



**City of Santa Barbara**  
Airport Department

Meeting: 02/21/18  
Agenda Item No. 9

**DATE:** February 21, 2018  
**TO:** Airport Commission  
**FROM:** Hazel Johns, Airport Director *HJ*  
**SUBJECT:** Parking Management Agreement with Republic Parking Systems LLC

---

**RECOMMENDATION:**

That Airport Commission authorize the Airport Director to execute a three-year, with two one-year options, management agreement with Republic Parking Systems LLC, a Tennessee Corporation, for management and operation of the Airport short and long-term parking lots as well as seasonal shuttle service and other services as may be required. The annual management fee is \$36,000, with incremental increases if the Airport elects to exercise the additional options, as outlined below.

**DISCUSSION:**

Background

The Airport has contracted with outside service companies for the management of its three parking lots (two terminal adjacent and one remote) for well over two decades. The form of the agreement is a management contract whereby the Airport reimburses the firm for all of the costs to operate (including supplies, computers, staff salaries and benefits, etc.) and also pays a monthly management fee for administration and profit. The Airport's parking lots are a high-maintenance, 24/7 operation and it has proven to be an economical model as compared to using City-employed staff to manage the lots. Also, by contracting with a company focused solely on parking operations, the Airport staff can focus on its primary mission to operate an airport facility.

The Airport's existing contract with ABM Parking (previously AMPCO Parking) was set to expire on August 31, 2017, after all of the contract's options had been exercised. The City executed a short-term contract with ABM to continue operations while Airport staff conducted a competitive Request for Proposals (RFP) process.

Request for Proposal Process

The Airport issued an RFP in November 2017 with specific evaluation criteria to guide the selection process. A staff panel evaluated proposals from six professional parking management firms, all with airport-specific experience. The evaluation panel also

interviewed each of the six companies. The management fee was one evaluation point in the RFP, but far from the most important. Of the six proposals, four of them proposed a management fee in a range between \$29,000 and 36,000 for the first year. The current management fee paid to ABM is \$39,000 annually.

The panel also looked carefully at each firm's costs for insurance and workers compensation, since many firms mark up their insurance and pass it on to their customers. If a company can avoid claims, it becomes an additional profit center. The panel also studied the proposed staffing plans and evaluated customer service training programs for staff.

After scoring the proposals/interviews, the panel recommended the selection of Republic Parking System, LLC for the new contract.

### Republic Parking LLC

Republic Parking stood out among the proposals as the firm with the best regional office support, stellar revenue auditing and theft prevention procedures, and significant knowledge of the Airport's new SKIDATA parking equipment. Republic also offers outstanding customer service training and other means of career development for its employees. Airport staff are confident that Republic Parking will provide an improved parking operation at a lower cost.

Republic Parking Systems Management Fee	
Year One-Three (2018-2021)	\$36,000
Option Year One: (2021-22)	\$37,800
Option Year Two: (2022-23)	\$39,690

### Transition to Republic Parking

The transition from ABM to Republic is estimated to take place on April 3, right after the conclusion of the Easter holiday. The transition will be well planned in advance and should not cause any service interruption. The company currently plans to interview all existing employees who are interested in remaining in the parking operation at SBA. Republic did offer employment to the current ABM General Manager for SBA, who has been employed at ABM for 24 years. She has elected to continue her employment with ABM in the Los Angeles area. Republic will seek to hire a new General Manager and Assistant General Manager for the new operation.

**PREPARED BY:** Business Development/Marketing