



San Francisco International Airport

MEMORANDUM

April 18, 2023

TO: AIRPORT COMMISSION
Hon. Malcolm Yeung, President
Hon. Everett A. Hewlett Jr.
Hon. Jane Natoli
Hon. Jose F. Almanza

23-0094

APR 18 2023

FROM: Airport Director

SUBJECT: Award of Contract No. 50337 to SP Plus SF Joint Venture for Management and Operations of Airport Public and Employee Parking Facilities

DIRECTOR'S RECOMMENDATION: (1) AWARD CONTRACT NO. 50337 TO SP PLUS SF JOINT VENTURE FOR MANAGEMENT AND OPERATIONS OF AIRPORT PUBLIC AND EMPLOYEE PARKING FACILITIES IN AN AMOUNT NOT TO EXCEED \$214,947,987 FOR A TERM OF FIVE YEARS, AND (2) DIRECT THE COMMISSION SECRETARY TO REQUEST APPROVAL OF THE CONTRACT FROM THE BOARD OF SUPERVISORS UNDER SECTION 9.118 OF THE SAN FRANCISCO CHARTER.

Executive Summary

The existing Contract No. 50107.01, for management and operation of Airport public and employee parking facilities, with New South Parking – California GP will expire on June 30, 2023. Staff seeks Airport Commission (Commission) award of Contract No. 50337 for management and operations of Airport public and employee parking facilities to SP Plus SF Joint Venture in an amount not to exceed \$214,947,987 for a term of five years. SP Plus SF Joint Venture is comprised of the current prime joint venture partner SP Plus Corporation and SF Parking, LLC, a certified Airport Concession Disadvantaged Business Enterprise (ACDBE) and Local Business Enterprise (LBE). In this new Joint Venture, SP Plus Corporation is elevating SF Parking, LLC from its current role as a subcontractor to a joint venture partner to continue its commitment to diversity, equity, and inclusion.

Background

The Airport has over 22,000 public and employee parking spaces. The selected firm will be responsible for managing and operating the public and employee parking facilities throughout the Airport. This firm will provide, monitor, and train staff with payment options; provide excellent customer service; utilize the Airport's technology systems including the Parking Access and Revenue Control System (PARCS) and License Plate Recognition System to effectively manage, verify, and reconcile revenue collection and access control; manage employee parking permit fees and service; provide, manage, and train security staff with security options; and maintain parking facilities and support services.

THIS PRINT COVERS CALENDAR ITEM NO. 2

AIRPORT COMMISSION CITY AND COUNTY OF SAN FRANCISCO
LONDON N. BREED MALCOLM YEUNG EVERETT A. HEWLETT, JR. JANE NATOLI JOSE F. ALMANZA IVAR C. SATERO
MAYOR PRESIDENT AIRPORT DIRECTOR

Staff has reviewed the Federal Aviation Administration (FAA) regulations and determined that this contract would be classified under the ACDBE Program. Although there is no ACDBE contract goal included in this opportunity, there is a Small Business Enterprise (SBE) goal of 23.3%. The selected firm is committed to achieving the goal, through its joint venture partnership with SF Parking, LLC, a certified ACDBE Hispanic American woman-owned firm and LBE and its commitment to subcontract with additional ACDBE-certified firms that Staff verified as meeting the SBE program criteria.

On December 6, 2022, by Resolution No. 22-0185, the Commission authorized Staff to issue Request for Proposals (RFP) No. 50337 for management and operations of Airport public and employee parking facilities and to conduct negotiations with the highest-ranking firm.

On January 20, 2023, the Airport received two proposals. Both firms met the minimum qualifications.

The Selection Process

A five-member evaluation panel reviewed the qualifying proposals and scored them against the evaluation criteria set forth in the RFP. The panelists were: an Airport Parking Operations Manager at the Port of Oakland; Senior Manager of Commercial Revenue Development at Seattle-Tacoma International Airport; Security Access Office Manager at San Francisco International Airport (SFO), Director of Budget & Capital Planning at SFO, and Acting Chief Information Officer at SFO. On February 24, 2023, the two proposers participated in oral interviews.

The maximum points allotted for this RFP is 1,000. The results of the evaluation process are set forth in the table below:

<u>Proposer Name</u>	<u>Score (out of 1000)</u>
1) SP Plus SF Joint Venture	838.75
2) ABM Aviation Inc.	768.00

SP Plus SF Joint Venture is the highest-ranked proposer, and Staff has successfully negotiated the scope of work, billing rates, and fees with SP Plus SF Joint Venture. The term for Contract No. 50337 will be five years.

A Notice of Intent to Award was issued on March 8, 2023. On March 14, 2023 and again on March 30, 2023, the Airport received a letter of protest from ABM Aviation Inc. After a careful review of the assertions in the letters and in consultation with the City Attorney’s Office, Airport staff determined that the protest has no merit and responded to each letter accordingly.

As the Contract exceeds \$10,000,000, pending Commission authorization, the Airport will request the Board of Supervisors to approve this Contract as required by San Francisco Charter Section 9.118(b).

Recommendation

I recommend this Commission (1) award Contract No. 50337 to SP Plus SF Joint Venture for management and operations of Airport public and employee parking facilities in an amount not to exceed \$214,947,987 for a term of five years, and (2) direct the Commission Secretary to seek approval of Contract No. 50337 from the Board of Supervisors pursuant to Section 9.118 of the San Francisco Charter.



Ivar C. Satero
Airport Director

Prepared by: Kevin Bumen
Chief Financial and Commercial Officer

Attachment