

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**

DEPARTMENT: Aviation

AGENDA DATE: March 17, 2020

CONTACT PERSON/PHONE: Monica Lombrana, AAE – Chief Operations and Transportation Officer 915-212-7301
Bruce D. Collins – Purchasing & Strategic Sourcing Director 915-212-1181

DISTRICT(S) AFFECTED: All

STRATEGIC GOAL: NO. 1: Create an Environment Conducive to Strong, Sustainable Economic Development

SUBJECT:

Discussion and action on the award of Solicitation No. 2020-487R Financial and Planning Services to Garver, LLC and Ricondo & Associates, Inc., for an initial three (3) year estimated award of \$1,500,000.00. The award is to include two (2) additional terms of one (1) years each for an estimated amount of \$1,000,000.00 for a total five (5) year estimated amount of \$2,500,000.00 The consultants will perform planning and financial consulting services in connection with the El Paso International Airport.

BACKGROUND / DISCUSSION:

City of El Paso Department of Aviation requested proposals from qualified professional Airport Planning and Financial consultants to provide professional services for the El Paso International Airport (EPIA). Projects will be tasked as deemed necessary to complete various efforts (i.e. CIP, Financial, Operational, Airspace, etc.)

SELECTION SUMMARY:

Solicitation was advertised on December 17, 2019 and December 24, 2019. The solicitation was posted on City website on December 17, 2019. The email (Purmail) notification was sent out on December 19, 2019. Total of fifty five (55) bidders were solicited; six (6) local vendors. Two (2) proposals were received; none local vendors. An Inadequate Competition Survey was conducted.

CONTRACT VARIANCE:

The difference based on the comparison to the previous contract is an annual increase of 100%. Said increase is due to contract being awarded to two (2) vendors. The annual allocation remains \$250,000.00 per year.

PROTEST

☒ There was no protest received for this requirement.

☐ Protest received.

PRIOR COUNCIL ACTION:

BOARD / COMMISSION ACTION:

N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD: _____

**COUNCIL PROJECT FORM
(Request for Proposals)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **REGULAR** agenda for the Council Meeting of **March 17, 2020**

STRATEGIC GOAL: NO. 1 – Create an Environment Conducive to Strong, Sustainable Economic Development

The linkage to the Strategic Plan is subsection 1.4 Grow the core business of air transportation. This contract will allow the airport to obtain advanced planning and financial assistance on an as-needed basis.

Award Summary:

Discussion and action on the award of Solicitation No. 2020-487R Financial and Planning Services to Garver, LLC and Ricondo & Associates, Inc., for an initial three (3) year estimated award of \$1,500,000.00. The award is to include two (2) additional terms of one (1) years each for an estimated amount of \$1,000,000.00 for a total five (5) year estimated amount of \$2,500,000.00 The consultants will perform planning and financial consulting services in connection with the El Paso International Airport.

Contract Variance:

The difference based on the comparison to the previous contract is an annual increase of 100%. Said increase is due to contract being awarded to two (2) vendors. The annual allocation remains \$250,000.00 per year.

Department:	Aviation
Award to Vendor 1:	Garver, LLC North Little Rock, AR
Initial Term:	3 years
Option:	One (1) additional term of two (2) years
Annual Estimated Award:	\$250,000.00
Initial Term Estimated Award:	\$750,000.00 (3 years)
Option Total:	\$500,000.00 (2 years)
Total Estimated Award:	\$1,250,000.00 (5 years)
Account No.:	562-3000-62030-521160
District(s):	All

Department:	El Paso International Airport
Award to Vendor 2:	Ricondo & Associates, Inc. Chicago, IL
Initial Term:	3 years
Option:	One (1) additional term of two (2) years
Annual Estimated Award:	\$ 250,000.00
Initial Term Estimated Award:	\$750,000.00 (3 years)
Option Total:	\$500,000.00 (2 years)
Total Estimated Award:	\$1,250,000.00 (5 years)
Account No.:	562-3000-62030-521160
District(s):	All

This is a Request for Proposal, service contract.

