

Terminal Development Program Update with Solicitation Briefings

B Session

April 3, 2024

Jesus H. Saenz, Jr., IAP, Director, Aviation



Agenda

- **Air Service & Terminal Development Program (TDP) Update**
- **FY 2024 SA Airport System Grant Summary**
- **Solicitation Briefings**
 - Post-solicitation Briefing for Parking Optimization at San Antonio International Airport
 - Pre-solicitation Briefing for Security Services at San Antonio International Airport

Update Since Last Terminal Development Program (TDP) Briefing

2

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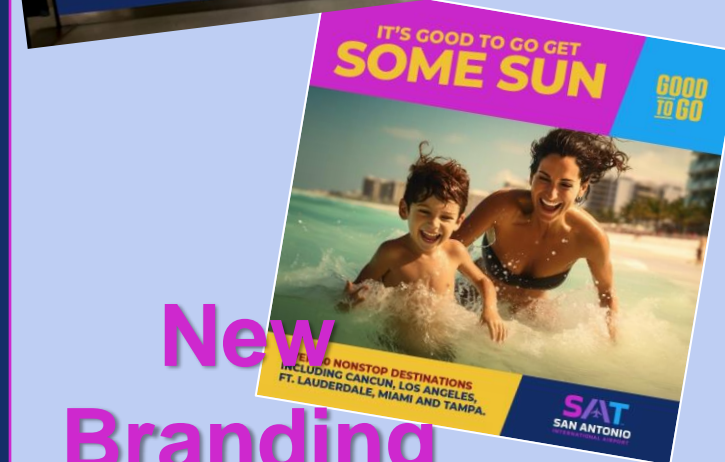
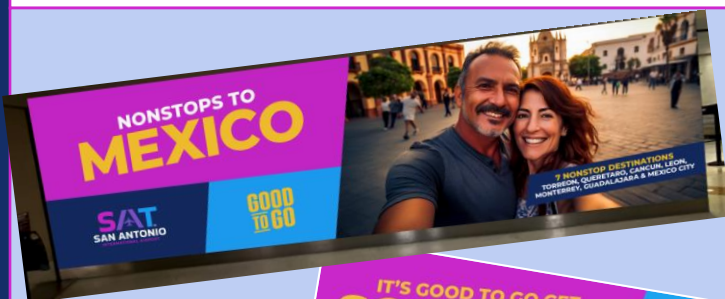
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4

New Logos

SAT
SAN ANTONIO
INTERNATIONAL AIRPORT

SSF
STINSON
MUNICIPAL AIRPORT



New Branding Campaigns

PHILLY,
FASTER

SAT
SAN ANTONIO
INTERNATIONAL AIRPORT

American



New & Additional Service



viva

SAN ANTONIO
INTERNATIONAL AIRPORT



spirit

SAN ANTONIO
INTERNATIONAL AIRPORT



condor



Another Record Broken @

SAT
SAN ANTONIO
INTERNATIONAL AIRPORT

Terminal Development Program Status:

Accomplishments Since Last Council Briefing

- Construction Manager at Risk (CMR) Notice to Proceed Issued: February 19, 2024
- On-going design services & commencing with preconstruction services



