

A G E N D A



Recommendation for Council Action (Purchasing)

Austin City Council	Item ID:	24131	Agenda Number	43.
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Meeting Date:	May 23, 2013
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Department:	Purchasing
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Subject

Authorize award, negotiation, and execution of a 36-month requirements service contract with BARRY CLARK & ASSOCIATES, INC. to provide air cargo and regional market evaluation and development services, and CAMPBELL-HILL AVIATION GROUP, LLC to provide domestic and international air service market evaluation and development services in an estimated amount not to exceed \$950,000 each and combined, with three 12-month extension options in an estimated amount not to exceed \$350,000 per option each and combined, for the Aviation Department in an estimated amount not to exceed \$2,000,000 each and combined.

Amount and Source of Funding

Funding in the amount of \$83,333 is available in the Fiscal Year 2012-2013 Operating Budget of the Aviation Department. Funding for the remaining 32 months of the original contract period and 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:	Best-evaluated proposals received.
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Prior Council Action:	
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For More Information:	Sai Xoomsai Purcell, Senior Buyer, 972-4016
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Boards and Commission Action:	May 14, 2013 - Unanimously approved by the Austin Airport Advisory Commission.
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Related Items:	
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MBE / WBE:	This contract will be awarded in compliance with City Code Chapter 2-9C (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.
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Additional Backup Information

This contract will provide for air service development marketing and consulting expertise to assist the Department of Aviation in developing and presenting data and marketing strategies to new and existing air cargo and passenger airlines in order to expand services in and out of Austin-Bergstrom International Airport (ABIA).

These highly analytical presentations to airlines point out opportunities for increased frequency on existing routes and emphasize opportunities for new non-stop flights to popular destinations. Barry Clark & Associates, Inc., and Campbell-Hill Aviation Group, LLC both have extensive air service development experience. Barry Clark & Associates, Inc. has worked successfully with a wide array of clients including Dallas/Fort Worth International Airport, Atlanta Hartsfield International, Raleigh-Durham, Southwest Airlines, and American Airlines. Campbell-Hill Aviation Group, LLC has extensive experience providing airline and airport clients with planning data, fare analysis, passenger traffic forecast, regional jet impact, and other considerations for route enhancements.

It is recommended that one contract be awarded to both of the proposers due to the specialized expertise of each firm needed to perform the particular scope of work that is required under the solicitation. Moreover, funding for the service is limited to one contract amount provided under one contract. Barry Clark & Associates, Inc. will evaluate the air service potential for ABIA's routes through economic analysis and existing market conditions and provide an additional database and market analysis by geographic area for routes planning and analysis with focus on air cargo and regional opportunities. Campbell-Hill Aviation Group, LLC. will provide consultation and presentation development for major meetings with corporate airlines where the firm has highly developed contacts and/or an extremely successful track record and will provide development analysis on domestic and international air service.

MBE/WBE solicited: 63/42

WBE /WBE bid: 0/0

PRICE ANALYSIS

- a. Adequate competition.
- b. Eight hundred-six notices were sent, including 63 MBEs and 42 WBEs. Two proposals were received. The MBE /WBEs did not respond.
- c. Due to enhancements and requirements that were not requested in the previous contract, a pricing comparison is not available.

APPROVAL JUSTIFICATION

- a. Best-evaluated proposals. Barry Clark & Associates, Inc. and Campbell-Hill Aviation Group, LLC. is the current provider of these services.
- b. The Purchasing Office concurs with the Aviation Department's recommended award.
- c. Advertised in the Austin American-Statesman and on the Internet.