The Purchasing & Strategic Sourcing and the Aviation departments recommend award as indicated to Garver, LLC and Ricondo & Associates, Inc., the highest ranked proposers based on evaluation factors established for this procurement.

In addition, it is requested that the City Attorney's Office review and that the City Manager be authorized to execute any related contract documents necessary to effectuate this award. In accordance with this award, the City Manager or designee is authorized to exercise future options if needed.

City of El Paso Request for Proposals

PROJECT: 2019-487R Financial & Planning Services

MAX POINTS

Garver, LLC

Ricondo & Associates,
Inc.**Factor A - Proposal Cost**

Provide a full description of the marketing strategies used by the Proposer for leases and disposition of properties. Submit sample deliverables and marketing material.

35

35.00

26.61

Factor B - Experience and Qualifications

- The project manager and/or consultant team shall possess at least five years of management, technical expertise and qualifications directly related to Airport Financial and Planning Services.
- The project manager and/or consultant team shall have worked with large, medium, and small-hub airports. Provide five (5) examples, with at least one (1) example performed at each of the three (3) hub sizes.
- The project manager and/or consultant team shall have completed projects requiring flexible or on-demand scheduling so as to meet the Airport Sponsor's needs, and within an pre-identified budget for the given task.
- The project manager and/or consultant team shall have facilitated meetings and workshops, prepared working papers, graphics, and associated support documents and studies. Examples include rates and charges calculations, PFC and CFC applications and reports, airline agreements, and airport and airspace planning and design.
- The project manager and/or consultant team shall have provided representation and assistance with federal, state, and local agencies.
- The consultant team shall demonstrate qualified personnel and sub-consultants with at least 5 years of experience, and with readily available resources to accomplish all the services described in this solicitation.

35

31.00

33.67

Factor C - Quality Assurance/Quality Control

- The consultant shall present a detailed QA/QC policy and methodology including implementation responsibility

15

9.33

13.33

Factor D - Value Added

- The planning consultant shall present additional qualifications which bring added value related to Airport Financial and Planning Services. An example may include sub-contracting abilities with firms not generally associated with airports, but for which past strategic partnerships have provided an Airport Sponsor added value, or any non-conventional technologies or methodologies which enhance Airport Financial and Planning Services.

15

11.00

12.00

TOTAL SCORE

100

86.33

85.61



CITY OF EL PASO
REQUEST FOR QUALIFICATIONS TABULATION FORM



Bid Opening Date: January 22, 2020

Solicitation #: 2020-487R

Project Name: Financial and Planning Services

Department: Airport

BIDDER'S NAME:	LOCATION:	AMENDMENT(S) ACKNOWLEDGED:
Garver, LLC	North Little Rock, AR	Yes
Ricondo & Associates, Inc.	Chicago, IL	Yes
RFQs SOLICITED: 55 LOCAL RFQs SOLICITED: 6 RFQs RECEIVED: 2 LOCAL RFQs RECEIVED: 0 NO BIDS: 0		

NOTE: The information contained in this RFQ tabulation is for information only and does not constitute actual award/execution of contract.