FY 2024 Grants Summary

FY 2024 Grant Summary

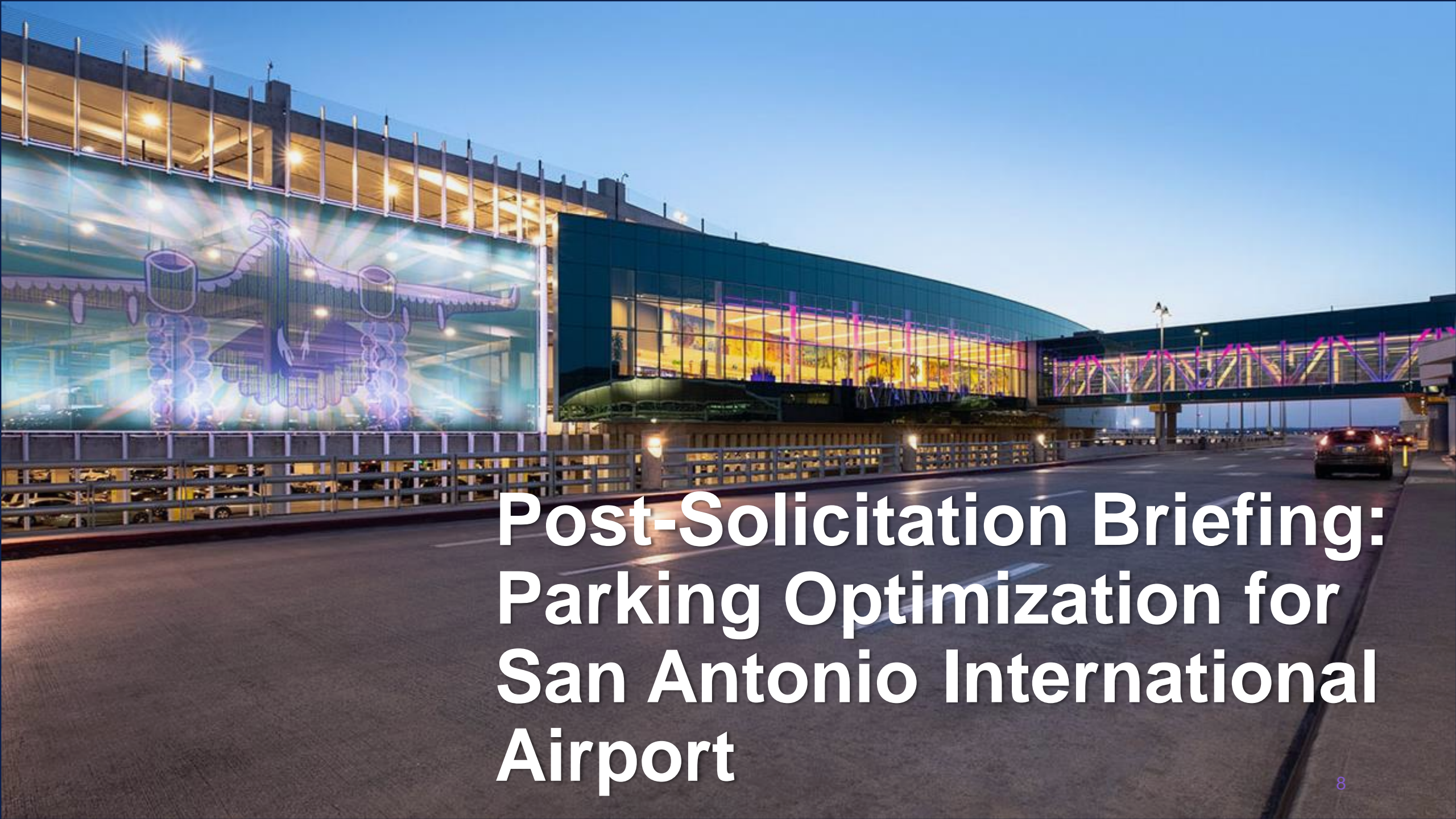
FY 2024

- Awarded \$30 Million in grant funds
- Potential additional grant funding up to \$25.6 Million

FY 2025

- Planning to seek between \$70M to \$300M in support of TDP & airfield programs



A photograph of the San Antonio International Airport terminal at dusk. The terminal is a long, modern building with a large glass facade. A large, illuminated silhouette of a commercial airplane is visible on the left side of the glass. The interior lights are on, and the sky is a deep blue. In the foreground, there is a parking lot with a few cars and a road with a car driving away. The text "Post-Solicitation Briefing: Parking Optimization for San Antonio International Airport" is overlaid in white on the bottom right of the image.

Post-Solicitation Briefing: Parking Optimization for San Antonio International Airport

**FY 2023: Parking
generated
\$31 Million in
Non-Aeronautical
Revenue**



**Current
Parking Program**

- Consistent capacity issues during peak travel
- Static pricing & lack of parking innovative options in place at other airports
- One of the last medium hub airports to self-operate

Schedule



September 28, 2022
Pre-Solicitation B Session



March 14, 2023
Release of Solicitation Documents



June 9, 2023
5 Responses Received; due diligence performed



October 24, 2023
Evaluation Committee Met & Scored 5 Responses



November 7, 2023
Interviews with 4 Firms;
Negotiations initiated with selected respondent



April 3, 2024
Post-Solicitation B Session with target Council Date of
April 11, 2024

Evaluation Committee

- **Assistant City Manager** Jeff Coyle
- **Director, Aviation** Jesus H. Saenz, Jr. IAP
- **Assistant Director, Aviation** Ryan Rocha, A.A.E., IAP
- **Assistant Director, Aviation** Jennifer Mills Pyscher
- **Assistant Director, ITSD** John Rodriguez
- **Banking Officer, Finance** Rozeanne Cantu
- **Director of Parking and Ground Transportation, Houston Airport Systems** Walt Gray

