



Recommendation for Action

File #: 22-1014, **Agenda Item #:** 10.

2/3/2022

Posting Language

Authorize negotiation and execution of four contracts with Ricondo Associates, Inc., Unison Consulting, Inc., LeighFisher Inc., and Frasca & Associates LLC for financial and other related consulting services, each for a term of five years for total contract amounts not to exceed \$2,500,000 divided among the contractors.

(Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the services required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

Lead Department

Financial Services Department.

Client Department(s)

Aviation.

Fiscal Note

Funding in the amount of \$110,000 is available in the Fiscal Year 2021-2022 Operating Budget of Aviation. Funding for the remaining contract term is contingent upon available funding in future budgets.

Purchasing Language:

The Financial Services Department issued a Request for Qualification Statements (RFQS) 8100 JTH4005 for these services. The solicitation was issued on August 16, 2021, and it closed on September 21, 2021. Of the five offers received, the recommended contractors submitted the best evaluated responsive offers. A complete solicitation package, including a log of offers received, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: [Solicitation Documents](https://financeonline.austintexas.gov/afo/account_services/solicitation/solicitation_details.cfm?sid=135698)
<https://financeonline.austintexas.gov/afo/account_services/solicitation/solicitation_details.cfm?sid=135698>.

For More Information:

Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Persons: Jim Howard, at 512-974-2031 or Jim.howard@austintexas.gov
<<mailto:Jim.howard@austintexas.gov>> or Alfonso Drayton, at 512-974-2298 or
Alfonso.drayton@austintexas.gov <<mailto:Alfonso.drayton@austintexas.gov>>.

Council Committee, Boards and Commission Action:

January 11, 2022- Recommended by the Airport Advisory Commission on an 8-0 vote with Commissioners Coon and Price absent.

Additional Backup Information:

These contracts will provide specialized airport financial skills on an as needed basis. These contractors will

provide specialized airport financial and consulting services for the Aviation Department (Aviation) which are not available from Aviation city staff. Additionally, Aviation requires multiple contractors due to the specialized expertise of each firm.

These services will include contract airport rates and charges financial consulting, airport financial planning, airport financial and strategic planning for capital improvement program financial management, annual airport consultant report on consolidated rental car facility and customer facility charges and additional consulting such as assisting in developing and implementing benchmarks and best practices, providing research and information on the airport, airline, rental car, and airport parking industries, preparation of cost/benefit analysis of previous and/or future projects or operations and competitive assessments, evaluate feasibility of proposed programs and projects, provide real estate/property feasibility studies as it relates to airport-related development, and provide various economic impact analysis and studies.

These contracts are replacing an existing contract which expires February 22, 2022. The requested authority is based on the historical spend and department estimates. The recommended contractors are the current providers for these services. There will be substantial growth at the Airport this year which will significantly increase the need for these services.

An evaluation team with expertise in this area evaluated the offers and scored Ricondo Associates, Inc., Unison Consulting, Inc., LeighFisher Inc., and Frasca Associates, LLC, as the best to provide these services based on experience and qualifications of proposers and key individuals, including references; understanding of the scope and magnitude of the work to be accomplished as demonstrated by the RFQS response and demonstrated experience of the firm providing aviation services similar to the tasks listed within the scope of work

If Aviation is unable to secure a contract, City will not have the expertise or ability within Aviation staff to complete the type of tasks required for airport financial maintenance.

Strategic Outcome(s):

Mobility, Government that Works for All.