliant with the 10% ACDBE participation goal of this solicitation.

In accordance with the Responsibility Criteria of the solicitation, CCA was provided three (3) business days to respond to the OESBD's request for any missing information. The OESBD initially determined, upon reviewing CCA's submitted Letters of Intent (LOIs) and its documented efforts made to meet the goal, that CCA had failed to meet the goal and had not demonstrated sufficient good faith efforts in trying to do so.

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Prior to the first meeting of the Evaluation Committee (EC), CCA submitted two LOIs with revised participation commitments for two ACDBE subcontractors - Garth Solutions, Inc. and Stoner Construction, Inc. - with the respective participation percentages of 4.8% and 5.6% for a total of 10.4%. Despite listing a cumulative participation commitment of 5.6% for Stoner Construction, Inc., the OESBD found that 1.4% of the services reflected on the LOI were for "General Contracting". Per 49 CFR Part 23.55 construction or build-out services are ineligible to be counted towards the ACDBE goal. During the EC Meeting, CCA clarified for the Committee that the services accounting for the 1.4% were not related to build-out services but were instead for electrical and other ongoing services needed for certain types of advertising displays.

Based on this clarification, the OESBD finds CCA compliant in meeting the established ACDBE goal.

Cc: Donna-Ann Knapp, Small Business Development Specialist, OESBD