

# 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

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

# Final Scoring Matrix

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

## 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

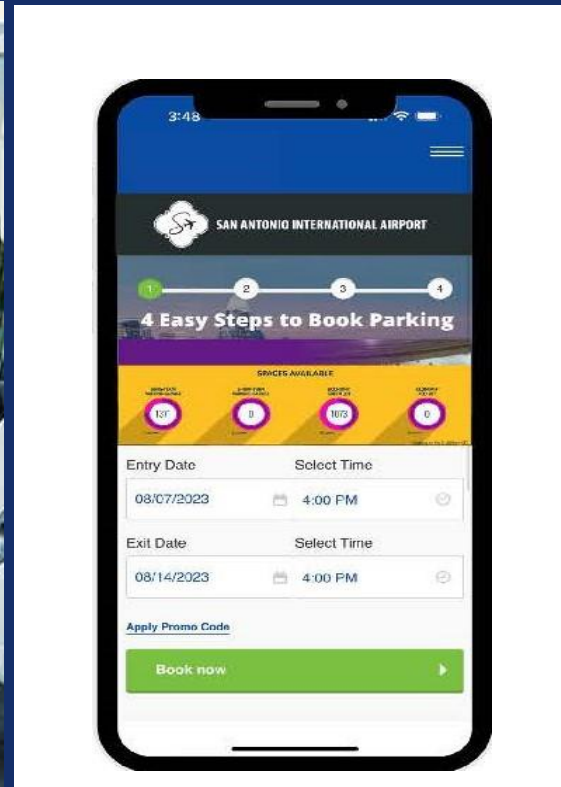
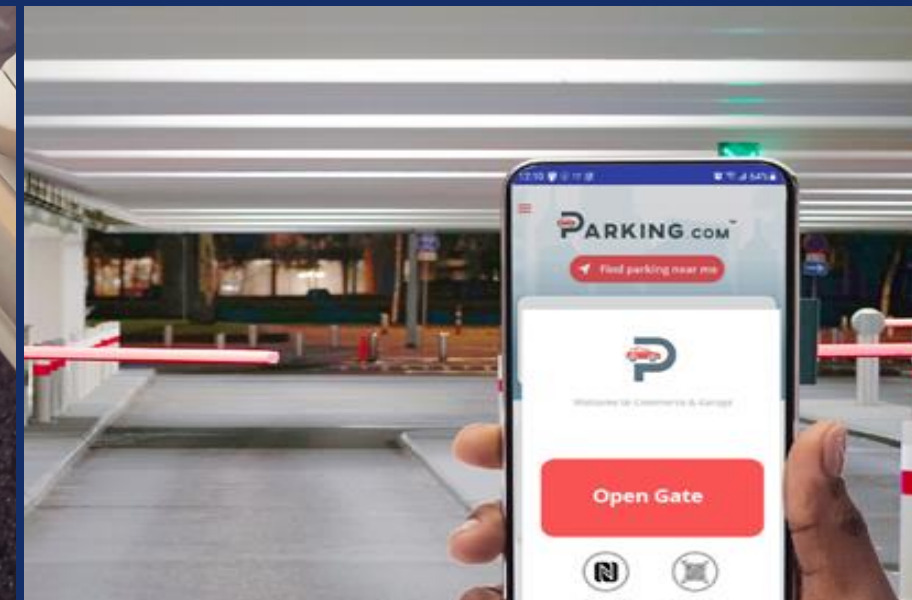
- Management Fee for Year 1: \$282,000
- Subsequent years: Increase by 3% annually

## 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



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