



## Legislation Text

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File #: 24-404, Version: 1

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**STRATEGIC PRIORITY:** Government Performance & Financial Management

**AGENDA DATE:** March 27, 2024

**COUNCIL DISTRICT(S):** 6

**DEPARTMENT:** Department of Aviation

**EXECUTIVE:** Kimberly Bizer Tolbert

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### **SUBJECT**

Authorize two concession contracts, each for a term of five years, with three two-year renewal options, with **(1)** Alto Operations Texas LLC, with an estimated revenue of \$287,852.00; and **(2)** Irving Holdings, Inc., with an estimated revenue of \$222,000.00, for the operation of transportation for hire services from designated outdoor curbside and indoor counter spaces at Dallas Love Field Airport - Estimated Revenue: Aviation Fund \$509,852.00 (This item was deferred on January 10, 2024 and January 24, 2024)

### **BACKGROUND**

These concession contracts will provide for operation of transportation for hire services from exclusive designated spaces at Dallas Love Field airport. The solicitation included four exclusive curbside stalls for passenger drop off and pick up located on the lower-level outside baggage claim, and four exclusive inside counter spaces located inside the baggage claim area for on-demand service, for the purpose of assisting passengers in obtaining their transportation either through concessionaire-staffed counters or through installed electronics such as iPads. Alto Operations Texas, LLC, a transportation for hire company that is permitted through the State of Texas as a Transportation Network Company, has been operating at Dallas Love Field, including under a month-to-month lease agreement for baggage claim counter space effective May 1, 2022. Irving Holdings, Inc., a transportation for hire company permitted through the City of Dallas, has also been operating at Dallas Love Field. Both companies must abide by Chapter 47A (Transportation for Hire), as amended, and the applicable provisions of Chapter 5 (Aircraft and Airports), of the Dallas City Code, and must maintain their permits and renew prior to expiration for the duration of these contracts. Both of these contracts are concession contracts and will generate guaranteed revenue for the City.

The City of Dallas and Dallas Love Field strive to reduce our carbon footprint and have included carbon-reducing measures in the solicitation. Both awarded concessionaires have proposed carbon-reducing vehicles for this solicitation.

A three-member committee from the following departments reviewed and evaluated the qualifications:

- Department of Aviation 1
- Department of Transportation 1
- Department of Code Compliance 1
- Office of Procurement Services 1\*

\*The Office of Procurement Services evaluated cost and local preference, if applicable.

The committee selected the successful respondent on the basis of demonstrated competence and qualification under the following criteria:

- Experience and Qualification 35 points
- Proposed Approach 20 points
- Technical competencies 15 points
- Total Cost (Total Revenue) 30 points

As part of the solicitation process and to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors.

### **PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On January 10, 2024 and January 24, 2024, this item was deferred by Councilmember Omar Narvaez.

### **FISCAL INFORMATION**

Estimated Revenue: Aviation Fund \$509,842.00

### **M/WBE INFORMATION**

In accordance with the City's Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Procurement Category	M/WBE Goal
\$509,852.00	Other Services	N/A
M/WBE Subcontracting %	M/WBE Overall %	M/WBE Overall Participation \$
N/A	N/A	N/A
• This item is Other Services which does not have an availability and disparity participation goal.		

## **PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Request For Competitive Sealed Proposals	<ul style="list-style-type: none"><li>• Request for Competitive • Utilized for high technology procurements, insurance procurements, and other goods services Sealed Proposal</li><li>• Recommended offeror whose proposal is most advantageous to the City, considering the relative importance of revenue, and other evaluation factors stated in the specifications</li><li>• Always involves a team evaluation</li><li>• Allows for negotiation on contract terms, including revenue</li></ul>
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### **Bidders**

### **Address**

### **Amount**

Alto Operations Texas LLC	141 Manufacturing St. Dallas. Texas 75207	\$287,852.00
Irving Holdings, Inc.	2515 Irving Blvd. Dallas TX 75207	\$222,000.00

### **OWNERS**

#### **Alto Operations Texas LLC**

Will Coleman, Chief Executive Officer

#### **Irving Holdings, Inc.**

Jackie D. Bewley, President