

## A G E N D A



## Recommendation for Council Action (Purchasing)

Austin City Council	Item ID:	57861	Agenda Number	29.
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Meeting Date:	May 19, 2016
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Department:	Purchasing
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### Subject

Authorize negotiation and execution of a 60-month contract with SP PLUS CORPORATION, or one of the other qualified offerors to Request For Proposals PAX0127, to provide parking operations management services in an amount not to exceed \$2,133,545, with three 12-month extension options in an amount not to exceed \$459,239 for the first extension option, \$470,720 for the second extension option, and \$482,488 for the third extension option, for a total contract amount not to exceed \$3,545,992.

### Amount and Source of Funding

Funding in the amount of \$142,236 is available in the Fiscal Year 2015-2016 Operating Budget of Aviation. Funding for the remaining 56 months of the original contract period and extension options are contingent upon available funding in future budgets.

### Fiscal Note

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

Purchasing Language:	The Purchasing Office issued a Request for Proposals (RFP) PAX0127 for these goods and services on November 9, 2015 and it closed on February 17, 2016 with four offers received. The recommended offer is the best evaluated offer submitted by a responsible offeror. Additional information on the solicitation is included below the line. The recommended offeror is the current provider for these goods and services.
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Prior Council Action:	
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For More Information:	Sai Xoomsai Purcell, Senior Buyer Specialist, 512-974-3058
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Boards and Commission Action:	May 10, 2016 – Approved by the Airport Advisory Commission on an 8-0-3 vote with Commissioners Albert Black, Luke Legate, and Greg Anderson absent.
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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
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and Women Owned Business Enterprise Procurement Program with 2.11% MBE and 1.78% WBE participation.

#### Additional Backup Information

The contract will provide for the operation and management of the parking facilities and shuttle bus operations at Austin-Bergstrom International Airport (ABIA). The contractor will provide personnel and services to manage ABIA's 24-hour complimentary shuttle bus services and 15,239 parking spaces, which are found on nine surface lots, one employee parking lot, one three level garage, and the ground floor of the newly constructed Consolidated Rental Car Facility.

The shuttle fleet consists of 30 vehicles used in support of the parking operation. The contractor will be responsible for overall management of parking operations to include long term, short term, garage, and valet services. The contractor will staff and provide terminal transfer transportation services in support of airside operations and secondary terminal. Additionally, the contractor will develop and implement marketing and customer service initiatives to promote the ABIA's parking products and services, increase market share, and maximize revenue. The City will reimburse the contractor fully for all authorized expenses associated with the management of parking and transportation services provided.

Conservatively projected, the gross revenue for ABIA parking using a factor of 3% per annum is as follows:

Fiscal Year 2016	\$38,654,707
Fiscal Year 2017	\$39,814,348
Fiscal Year 2018	\$41,008,779
Fiscal Year 2019	\$42,239,042
Fiscal Year 2020	\$43,506,213
Fiscal Year 2021	<u>\$44,811,400</u>
Total	\$250,034,488

An evaluation team with expertise in this area evaluated the offers and scored SP Plus Corporation as the best to provide these services based on the proposed operation, management, and personnel plan, industry experience and qualifications, customer service plan, marketing plan, operating budget, and management fee offer, and local business presence.

This request allows for the development of a contract with a qualified offeror that Council selects. If the City is unsuccessful in negotiating a satisfactory contract with the selected offeror, negotiations will cease with that provider. Staff will return to Council so Council may select another qualified offeror and authorize contract negotiations with this provider.

The current contract expires September 30, 2016. If the City is unable to enter into a contract, management of parking services will not be provided at ABIA.

SP PLUS CORPORATION				
	# months	Contract Amount	Contract Amendment	Revised Amount
Original Term	60	\$ 2,133,545	n/a	n/a
Extension Option 1	12	\$ 459,239	n/a	n/a
Extension Option 2	12	\$ 470,720	n/a	n/a
Extension Option 3	12	\$ 482,488	n/a	n/a
<b>TOTAL</b>	<b>96</b>	<b>\$ 3,545,992</b>	<b>\$ -</b>	<b>\$ -</b>

A complete solicitation package, including a response list, is on file with the City's Purchasing Office and is available on the City's Financial Services Austin Finance Online website. Link: [Solicitation Documents](#).