



Pinellas County

Staff Report

File #: 24-1435A, **Version:** 1

Agenda Date: 10/29/2024

Subject:

Ranking of firms and agreement with Republic Parking System LLC for Concession Services - Airport Paid Public Parking Management and Operations.

Recommended Action:

Approval of ranking of firms and agreement with Republic Parking System LLC for Concession Services - Airport Paid Public Parking Management and Operations.

- This agreement provides Concession Services - Airport Paid Public Parking Management and Operations for the St. Pete-Clearwater International Airport (PIE).
- Four submittals were received and evaluated with award recommendation to Republic Parking System LLC as the highest ranked firm.
- This agreement has a term of ten years with a total estimated revenue in the amount of \$41,080,651.00.
- PIE will receive an 83% share of revenues, less the cost/expense of operating five shuttles.
- Republic Parking is the incumbent Airport Paid Public Parking Management and Operations Concessionaire and has been doing business at PIE since 2014. Since Fiscal Year 2014, PIE has made \$36,650,248.00 in net revenues from its current contract with Republic Parking.
- The Fiscal Year 2025 Proposed Budget includes paid parking concession revenue in the amount of \$4,119,655.12.

Contract No. 24-0419-RFP for a ten-year estimated revenue in the amount of \$41,080,651.00; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Deliver First Class Services to the Public and Our Customers

5.2-Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

5.4 Strive to exceed customer expectations

Summary:

This contract secures a concessionaire that can operate five (5) Airport parking lots (short-term, long-term, Key Lime lot, Strawberry lot, overflow lot) using efficient facility management techniques, new revenue control software, and cost-effective operations. In addition, five (5) new shuttle buses will be purchased for this contract to better serve our customers. The capital investment that will be made is \$1.07M. The Airport selected a firm qualified to balance customer service, increase Airport revenue, and provide the County with the flexibility to meet customer service requirements through a percentage of gross revenue concession services.

PIE will receive 83% of the revenues received from Republic Parking System LLC and the costs of

the shuttle buses of \$41.00/hour will be deducted from those revenues. Each year, the hourly shuttle cost will increase by 2% to absorb employee wage increases.

Background Information:

The Purchasing Division, on behalf of the Clearwater Airport, released a request for proposal (RFP) for the above-referenced services, resulting in four (4) submittals. Award recommendation to Republic Parking System LLC as the highest ranked firm for a 10-year term and estimated revenue in the amount of \$41,080.651.00.

Fiscal Impact:

Estimated 10-year net revenue: \$41,080,651.00

The estimated 10-year net revenue is based upon the gross revenues collected for FY2023 and subtracting the estimated annual shuttle costs.

Since FY2014, PIE has made \$36,650,248.00 in net revenues in its current contract with Republic.

The Agreement is included in the FY25 Proposed Budget. The FY26 Budget had not been created at the time of this Staff Report. The annual revenue expected to be generated from the Agreement is approximately 2.0% higher due to increased passenger enplanements. The annual amount expected to be spent on the Agreement is approximately 7.3% percent higher due to an increase in the shuttle service per hour billing rate.

Staff Member Responsible:

Thomas Jewsbury, Airport Director
Merry Celeste, Purchasing Director, Administrative Services
Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Agreement
Ranking