



SAN DIEGO COUNTY
REGIONAL AIRPORT AUTHORITY
STAFF REPORT

Item No.
17

Meeting Date: **JULY 7, 2011**

Subject:

Award an Agreement to Bradford Airport Logistics, Ltd to Provide Central Receiving and Distribution Center (CRDC) Operational Services and Authorize the President/CEO to Execute the Agreement

Recommendation:

Adopt Resolution No. 2011-0081, authorizing the President/CEO to execute an agreement with Bradford Airport Logistics, Ltd for Central Receiving and Distribution Center operational services in an amount not to exceed \$7,599,422 over a five (5) year term.

Background/Justification:

The development and construction of a future Central Receiving and Distribution Center ("CRDC") to centralize and consolidate most goods delivered to the airport, increase the number of receiving docks to accommodate increased throughput associated with the Concession Development Program, and accommodate future potential TSA security screening requirement for goods delivered to the airport, is also on this Board meeting agenda. If development of this facility is approved by the Board, it will need to be operational by December 1, 2012, to coincide with the opening of new concessions under the Concession Development Program.

A CRDC operator is necessary to install the tenant improvements and equipment needed to operate the CRDC and manage the receipt, staging and handling of all goods and supplies delivered to the CRDC and the distribution of the goods and supplies to the Authority's concessionaires, tenants, and procurement warehouse. The CRDC operator is being selected in advance of the facility design to ensure that the operator's infrastructure needs are met and that interior space planning/design will accommodate the operator's functional requirements.

On March 7, 2011, the Authority issued a Request for Proposals (RFP) for this opportunity. Three proposals were received by the April 8, 2011 submittal deadline from the following firms:

- Bradford Airport Logistics Ltd
- GENCO ATC
- Langham Airport Logistics

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The evaluation panel convened and determined that all firms were responsive and interviewed all three of them on April 26-27, 2011. Each firm provided a presentation of its qualifications and responded to prepared questions. Following interviews, the evaluation panel evaluated the respondents based on the following criteria:

- Cost of Operations
- Management and Operations Plan
- Qualifications and Experience of Personnel
- Policy 5.12 (Preference to Small Business)

The panelists' final scoring is presented in the matrix below:

Evaluation Criteria	Qualifications and Experience of Personnel	Management and Operations Plan	Cost of Operations	Small Business Preference	Total
Maximum Points	25	30	40	5	100
Langham Logistics	22	26	32	5	85
Bradford Airport Logistics	22	28	40	0	90
Genco ATC	16	21	28	0	65

The evaluation panel selected Bradford Airport Logistics Ltd as the best qualified respondent because it provided the lowest operational cost and superior management and operations plan. Subsequent negotiations resulted in a proposed agreement for CRDC operational services in an amount not to exceed \$7,599,422 over a five-year term.

Fiscal Impact:

The CRDC operational costs begin in December 2012 and are within the proposed FY 2012-2013 Budget. It is anticipated that a significant portion of these costs will be cost recoverable through the upcoming Concession Development Program.

Environmental Review:

- A. The construction and operation of the CRDC was evaluated subject to the California Environmental Quality Act ("CEQA"), Pub. Res. Code §21065, as a project in a Final Negative Declaration (SCH#2010111087; SDCRAA #ND-10-01) certified by the SDCRAA on March 3, 2011 in Resolution Number 2011-0030.
- B. The construction and operation of the CRDC was determined by the California Coastal Commission on May 11, 2011 to be a project waived from the requirement for a Coastal Development Permit, Waiver De Minimis Number 6-11-025-W, pursuant to Title 14, Section §13238 of the California Code of Regulations.

Equal Opportunity Program:

The Authority's small business program promotes the utilization of small, local, disadvantaged, and other business enterprises, on all contracts, to provide equal opportunity for qualified firms. By providing educational programs, making resources available, and communicating through effective outreach, the Authority strives for diversity in all contracting opportunities.

The Authority has an Airport Concession Disadvantaged Business Enterprise ("ACDBE") Plan as required by the Department of Transportation, 49 CFR Part 23. The ACDBE Plan calls for the Authority to submit a triennial overall goal for ACDBE participation on all concession projects.

This solicitation is an airport concession opportunity; therefore, it will be applied toward the Authority's overall ACDBE goal. Bradford Airport Logistics is proposing 0% ACDBE participation on this project.