Approved: CG
Date: 1/28/2020

GLOBAL AVIATION ASSOCIATES
1800 K STREET NW
SUITE 1104
WASHINGTON, DC 20006

GRW WILLIS INC
1161 CORPORATE DRIVE W
STE 170
ARLINGTON, TX 76006

HIBBS & TODD INC
2500 S WILLIS
SUITE 202
ABILENE, TX 79608

LEIGH FISHER ASSOCIATES
SAN FRANCISCO INTL AIRPORT
PO BOX 8007
SAN FRANCISCO, CA 94128-8007
ATTN: NICHOLAS DAVIDSON

LOUIS BERGER & ASSOCIATES
20 CORPORATE WOODS BLVD
ALBANY, NY 12211-2370

RS&H
ATTN: AMANDA O'KROGLEY
13750 SAN PEDRO AVE.
SUITE 300
SAN ANTONIO, TX 78232

STANTEC CONSULTING
8211 SOUTH 48TH STREET
PHOENIX, AZ 85044

UNISON MAXIMUS INC
409 WEST HURON
SUITE 400
CHICAGO, IL 60610

**UNO RESEARCH AND
TECHNOLOGY PARK**
2021 LAKESHORE DRIVE. STE 100
NEW ORLEANS, LA 70122
ATTN: TODD BOUILLION

CARTER & BURGESS
ATTN: JULIE TROWBRIDGE
777 MAIN STREET
FORT WORTH, TX 76102

PLANNER DESIGN WORKSHOP
ATTN: GREGG WAY
506 AGUA FRIA
SANTA FE, NM 87501

LEIGH FISHER ASSOCIATES
ATTN: ELAINE YOHANNAN
160 BOVET ROAD SUITE 300
SAN MATEO, CA 94402

IMS
ATTN: JANICE WAGNER
945 HORNBLEND ST. SUITE G
SAN DIEGO, CA 92109

LANDRUM & BROWN
ATTN: BRIAN SULLIVAN
11279 CORNELL PARK DR.
CINCINNATI, OH 45242

COFFMAN ASSOCIATES, INC.
ATTN: JEANETTE COFFMAN
237 NW BLUE PARKWAY
LEE'S SUMMIT, MO 64063

DELTA AIRPORT CONSULTANTS
9711 FARRAR COURT STE 100
RICHMOND, VA 23236
ATTN: JENNIFER MCCALMONT

PGAL
ATTN: JACQUELINE ZIELENSKI
3131 MCKINNEY AVENUE SUITE 500
DALLAS, TX 75204

**PB AVIATION, PARSONS
BRINCKERHOFF**
QUADE & DOUGLAS, INC.
312 ELM STREET SUITE 2500
CINCINNATI, OH 45202

RICONDO & ASSOCIATES
ATTN : TERESA LANNING
8610 N. NEW BRAUNFELS, STE 700
SAN ANTONIO, TX 78217

RICONDO & ASSOCIATES
ATTN: RENEE LELAND
7448 LAKE STREET
DEXTER, MI 48130

**PARKHILL, SMITH & COOPER,
INC.**
810 E. YANDELL
EL PASO, TEXAS 79902
ATTN: RAMON E. LARA

**JMC CONSULTANTS
INTERNATIONAL**
ATTN: JESUS CANDELARIA
308 SUNDOWN PLACE
EL PASO, TX 79912

ZHA INCORPORATED
ATTN: DEBBY DONOVAN
LANDMARK CENTER TWO
225 EAST ROBINSON STREET, STE 200
ORLANDO, FL 32839

**PARTON
KM CHNG ENVIRONMENTAL INC.**
25 MALL ROAD
BURLINGTON, MA 01803
ATTN: ERIKA SHATTUCK

DELOITTE
ATTN: STEPHANIE LANGUELL
400 W. 15TH STREET SUITE 1600
AUSTIN, TX 78701

MARTINEZ ENGINEERING GROUP
800 N. MESA, SUITE 250
EL PASO, TX 79902

CAMP DRESSER & MCKEE, INC.
ATTN: BERNARDINO OLAGUE
4110 RIO BRAVO DRIVE, SUITE
201
EL PASO, TX 79902

WILBUR SMITH ASSOCIATES
ATTN: KEVIN MCPEEK
6600 CLOUGH PIKE
CINCINNATI, OH 45244