Scoring Considerations

- Experience at similarly-sized airports
- Demonstrated ability to drive increased revenue
- Innovative products to elevate passenger experience
- Strong compensation package to existing COSA Parking Employees
- Knowledge of data security, system integrity and compliance with government regulations

Initial Scoring Matrix

RFP for Parking Optimization - San Antonio International Airport (23-002; 6100015572) Score Summary INITIAL EVALUATION OCTOBER 24, 2023	Maximum Points	SP Plus Corporation 16200 Brookpark Road, 2nd Floor Cleveland, OH 44135	ACE Parking III, LLC 645 Ash St. San Diego, CA 92101	ABM Aviation, Inc. 14141 Southwest Freeway, Suite 425 Sugar Land, TX 77479	LAZ Parking Texas, LLC One Financial Plaza, 14th Floor Hartford, CT 01603	TPS Parking Management, LLC 200 West Monroe, Ste. 1500 Chicago, IL 60606
A - Experience, Background, Qualifications	40	35.07	31.57	29.64	25.71	13.64
B - Proposed Plan	40	32.79	30.79	27.14	24.43	13.86
A - B Sub-Total	80	67.86	62.36	56.78	50.14	27.50
C - Financial Submission	20	16.09	18.89	19.13	18.34	10.04
TOTAL SCORE	100	83.95	81.25	75.91	68.48	37.54
RANK BASED ON TOTAL SCORE		1	2	3	4	5

Final Scoring Matrix

RFP for Parking Optimization - San Antonio International Airport (23-002; 6100015572) Score Summary FINAL EVALUATION NOVEMBER 7, 2023	Maximum Points	SP Plus Corporation 16200 Brookpark Road, 2nd Floor Cleveland, OH 44135	ACE Parking III, LLC 645 Ash St. San Diego, CA 92101	ABM Aviation, Inc. 14141 Southwest Freeway, Suite 425 Sugar Land, TX 77479	LAZ Parking Texas, LLC One Financial Plaza, 14th Floor Hartford, CT 01603
A - Experience, Background, Qualifications	40	38.00	32.14	24.79	23.57
B - Proposed Plan	40	36.93	31.64	23.36	23.14
A - B Sub-Total	80	74.93	63.78	48.15	46.71
C - Financial Submission	20	16.09	18.89	19.13	18.34
TOTAL SCORE	100	91.02	82.67	67.28	65.05
RANK BASED ON TOTAL SCORE		1	2	3	4

Term

- Initial Term: 10 years
- Options: 2, 5-year periods

Effective Start Date:

- SP+ will commence as parking operator for SA International Airport by or before 70 days from City Council's approval of the contract

Passenger Impact

- New technologies will start unveiling in late Summer/early Fall

Airport Concessions Disadvantaged Business Enterprise

- Goal: 9% of total gross expenses
- SP+ committed to 30% of total gross expenses

