

Parking Optimization at San Antonio International Airport

Item 21

April 11, 2024

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



**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



October 24, 2023
Evaluation Committee Met &
Scored 5 Responses



March 14, 2023
Release of Solicitation
Documents



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



June 9, 2023
5 Responses Received; due
diligence performed



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 Pysher**
- **Assistant Director, ITSD John Rodriguez**
- **Banking Officer, Finance Rozeanne Cantu**
- **Director of Parking and Ground Transportation, Houston Airport System 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

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

<p>RANK BASED ON TOTAL SCORE</p>	<p>1</p>	<p>2</p>	<p>3</p>	<p>4</p>
----------------------------------	----------	----------	----------	----------

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

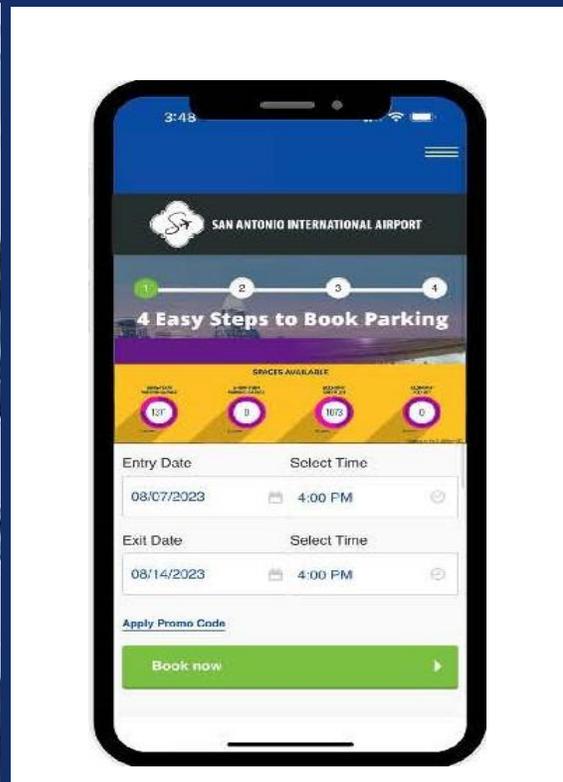
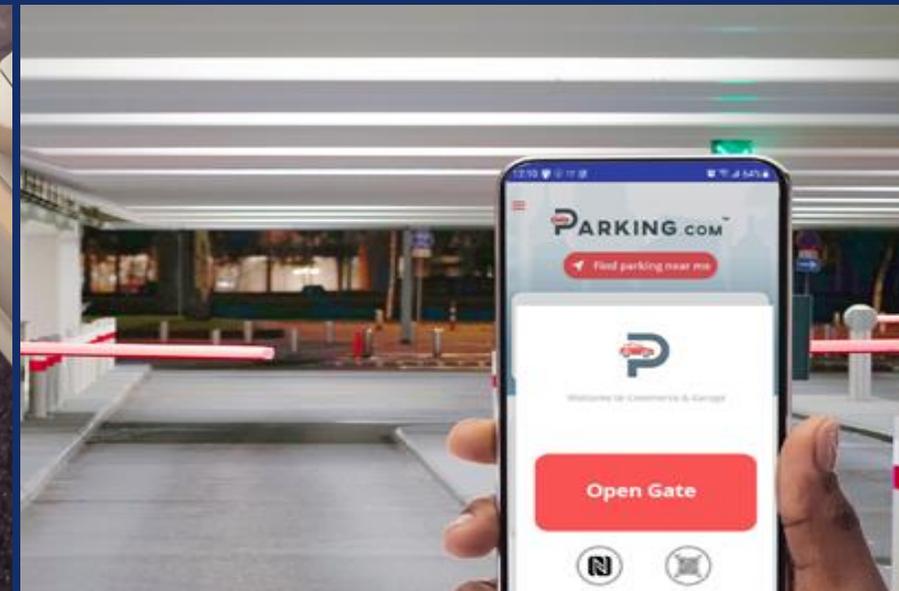
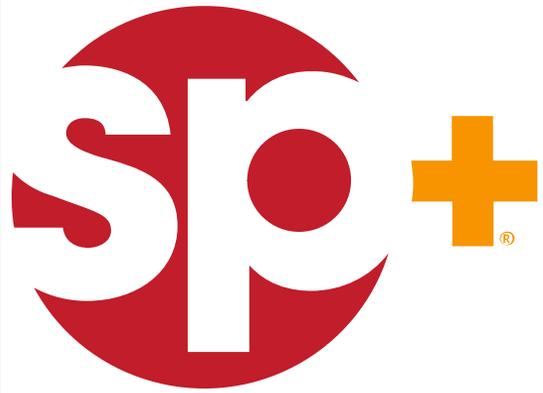
- Management Fee for Year 1: \$282,000
- Subsequent years: Increase by 3% annually

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

- Meetings with Employees & the operator began this week

Parking Optimization at San Antonio International Airport

Item 21

April 11, 2024

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

