

A G E N D A



Recommendation for Council Action (Purchasing)

Austin City Council

Item ID:

33809

Agenda Number

56.

Meeting Date:

June 26, 2014

Department:

Purchasing

Subject

Authorize award, negotiation, and execution of 36-month requirements service contracts with LEIGHFISHER, INC. to provide airport financial rates and financial planning services, UNISON CONSULTING, INC. to provide airport financial and strategic planning for capital improvement programs, and RICONDO AND ASSOCIATES, INC. to provide airport consolidated rental car facility and customer facility charges analysis, recommendations, and reports in an amount not to exceed \$600,000 each and combined, with three 12-month extension options in an amount not to exceed \$200,000 per extension option each and combined, for a total contract amount not to exceed \$1,200,000 each and combined.

Amount and Source of Funding

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

Fiscal Note

Funding in the amount of \$66,667 is available in the Fiscal Year 2013-2014 Operating Budget of the Aviation Department. Funding for the remaining 33 months of the original contract period and extension options is contingent upon available funding in future budgets.

Purchasing
Language:

Best-evaluated proposals received.

Prior Council
Action:



For More
Information:

Sai Xoomsai Purcell, Senior Buyer Specialist, 512-972-4016

Boards and
Commission
Action:

Recommended by the Austin Airport Advisory Board.

Related Items:

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.

Additional Backup Information

These contracts will provide airport financial and consulting services for the Department of Aviation (DOA). This contract is necessary to provide specialized airport financial skills on an as needed basis which are not available from Aviation finance staff. Services under this agreement include the development and calculation of airline rates and charges to determine landing fees and terminal rental fees, assisting and advising on strategies and implementation of airport financial goals of improving credit ratings and increasing net surplus, assisting with development of capital project financing strategies, and evaluating and recommending the adjustment of the consolidated rental car facility and customer facility charges. These contracts will provide for information, research, and advice related to airport and airline industries. In addition, it will provide for certifications and other determinations as needed. Contractor will assist the DOA Finance Division in developing and implementing industry benchmarks and best practices and provide other consulting services including: surveys, research and commentary, participation in meetings and strategy sessions related to airport management, budgeting, revenue enhancement, concessions management, and Austin Airport Advisory Commission.

Aviation Department is recommending one contract be awarded to all proposers due to the specialized expertise of each firm. LeighFisher, Inc. will provide airport financial rates and charges services including the evaluation and recommendation of airline landing fee and terminal rental fees as well as airport financial planning services to improve credit ratings and increase net surplus. Unison Consulting, Inc. will provide airport financial and strategic planning for capital improvement program including preparation of financial plans related to the construction and financing of capital projects. Ricondo and Associates, Inc. will provide annual reports and recommendations of annual rates of consolidated rental car facility and customer facility charges.

MBE/WBE solicited: 16/7

WBE/WBE bid: 0/0

PRICE ANALYSIS

- a. Adequate competition.
- b. Two hundred sixty-nine notices were sent, including 16 MBEs and 7 WBEs. Three proposals were received. The MBEs/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.
- b. The Purchasing Office concurs with the Department of Aviation's recommended award.
- c. Advertised in the Austin American-Statesman and on the Internet.