

**A RESOLUTION
BY TRANSPORTATION COMMITTEE**

13-*R*-0006

RESOLUTION AUTHORIZING THE MAYOR TO EXECUTE AN AGREEMENT FOR FC-6149 – AIRPORT COMMON USE LOUNGE THIRD PARTY MANAGEMENT AT THE MAYNARD HOLBROOK JACKSON, JR. INTERNATIONAL TERMINAL AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT; AND FOR OTHER PURPOSES.

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

WHEREAS, the Department of Procurement solicited proposals for FC-6149 – Airport Common Use Lounge Third Party Management at the Maynard Holbrook Jackson, Jr. International Terminal, Concourse F (“MHJIT”), on behalf of the Department of Aviation; and

WHEREAS, two qualified firms submitted proposals for FC-6149 in response to the solicitation for the right to operate and manage one (1) airport common use lounge totaling approximately 7,257 square feet; and

WHEREAS, the proposals were received and evaluated and the Aviation General Manager and the Chief Procurement Officer have recommended that the concessions agreement for Airport Common Use Lounge Third Party Management be awarded to ALD Development, Corp., dba Airport Lounge Development (ALD); and

WHEREAS, the City has determined that it is desirable and in the best interest to make such recommended award.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF ATLANTA, GEORGIA, that the Mayor is authorized to award and execute FC-6149 for Concessions Retail Agreement Airport Common Use Lounge Third Party Management to ALD Development, Corp., dba Airport Lounge Development (ALD).

BE IT FURTHER RESOLVED, the Agreement will have an initial term of seven (7) years, with an option to renew for one additional three (3) year period, to be exercised at the City’s sole discretion.

BE IT FURTHER RESOLVED, that the City Attorney is directed to prepare an appropriate agreement for execution by the Mayor, with same to be approved as to form by the City Attorney.

BE IT FINALLY RESOLVED, that said agreement shall not become binding on the City, nor will the City incur any liability under it, until it has been executed by the Mayor, attested to by the Municipal Clerk, approved by the City Attorney as to form and delivered to the appropriate concessionaire.

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 purpose of this legislation is to approve the award recommendation for FC-6149 – Airport Common Use Lounge Third Party Management, to the top-ranked, responsible, and responsive proponent, ALD Development, Corp., dba Airport Lounge Development (ALD). ALD will operate and manage one (1) airport common use lounge totaling approximately 7,257 square feet of finished and furnished space at the Maynard Holbrook Jackson, Jr. International Terminal, Concourse F (“MHJIT”).

2. Please provide background information regarding this legislation.

The common use lounge will offer a first class meeting space for passengers and customers to work, be entertained or sit back and relax in comfort. The atmosphere will be similar to what one would experience at an airline airport lounge. The common use lounge will be available for use by airlines, premium passengers and daily fee patrons.

The airport common use lounge will provide additional revenue for the airport and provide a new line of service that currently is offered by the Airlines at our airport but not available on concourse “F” except for Delta Air Lines and its affiliated carriers. This service will allow passengers the convenience of experiencing the quality of first class meeting space and relaxation from long layovers and travel.

3. If Applicable/Known:

(a) **Contract Type:** Concessions Agreement

- (b) **Source Selection:** This procurement is being conducted in accordance with all applicable provisions of the City of Atlanta's Code of Ordinances, including its Procurement and Real Estate Code and the particular method of source selection for the services sought in this RFP is Code Section 2-1189; Competitive Sealed Proposals. By submitting a Proposal concerning this procurement, a Proponent acknowledges that it is familiar with all laws applicable to this procurement, including, but not limited to, the City's Code of Ordinances and Charter, which laws are incorporated into this RFP by reference.
- (c) **Bids/Proposals Due:** November 14, 2012
- (d) **Invitations Issued:** N/A
- (e) **Number of Bids:** N/A
- (f) **Proposals Received:** Two (2) proposals were received
- (g) **Bidders/Proponents:** ALD Development, Corp., dba Airport Lounge Development (ALD) and Gourmet Services, Inc. d/b/a/ CNG Concessions
- (h) **Term of Contract:** The initial term of the Agreement to be executed with the successful Proponent(s) shall commence on the Effective date for a period of seven (7) years, unless terminated earlier. The Agreement shall also be subject to an option to renew for a single period of three (3) years, which may be exercised at the City's sole discretion.

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

Fund: _____ **Account:** _____ **Center:** _____

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

6. Fiscal Impact: N/A

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

7. Method of Cost Recovery: N/A, this is a revenue producing contract

N/A, this is a revenue producing contract

This Legislative Request Form Was Prepared By: Deven M. Judd, Concessions Development Manager

Date: December 11, 2012

To: Adam L. Smith, Esq. CPPB, CPPO
Chief Procurement Officer

From: Louis Miller 
Aviation General Manager

Subject: FC-6149 – Airport Common Use Lounge Third Party Management
Recommendation for Award

Based on the attached Final Scores received from DOP for the subject project, the Department of Aviation hereby recommends award to the top-ranked, responsible, responsive proponent, **ALD Development, Corp., dba Airport Lounge Development (ALD)**.

