



CITY OF SANTA BARBARA

COUNCIL AGENDA REPORT

AGENDA DATE: September 11, 2012

TO: Mayor and Councilmembers

FROM: Business & Properties Division, Airport Department

SUBJECT: Contract With Ampco Parking System To Manage And Operate Airport Public Parking Lots

RECOMMENDATION:

That Council approve a three-year Management Agreement, with two one-year options, with Ampco System Parking (aka ABM Parking Services), a California Corporation, to operate the public parking lots at the Santa Barbara Airport, provide shuttle service to Long Term Lot 2 for passengers and employees, and curbside attendant services, effective upon completion of the Airline Terminal Improvement Project.

DISCUSSION:

Background

The Federal Aviation Administration (FAA) regulations include Public Parking Management as a concession activity and require that such services be competitively bid. Staff prepared a Request for Proposals (RFP) to provide management services for the public parking facilities and shuttle bus service between the Airport Airline Terminal and Long Term Parking Lot 2. In addition to the required services, proposers were requested to include experience and cost to provide optional services for valet parking, skycap (curbside attendant) services, and taxicab starter services.

Proposal Process

The Request for Proposals was distributed on March 14, 2012 to known parking companies and the RFP was placed on the Airport's website, www.flysba.com. A mandatory pre-proposal meeting was held on March 27, 2012 with seven companies attending. On April 24, 2012, seven proposals were received which met all of the submittal requirements.

Selection Process

Staff reviewed the proposals and evaluated each on the listed criteria and factors set forth in the RFP. The evaluation criteria include:

- Proposer's overall experience in the services to be provided;
- Proposer's financial condition;
- Proposer's local manager and experience;
- Proposed management fee;
- Proposer's commitment to excellence of service and operation; and
- Compliance with all requirements of RFP.

Once the preliminary evaluation was completed, staff recommended that three proposers, Ace Parking Management, Inc., Ampco System Parking, and Standard Parking, receive follow-up conference calls to verify and elaborate on the information contained in the proposals. Reference calls were also made to airports where each company operates.

While both Standard Parking Corporation and Ace Parking Management, Inc. proposed similar services, there were significant staffing and operational approaches proposed that did not meet the needs of the Airport.

Recommended Parking Management Operator

Based on the proposal criteria, telephone interviews and reference checks, staff recommended that Ampco System Parking proposal be selected as the company that best meets the needs of the City. The selection of Ampco's proposal was based on:

- Ampco operates parking services in 48 states in both airports and public parking garages and the company has provided excellent parking management services for the Airport since 2001;
- The data submitted shows that Ampco is a public corporation and is in sound financial condition;
- Ampco's local management staff is highly regarded, has high standards of performance and is known for outstanding customer service;

- The proposed annual management fee is \$19,500 for the first year, and \$39,000 for each succeeding year of the contract. Ampco had the lowest management fee, of the three semi-finalists;
- The proposal includes lease payments for two new vans replacing shuttle vans with more than 250,000 miles, and includes a CNG van at no cost to the Airport;
- Ampco has a proven record for commitment to excellence of service and operation; and
- Ampco's Proposal was in compliance with all requirements of the RFP.

In addition to the parking management services, the contract agreement includes a scope of services and costs for Ampco to provide Skycap or Curbside Attendant services.

The parking operation office will be located in the Historic Terminal so the effective date of the new agreement will commence when the project is completed.

Airport Commission

At the regularly scheduled meeting on June 20, 2012, Airport Commission unanimously approved the selection of Ampco Parking Systems and the proposed agreement and recommended Council approval.

Ace Parking Management, Inc. – Letter on Selection

Ace Parking Management, Inc. submitted a letter dated June 20, 2012, summarizing Ace's evaluation of the Ampco proposal expressing disagreement with the selection of Ampco as the best proposal meeting the City's needs asserting that Ace's proposal was the most cost effective and was operationally innovative.

Staff re-evaluated both the Ace and Ampco proposals to analyze each of the elements identified in Ace's letter.

Ace's proposed cost savings were achieved by not meeting the operational standards and substantially reducing staffing levels requested in the RFP.

The second staff review and analysis of both proposals prompted by Ace's letter, confirmed that the selection of Ampco System Parking's proposal best meets the needs of the City.

BUDGET/FINANCIAL INFORMATION:

There are sufficient funds in the Fiscal Year 2013 Airport Operating budget for the first year costs of the new Parking Management Agreement. The cost of providing services in each subsequent year will be negotiated during the budget process for each year of the contract and must be approved by the Airport.

PREPARED BY: Hazel Johns, Assistant Airport Director

SUBMITTED BY: Karen Ramsdell, Airport Director

APPROVED BY: City Administrator's Office