Prepared by:

VERNON D. EVANS
VICE PRESIDENT, FINANCE/TREASURER

RESOLUTION NO. 2011-0081

A RESOLUTION OF THE BOARD OF THE SAN DIEGO COUNTY REGIONAL AIRPORT AUTHORITY AUTHORIZING THE PRESIDENT/CEO TO EXECUTE AN AGREEMENT WITH BRADFORD AIRPORT LOGISTICS, LTD FOR CENTRAL RECEIVING AND DISTRIBUTION CENTER OPERATIONAL SERVICES IN AN AMOUNT NOT TO EXCEED \$7,599,422 OVER A FIVE (5) YEAR TERM.

WHEREAS, the development and construction of a future Central Receiving and Distribution Center ("CRDC") is under consideration by the Board on the July 7, 2011 Agenda; and

WHEREAS, the CRDC, if approved by the Board, will centralize and consolidate most goods delivered to the airport, increase the number of receiving docks to accommodate increased throughput associated with the Concession Development Program and accommodate future potential TSA security screening requirements for goods delivered to the airport; and

WHEREAS, the CRDC, if approved by the Board, needs to be operational by December 1, 2012; and

WHEREAS, the selected CRDC operator will install all necessary tenant improvements and equipment needed to operate the CRDC, manage the receipt, staging and handling of all goods and supplies delivered to the CRDC, and distribute the goods and supplies to the Authority's concessionaires, tenants, and procurement warehouse; and

WHEREAS, the CRDC operator is being selected in advance of the facility design to ensure that the operator's infrastructure needs are met and that interior space planning/design will accommodate the operator's functional requirements; and

WHEREAS, on March 7, 2011, the Authority issued a Request for Proposals to award an agreement for CRDC operational services; and

WHEREAS, three proposals were received and interviews were conducted with all three firms; and

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WHEREAS, the firms were evaluated on cost of operations, management and operations plan, qualifications and experience of personnel, and Board Policy 5.12 (Small Business Preference), and upon conclusion of the interviews, Bradford Airport Logistics Ltd was selected as the best qualified firm.

NOW, THEREFORE, BE IT RESOLVED that the Board hereby AUTHORIZES the President/CEO to execute an agreement with Bradford Airport Logistics, Ltd for Central Receiving and Distribution Center operational services in an amount not to exceed \$7,599,422 over a five (5) year term.

BE IT FURTHER RESOLVED that the Board of the San Diego County Regional Airport Authority (SDCRAA) FINDS that the construction and operation of the CRDC project was evaluated subject to the California Environmental Quality Act in a Final Negative Declaration (SCH#2010111087; SDCRAA #ND-10-01) adopted by the SDCRAA on March 3, 2011 in Resolution Number 2011-0030; and was determined by the California Coastal Commission on May 11, 2011 to be a project waived from the requirement for a Coastal Development Permit, Waiver De Minimis Number 6-11-025-W, pursuant to Title 14, Section 13238 of the California Code of Regulations.

PASSED, ADOPTED, AND APPROVED by the Board of the San Diego County Regional Airport Authority at a regular meeting this 7th day of July, 2011, by the following vote:

AYES: Board Members:

NOES: Board Members:

ABSENT: Board Members:

ATTEST:

TONY R. RUSSELL
DIRECTOR, CORPORATE SERVICES/
AUTHORITY CLERK

APPROVED AS TO FORM:

BRETON K. LOBNER
GENERAL COUNSEL

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ITEM 17

San Diego County Regional Airport Authority

Award an Agreement to Bradford
Airport Logistics, Ltd to Provide
Central Receiving and Distribution
Center (CRDC) Operational Services

Vernon D. Evans, CPA
Vice President, Finance/Treasurer

July 7, 2011

Proposed Scope of Work

- Install tenant improvements and equipment needed to operate the CRDC
- Manage the receipt, staging, and handling of all goods and supplies delivered to the CRDC and the distribution of the goods and supplies to the Authority's concessionaires, tenants, and Procurement Warehouse



CRDC Operator Selection Timeline

- March 2011 RFP released
- April 2011 RFP submittals received
- April 2011 Evaluation panel selected preferred CRDC Operator



CRDC Operator – Evaluation Matrix

Evaluation Criteria	Qualifications and Experience of Personnel	Management and Operations Plan	Cost of Operations	Small Business Preference	Total
Maximum Points	25	30	40	5	100
Langham Logistics	22	26	32	5	85
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CRDC Operator Recommendation

Adopt Resolution No. 2011-0081, awarding an agreement to Bradford Airport Logistics, Ltd and authorizing the President/CEO to execute an agreement with Bradford Airport Logistics, Ltd for CRDC operational services for an amount not to exceed \$7,599,422 over a five (5) year term.



Questions

