



# City of San Antonio

## Agenda Memorandum

**File Number:**

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**Agenda Item Number:** 4

**Agenda Date:** January 12, 2023

**In Control:** City Council A Session

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**DEPARTMENT:** Finance Department

**DEPARTMENT HEAD:** Troy Elliott

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Annual Contract for Pressure Washing Services for San Antonio International Airport

**SUMMARY:**

This ordinance authorizes a contract with Hazcore Environmental, Inc. to provide commercial power washing services at the San Antonio International Airport for an estimated cost of \$292,000.00 annually, beginning upon award and ending September 30, 2025, with the option for the City to renew for two additional, one year periods, and an estimated total cost of \$1,460,000.00 over the entire contract term, including renewal options. Funding for the first year of the contract in the amount of \$292,000.00 is available from the FY 2023 Airport Operating and Maintenance Fund Budget. Funding for subsequent years of the contract in the amount of \$1,168,000.00 is contingent upon City Council approval of the departments annual budget. [Ben Gorzell Jr., Chief Financial Officer; Troy Elliott, Deputy Chief Financial Officer, Finance]

**BACKGROUND INFORMATION:**

Submitted for City Council consideration and action is a proposal submitted by Hazcore Environmental, Inc., to provide commercial power washing services for the San Antonio International Airport to remove contaminants such as surface oxidation, black algae, mold, dirt, grime, food, beverage spills, grease, oil, gum, tar, and other foreign substances from concrete,

pavers, stone, and other hard surfaces utilizing a non-destructive process for each type of flat or vertical surface material. Additionally, these services will be utilized to power wash the exterior of Aviation's shuttle buses. These services are required to ensure the appearance of the airport remains attractive and clean.

The City issued a Request for Competitive Sealed Proposal (RFCSP) for "Annual Contract for Pressure Washing Services for San Antonio International Airport" (RFCSP 22-021, 6100014807) on March 10, 2022 with a submission deadline of May 2, 2022. The RFCSP was advertised in the San Antonio Express News, TVSA channel, the City's Bidding & Contracting Opportunities website, the San Antonio e-Procurement System (SAEPS) and an email notification was released to a list of potential Respondents. Six proposals were received. Four proposals were deemed non-responsive by the Economic Development Department due to respondents' failure to meet the Small Business Economic Development Advocacy (SBEDA) Program subcontracting requirement. One proposal was deemed non-responsive due to respondent's failure to submit the required proposal documents, thus the proposal could not be evaluated. Hazcore Environmental, Inc. is recommended for contract award based on the City's standard RFCSP evaluation process.

The evaluation committee met on September 27, 2022, to evaluate the one responsive proposal. The evaluation committee consisted of representatives from Aviation, Convention & Sports Facilities, and Center City Development and Operations Department. The Finance Department, Purchasing Division assisted by ensuring compliance with City procurement policies and procedures. The proposal was evaluated based on the firm's experience, background, qualifications, proposed plan, and price schedule. Additional categories of consideration included references and financial qualifications. After committee review and evaluation, Hazcore Environmental, Inc. was recommended for award by the evaluation committee based on consensus scoring.

The initial term of the agreement shall be for the period upon award by City Council through September 30, 2025, with two one-year renewal options.

#### **ISSUE:**

This contract will provide commercial power washing services for the San Antonio International Airport to remove contaminants such as surface oxidation, black algae, mold, dirt, grime, food, beverage spills, grease, oil, gum, tar and other foreign substances from concrete, pavers, stone, and other hard surfaces utilizing a non-destructive process for each type of flat or vertical surface material. Additionally, these services will be utilized to power wash the exterior of Aviation's shuttle buses. These services are required to ensure the appearance of the airport remains attractive and clean.

This contract will be awarded in compliance with the Small Business Economic Development Advocacy (SBEDA) Program. Hazcore Environmental, Inc., has committed to satisfying 30% Minority and/ or Women-Owned Business Enterprise (M/WBE) subcontracting goal and 30% African American Business Enterprise (AABE) subcontracting goal.

This award is an exception to the Local Preference Program.

The Veteran-Owned Small Business Preference Program does not apply to non-professional service contracts, so no preference was applied to this contract.

**ALTERNATIVES:**

Should this contract not be approved, the San Antonio International Airport may be required to process individual procurements to provide the pressure washing services on an as-needed basis thus affecting the appearance of the San Antonio International Airport or use Aviation Department staff to perform the work which may result in overtime and/or reduced staff capacity for other duties.

**FISCAL IMPACT:**

This ordinance authorizes a contract with Hazcore Environmental, Inc. to provide commercial power washing services at the San Antonio International Airport for an estimated cost of \$292,000.00 annually, beginning upon award and ending September 30, 2025, with the option for the City to renew for two additional, one year periods, and an estimated total cost of \$1,460,000.00 over the entire contract term, including renewal options. Funding for the first year of the contract in the amount of \$292,000.00 is available from the FY 2023 Airport Operating and Maintenance Fund Budget. Funding for subsequent years of the contract in the amount of \$1,168,000.00 is contingent upon City Council approval of the departments annual budget.

**RECOMMENDATION:**

Staff recommends approval of an ordinance for acceptance of a contract with Hazcore Environmental, Inc., to provide commercial power washing services at the San Antonio International Airport for an estimated total cost of \$1,460,000.00 beginning upon award and ending September 30, 2025, with the option for the City to renew for two additional, one year periods.

This contract was procured by means of a Request for Competitive Sealed Proposal and a Contracts Disclosure Form is required.