Management Agreement

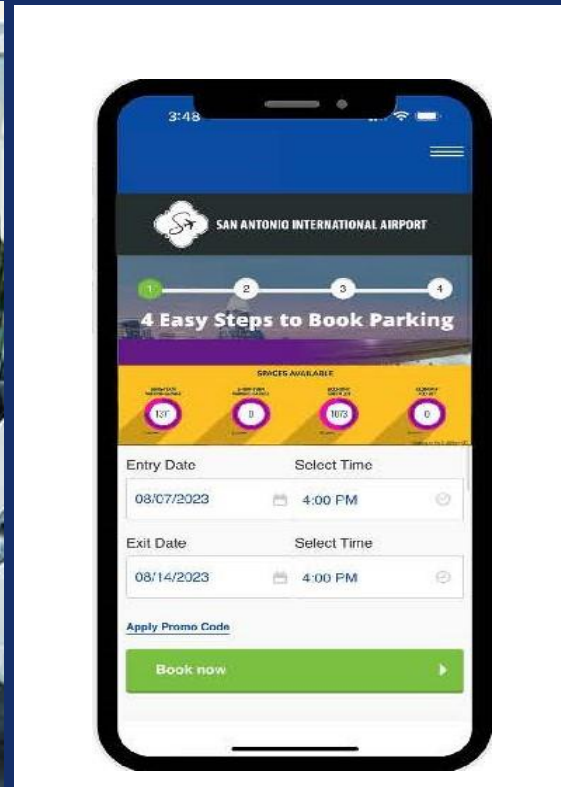
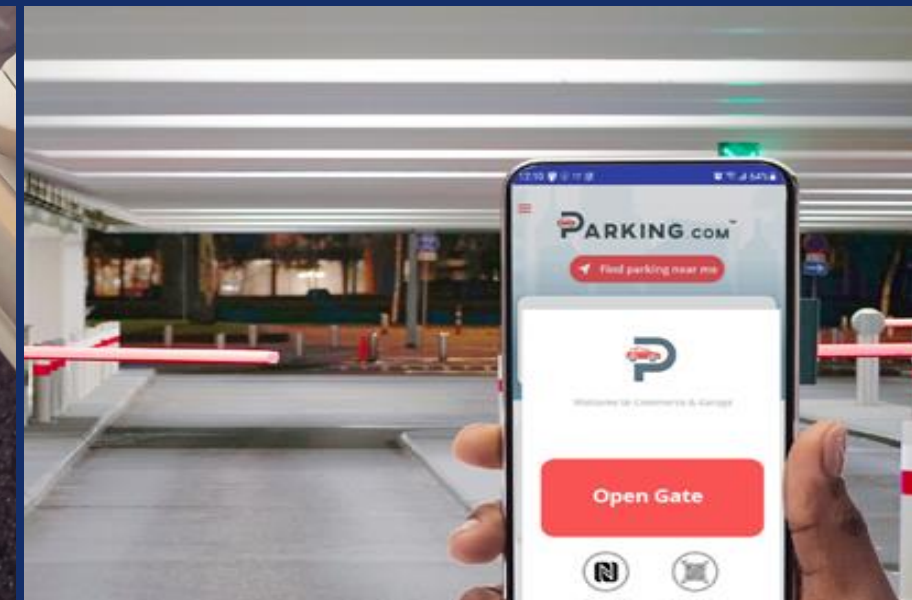
- Management Fee for Year 1: \$282,000
- Subsequent years: Increase by 3% annually

Anticipate Revenues Generated

- In first 10 years, anticipate \$376 million to be deposited into the Airport Operating and Maintenance Fund (\$309 million if COSA continued)

Incentive Based Revenue Sharing

- Applies only to “new revenues” created directly by parking operator
- Graduated % based upon Year-Over-Year revenue increase
 - 2.5% of revenue for \$0-\$4M increase
 - 5% of revenue for \$4M-\$8M increase
 - 7.5% of revenue



SP+

- Trained staff to operate & maintain a 24 hour/daily parking, valet, ground transportation operation to include shuttle operations & security
- Purchase & installation of new equipment
- Digital reservation services & other marketing efforts

Aviation

- Contract administration & compliance
- City sets maximum daily parking rates
- Infrastructure integrity
- Assignment of current assets for initial use by SP+

Employees



Communications

- **18** Briefings with Aviation Leadership
- **150** HR Meetings with Employees 1:1
- **3** Professional Development Workshops



Employees/Positions

- **34** Employees staying with Aviation/COSA or position will be in-lieu'd
- **8** Employees considering staying with new operator or retiring from COSA
- **5** Positions will be eliminated



Pre-solicitation Briefing: Security Services for San Antonio International Airport

Security Services for San Antonio Airport

Scope of Services

Selected Respondent will manage a program to provide supervised, security personnel for the services that include, but not limited to:

- Access monitoring at sterile area exit lane
- Inspection services throughout airport campus
- Duties involving elevated National Terrorism Advisory System security incidents
- Customer service at checkpoint entry lanes
- Other security duties as needed

Contract Terms

- **Estimated Contract Value:** \$8 Million
- **Term:** 3 years with 2, 1-year options
- **Funding Sources:** Aviation Operating and Maintenance Fund

Evaluation Committee

- **Assistant City Manager** Jeff Coyle
- **Assistant Director, Aviation** Ryan Rocha
- **Security Manager, Aviation** Stephen Newman
- **Airport Police Captain, SAPD** Capt. Anthony Maziek
- **AICC Manager, Aviation** Monica McKnight
- **Sr. Management Coordinator, Aviation** Crystal Sanchez
- **Airport Security Coordinator, Houston Airport System** Roberto Reyescotto

Evaluation Criteria

- **Experience, Background and Qualifications** - 40 points
- **Proposed Plan** - 40 Points
- **Pricing** - 15 Points
- **SBEDA** - 5 Points

Terminal Development Program Update

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