STRATEGIES & PLUS
ATTN: JOE TARIN
800 N. MESA, SUITE 250
EL PASO, TX 79902-3928

URS CORPORATION
ATTN: GENE FAULKNER
3010 LBJ FREEWAY, SUITE 1300
DALLAS, TX 75234

GRW WILLIS
1161 CORP DRIVE WEST SUITE 170
ARLINGTON, TX 76006

**AIRPORT & AVIATION
PROFESSIONALS, INC.**
2640 GOLDEN GATE PARKWAY, STE.
301
NAPLES, FL 34105

**BARNARD DUNKELBERG &
COMPANY**
1616 E. 15TH STREET
TULSA, OK 74120
ATTN: PETER VAN PELT

VESTA REA & ASSOCIATES, LLC
P.O. BOX 73643
HOUSTON, TX 77273
ATTN: CHRISTA STAFFORD

DMJM AVIATION
ATTN: MICHAEL T. MC NERNEY
1200 SUMMIT AVE. SUITE 320
FORT WORTH, TX 76102

GARY ADAMS
2345 EAST THOMAS RD, STE 220
PHOENIX, AZ 85016

**INFASTRUCTURE MANAGEMENT
GROUP**
ATTN: SASHA PAGE
4733 BETHESDA AVENUE SUITE 600
BETHESDA, MD 20814

ROSS & BARUZZINI
ATTN: AMI OBOURN GOUDIE
505 NORTH MAIN
CONROE, TX 77301

TRANSOLUTIONS
ATTN: BELINDA G. HARGROVE
14600 TRINITY BLVD. SUITE 200
FORT WORTH, TX 76155

JOHN F. BROWN COMPANY
ATTN: MICHELLE HARRISON
659 VAN METER STREET STE 500
CINCINNATI, OH 45202

QED
ATTN: RONALD F. PRICE
16 BANKS HILL PLACE
RIDGEFIELD, CT 06877

**DELTA AIRPORT
CONSULTANTS, INC.**
ATTN: COURTNEY BEAMON
9711 FARRAR CT., SUITE 100
RICHMOND, VA 23236

JACOBSEN/DANIELS ASSOCIATES
ATTN: DARRYL DANIELS
201 E. LIBERTY STREET, SUITE 16
ARM ARBOR, MI 48104

EMPOWER SOLUTIONS
ATTN: JACK KELLY
1660 NORTH LASALLE, STE 2601
CHICAGO, IL 60614

KIMLEY-HORN & ASSOICIATES, INC
ATTN: BONNIE STEELE
7600 N. 75TH STREET, SUITE 250
PHOENIX, AZ 85020

ENTRO COMMUNICATIONS
ATTN : JENNIFER MCKINNON
122 PARLIAMENT STREET
TORONTO, ONTARIO
M5A 2Y8

PHAROS CORPORATION
ATTN: CHRISTINE R. HENDERSON
P. O. BOX 23076
OKLAHOMA CITY, OK 73123

LANDRUM, BROWN & ASSTS.
ATTN: C. NICHOLAS JOHNSON
11279 CORNELL PARK DRIVE
CINCINNATI, OH 45242

PB AVIATION, INC.
ATTN : HOLLAND YOUNG
BARTON OAKS PLAZA TWO
901 MCPAC EXPY SOUTH – SUITE 595
AUSTIN, TX 78746-5748

JACOBS CONSULTANCY
ATTN: MARK LUNSFORD
BURLINGAME, CA OFFICE
555 AIRPORT BOULEVARD SUITE 300
BURLINGAME, CA 94010

UCG ASSOCIATES, INC.
ATTN: DON ARTHURI
11 PASEO DALIA
RANCHO SANTA MARGARITA, CA
92688

RAYMOND JAMES & ASSOCIATES INC.
ATTN: RAYMOND JAMES
745 EAST MULBERRY AVENUE
TRINITY PLAZA
SAN ANTONIO, TX 78212

GARVER
ATTN: TIM O'KRONGLEY
22605 FOSSIL CAVE
SAN ANTONIO, TX 78261

BBVA COMPASS
ATTN: JIM VOLK
690 SUNLAND PARK DRIVE
EL PASO, TX 79912

GARVER
ATTN: KARON WIEDEMANN
3010 GAYLORD PARKWAY
FRSICO, TX 75034