If any additional information is required, please contact Philip Keller, Contracting Officer, at 404-382-2234.

Attachment

Cc: R. Council
P. Brown
D. Judd
J. Mann
E. Jenkins
P. Keller
A. Williams
G. Geeter
L. Page
M. Smith
File





CITY OF ATLANTA
DEPT. OF PROCUREMENT

2012 DEC -4 AM 10:17

CITY OF ATLANTA

Kasim Reed
Mayor

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

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

MEMORANDUM

TO: Adam L. Smith Esq.
Chief Procurement Officer

FROM: Hubert Owens *H. L. S.*
Director – Office of Contract Compliance

COPY: Yvette Hawkins, Les Page

RE: FC# 6149 - Airport Common Use Lounge On Terminal F @ H-JAIA

DATE: December 3, 2012

The Office of Contract Compliance has received an updated participation plan from two (2) Proponents that responded to the above referenced project. OCC has found the plans to be responsive to the Airport Concessions Disadvantaged Business Enterprise (ACDBE) participation requirements of the City's diversity program as outlined in Appendix A of the above referenced RFP document. For your information, the proponent has committed to utilizing Certified ACDBE firm(s) as indicated below:

Airport Lounge Development Corporation		15pts
National Concessions Management, LLC	ACDBE	36.50 %
Total Participation		36.50 %
(Responsive)		
Gourment Services, Inc. d/b/a CNG Concessions		15pts
Pro Entertainment Enterprise, Inc. d/b/a Crowe's Nest Mega-Plex	ACDBE	49.00%
Talking Points 4U	ACDBE	2.00%
Total Participation		51.00 %
(Responsive)		

DEPARTMENT OF PROCUREMENT

FC-6149, Airport Common use Lounge on Terminal F at H-JAIA		PROPOONENTS					
A	Proposals are evaluated based on the criteria set forth in the RFP by a team of evaluators selected from various divisions within the City's Department of Aviation and possibly other City Departments.	Scaling Factor	CNG CONCESSIONS		AIRPORT LOUNGE DEVELOPMENT		TOTAL POSSIBLE WEIGHTED SCORE
			Score	Totals	Score	Totals	Totals
		SC	B	A x SC x B	B	A x SC x B	A x SC x B
30	MANAGEMENT & OPERATIONS PLAN	1	2	60	7	210	300
20	PROJECT EXPERIENCE/ QUALIFICATIONS / PERFORMANCE	1	2	40	9	180	200
25	BUSINESS PLAN	1	5	125	9	225	250
5	FINANCIAL OFFER	1	10	50	10	50	50
A			B	A x SC x B	B	A x SC x B	
5	FINANCIAL CAPABILITY	1	8	40	4	20	50
A			B	A x SC x B	B	A x SC x B	
15	AIRPORT CONCESSIONS DISADVANTAGED BUSINESS ENTERPRISE GOALS	0.67	15	150	15	150	150
100	TOTALS			465		835	1000

(A) represents the weights of each category represented in the RFP documents.

(B) represents the scores from the evaluators.

(SC) represents the the scaling factor to evenly scale all scores to a 10 point scale.

(A x SC x B) represents the properly weighted and scaled score for each factor.

TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE

ATTN: CANDACE L. BYRD

Dept.'s Legislative Liaison: Anita Williams

Contact Number: 404-530-6600

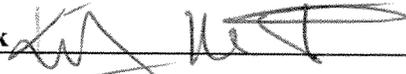
Originating Department: Aviation

Committee(s) of Purview: Transportation

Chief of Staff Deadline: 12/28/12

Anticipated Committee Meeting Date(s): 1/15/13

Anticipated Full Council Date: 1/22/13

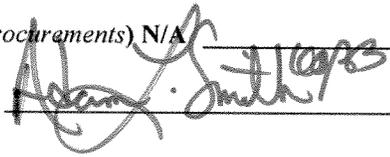
Legislative Counsel's Signature: Kimberly Patrick 

Commissioner's Signature: 

Chief Financial Officer: N/A

Chief Information Officer Signature (for IT Procurements) N/A



Chief Procurement Officer Signature: 

CAPTION

RESOLUTION AUTHORIZING THE MAYOR OR HIS DESIGNEE TO EXECUTE AN AGREEMENT FOR FC-6149 – AIRPORT COMMON USE LOUNGE THIRD PARTY MANAGEMENT AT THE MAYNARD HOLBROOK JACKSON, JR. INTERNATIONAL TERMINAL AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT; AND FOR OTHER PURPOSES.

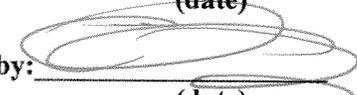
FINANCIAL IMPACT: (if any)

Mayor's Staff Only

Received by CPO: 12/18/12
(date)

Received by LC from CPO: _____
(date)

Received by Mayor's Office: Adrian 12-28-12
(date)

Reviewed by: 
(date)

Submitted to Council: _____
(date)