

**A RESOLUTION BY
TRANSPORTATION COMMITTEE**

A RESOLUTION AUTHORIZING THE MAYOR TO EXECUTE AGREEMENT FC-6007000088; BUSINESS AND ENTERTAINMENT CONCESSION PACKAGE WITH BUSINESS TRAVELER SERVICES, INC., ON BEHALF OF THE DEPARTMENT OF AVIATION, FOR CONCESSIONS SERVICES AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT; AND FOR OTHER PURPOSES.

WHEREAS, the City of Atlanta (the “City”) owns and operates Hartsfield-Jackson Atlanta International Airport (the “Airport”); and

WHEREAS, the City solicited proposals, on behalf of the Department of Aviation, for qualified concessionaires to provide business and entertainment concessions services on Concourses T, A, B, C, D and in the Atrium at the Airport; and

WHEREAS, a single responsive proposal was submitted in response to the solicitation; and

WHEREAS, the proposal was reviewed and evaluated, and the Aviation General Manager and the Chief Procurement Officer have recommended that Agreement FC-6007000088; Business and Entertainment Concession Package (the “Agreement”) be awarded to Business Traveler Services, Inc (“BTS”).

WHEREAS, the City has determined that it is desirable and otherwise in its best interest to award the Agreement to BTS based on the recommendation of the Aviation General Manager and the Chief Procurement Officer.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF ATLANTA, that the Mayor is authorized to execute the Agreement with BTS.

BE IT FURTHER RESOLVED, that the Agreement will have an initial term of seven years, with a single option to renew for an additional three years, to be exercised at the City’s sole discretion.

BE IT FURTHER RESOLVED, that the City Attorney is directed to prepare the Agreement for execution by the Mayor.

BE IT FINALLY RESOLVED, that the Agreement will not become binding on the City and the City will incur no liability under it until it has been executed by the Mayor, attested to by the Municipal Clerk, approved as to form by the City Attorney and delivered to BTS.

Part II: Legislative White Paper: (This portion of the Legislative Request Form will be shared with City Council members and staff)

A. To be completed by Legislative Counsel:

Committee of Purview:

Caption:

Council Meeting Date:

Requesting Dept.:

FAC Confirmed by:

B. To be completed by the department:

1. Please provide a summary of the purpose of this legislation (Justification Statement).

The City of Atlanta completed a solicitation to award the Business & Entertainment Concession contract to the highest rated proponent. Qualified firms submitted proposals for the right to operate a business & entertainment concession, at the Atrium and Concourses T, A, B, C, & D, under a lease agreement. Business Traveler Services, Inc. (BTS) is recommended as the most responsible and responsive proponent.

2. Please provide background information regarding this legislation.

The Airport desired to provide a business and entertainment concession on Concourses T, A, B, C, & D, as well as the Atrium. The Department of Procurement advertised in 2 (Atlanta Journal Constitution (AJC) and the Airport Minority Advisory Council (AMAC)) publications on behalf of the Department of Aviation for FC-6007000088, Business and Entertainment Concession. Qualified companies submitted proposals for the right to operate twelve (12) in-line and four (4) kiosks business and entertainment locations on Concourses T, A, B, C, D, and the Atrium. The proposals were received after review and evaluation of the submittals, the Aviation General Manager and the City Chief Procurement Officer have recommended that a concession lease agreement be awarded to Business Traveler Services, Inc. (BTS).

3. If Applicable/Known:

- (a) Contract Type (e.g. Professional Services, Construction Agreement, etc): Concession
- (b) Source Selection: N/A
- (c) Bids/Proposals Due: N/A
- (d) Invitations Issued: 12/09/2007
- (e) Number of Bids: N/A
- (f) Proposals Received: 2
- (g) Bidders/Proponents: 2
- (h) Term of Contract: 7-Year term, with one (1) 3-year extension

4. Fund Account Center (Ex. Name and number): N/A

Fund: NA Account: NA Center: NA

5. Source of Funds: *Example: Local Assistance Grant* N/A

6. Fiscal Impact: Revenue Generating

Example: This legislation will result in a reduction in the amount of _____ to Fund Account Center Number _____.

