

A G E N D A



Recommendation for Council Action (Purchasing)

Austin City Council	Item ID:	6956	Agenda Number	19.
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Meeting Date:	June 9, 2011
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Department:	Purchasing
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Subject

Authorize award and execution of Amendment No. 5 to the contract with BARRY CLARK & ASSOCIATES, INC., Roanoke, TX AND CAMPBELL-HILL AVIATION GROUP LLC Alexandria, VA, for air service market evaluation and development for the Aviation Department in an amount not to exceed \$100,000, and increase the remaining two extension options in an amount not to exceed \$100,000 per extension option, for a revised total contract amount not to exceed \$1,262,500.

Amount and Source of Funding

Funding in the amount of \$100,000 is available in the Fiscal Year 2010-2011 Operating Budget of the Aviation Department. Funding for the remaining extension options is contingent upon available funding in future budgets.

Fiscal Note

There is no unanticipated fiscal impact. A fiscal note is not required.

Purchasing Language:	Contract Amendment.
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Prior Council Action:	November 29, 2007, Council approved initial contract.
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For More Information:	Brenda Helgren, Sr. Buyer/530-7533
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Boards and Commission Action:	Recommended by the Austin Airport Advisory Commission.
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MBE / WBE:	This contract will be awarded in compliance with Chapter 2-9C of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this contract.
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Related Items:	
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Additional Backup Information

The original contract provides air service development expertise to assist the Department of Aviation with developing and presenting data and marketing strategies to new and existing passenger airlines to expand services in/out of Austin-Bergstrom International Airport (ABIA).

The proposed amendment will fund costs associated with additional expenses required for new air service opportunities. The passenger volume in ABIA's service area has grown substantiating such service. The strength of the Central Texas economy and the core strengths of the ABIA service area (high tech, government, university, etc.) make for solid fundamentals.

Additionally, the major airlines are expanding in international markets due to greater profit opportunities than in domestic markets. The airline industry generally is having its best year in many years and is more receptive to new markets.

New air service will position ABIA to support the economic future of Austin's business community and Central Texas.

Contract Summary		
Contract History	Description	Amount
Original Contract	36-month contract (\$150,000 per year)	\$450,000
Amendment No. 1	Increase contract for additional consulting services	\$25,000
Amendment No. 2	Name Change	\$0
Amendment No. 3	Increase contract-Network 2010/Frontier A/L	\$37,500
Amendment No. 4	Exercise 12-month extension option	\$150,000
Proposed Amendment No. 5	Increase contract and increase remaining two 12-month extension options by \$100,000 per year, for new air service opportunities.	\$100,000 (current term)
Remaining extension options	Two remaining 12-month extension options (\$150,000 per year plus \$100,000 increase per year)	\$500,000
	Total contract amount	\$1,262,500