7. Method of Cost Recovery: N/A

Examples:

- a. *Revenues generated from the permits required under this legislation will be used to fund the personnel needed to carry out the permitting process.*
- b. *Money obtained from a local assistance grant will be used to cover the costs of this Summer Food Program.*

This Legislative Request Form Was Prepared By: Marshall Taggart, Jr.



Shirley Franklin
Mayor

Benjamin R. DeCosta
Aviation General Manager

MEMO

DATE: May 28, 2008

TO: Adam L. Smith, Chief Procurement Officer
Department of Procurement

FROM: Benjamin R. DeCosta, General Manager
Department of Aviation

A handwritten signature in black ink, appearing to read "Benjamin R. DeCosta".

SUBJECT: Business and Entertainment Award Recommendation – FC -6007000088

The proposal submitted for the above reference procurement has been evaluated and the Department of Aviation recommends that legislation be submitted to the Council and Mayor for consideration that authorizes the following contract award:

Business Traveler Services, Inc. (BTS)

If additional information is needed, please contact Lisa Bausley-Williams at (404) 530-2428.

BRD/lbw

Attachments

c: L. Manigault
C. Brome
G. Geeter
C. Cugasi
M. Taggart
File





CITY OF ATLANTA
DEPT. OF PROCUREMENT

08 APR -2 AM 9: 12

CITY OF ATLANTA


SUITE 1700
55 TRINITY AVENUE, SW
ATLANTA, GA 30303
(404) 330-6010 Fax: (404) 658-7359
Internet Home Page: www.atlantaga.gov

Shirley Franklin
Mayor

OFFICE OF CONTRACT COMPLIANCE
Hubert Owens
Director
howens@atlantaga.gov

MEMORANDUM

TO: Adam L. Smith Esq.
Chief Procurement Officer

FROM: Hubert Owens 
Director-Office of Contract Compliance

RE: FC-6007000088, Business and Entertainment (RFP)

DATE: March 28, 2008

The Office of Contract Compliance has evaluated one (1) Bid for Airport Concessions Disadvantage Business Enterprises participation. For your information, the proponent have committed to utilizing DBE's as indicated below:

Business Traveler Services, Inc		
Business Traveler Services, Inc	ACDBE	100.00%
Total Participation		100.00%

If you have questions, please contact me at (404) 330-6010 or Yvette Hawkins at (404) 330-6898.

cc: File
Clarissa Brome, DOP ✓

PROJECT NUMBER: FC-600700 0088

CLARISSA BROME
CONTRACT ADMINISTRATOR

PROPOSAL RESULTS

DATE: MARCH 19, 2008

PROJECT NAME: BUSINESS AND ENTERTAINMENT CONCESSIONS AT H-JAIA

PROPONENT'S NAME	DBE STATUS
DIXIE GAMES	
BUSINESS TRAVELER SERVICES (BTS)	

TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE

ATTN: GREG PRIDGEON

Dept.'s Legislative Liaison: Anita Williams

Contact Number: 404-530-6600

Originating Department: Aviation

Committee(s) of Purview: Transportation

Chief of Staff Deadline: 6/18/08

Anticipated Committee Meeting Date(s): 7/02/08

Anticipated Full Council Date: 7/07/08

Commissioner Signature: [Handwritten Signature]

Chief Procurement Officer Signature: [Handwritten Signature]

CAPTION

A RESOLUTION AUTHORIZING THE MAYOR TO EXECUTE AGREEMENT FC-6007000088; BUSINESS AND ENTERTAINMENT CONCESSION PACKAGE WITH BUSINESS TRAVELER SERVICES, INC., ON BEHALF OF THE DEPARTMENT OF AVIATION, FOR CONCESSIONS SERVICES AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT; AND FOR OTHER PURPOSES.

FINANCIAL IMPACT (if any)

Mayor's Staff Only

Received by CPO: _____ Received by LC from CPO: _____
(date) (date)

Received by Mayor's Office: AME 6/18/08 Reviewed by: [Signature]
(date) (date)

Submitted to Council: _____
(date)