



**SAN DIEGO COUNTY  
REGIONAL AIRPORT AUTHORITY  
STAFF REPORT**

Item No.

**3**

Meeting Date: **OCTOBER 6, 2011**

**Subject:**

**Awarded Contracts, Approved Change Orders from August 8, 2011 through September 11, 2011 and Real Property Agreements Granted and Accepted from August 8, 2011 through September 11, 2011**

**Recommendation:**

Receive the report.

**Background/Justification:**

Policy Section Nos. 5.01, Procurement of Services, Consulting, Materials, and Equipment, 5.02, Procurement of Contracts for Public Works, and 6.01, Leasing Policy, require staff to provide a list of contracts, change orders, and real property agreements that were awarded and approved by the President/CEO or her designee. Staff has compiled a list of all contracts, change orders (Attachment A) and real property agreements (Attachment B) that were awarded, granted, accepted, or approved by the President/CEO or her designee since the previous Board meeting.

**Fiscal Impact:**

The fiscal impact of these contracts and change orders are reflected in the individual program budget for the execution year and on the next fiscal year budget submission. Amounts vary depending upon the following factors:

1. Contracts issued on a multi-year basis; and
2. Contracts issued on a Not-to-Exceed basis.
3. General fiscal impact of lease agreements reflects market conditions.

The fiscal impact of each reported real property agreements is identified as Consideration on Attachment B.

**Authority Strategies:**

This item supports one or more of the Authority Strategies, as follows:

- Community Strategy     Customer Strategy     Employee Strategy     Financial Strategy     Operations Strategy

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**Environmental Review:**

- A. This Board action is not subject to the California Environmental Quality Act (CEQA), as amended. The Board action is categorically excluded from CEQA because it is a class of project that has been determined not to have a significant effect on the environment. 14 Cal. Code Regs. Section 15308. See also, Pub. Res. Code Section 21065 (Board action is not a "project" subject to CEQA).
  
- B. California Coastal Act Review: This Board action is not a "development" as defined by the California Coastal Act. Pub. Res. Code Section 30106, 30108.6, and 30109.

**Equal Opportunity Program:**

Equal opportunities requirements were presented during the solicitation process on a case-by-case basis.

**Prepared by:**

JANA VARGAS  
DIRECTOR, PROCUREMENT

**Attachment "A"**

**AWARDED CONTRACTS AND CHANGE ORDERS SIGNED BETWEEN August 8, 2011 - September 11, 2011**



**New Contracts**

| <b>Date Signed</b> | <b>CIP #</b> | <b>Company</b>                      | <b>Description</b>  | <b>Solicitation Method</b> | <b>Owner</b> | <b>Contract Value</b> | <b>End Date</b> |
|--------------------|--------------|-------------------------------------|---|----------------------------|--------------|-----------------------|-----------------|
| 08/01/11           | N/A          | Axis Consulting, Inc.               | The Contractor shall provide an independent analysis of actual costs incurred by the Unified Port District in providing law enforcement services at the San Diego International Airport and compliance with federal statutes and FAA regulations. Time is of the essence for this service. Axis Consulting Inc has the required expertise and is the only known qualified source available to respond to the immediate requirements of the Authority. | Sole Source                | K. Kiefer    | \$ 75,000.00          | 07/09/13        |
| 08/30/11           | N/A          | N.E. Fried and Associates, Inc.     | The Contractor shall provide on-call coaching services at the direction of the Training and Organizational Development department.  | Informal RFP               | D. Wilson    | \$ 48,000.00          | 08/14/13        |
| 09/07/11           | N/A          | Audio Associates of San Diego, Inc. | The Contractor shall provide terminal paging system upgrades at the direction of the Information Technology Department.   | RFB                        | H. Kourik    | \$ 120,423.00         | 01/31/12        |



**New Contracts Approved by the Board**

|          |        |                               |   |     |                |                 |          |
|----------|--------|-------------------------------|---|-----|----------------|-----------------|----------|
| 08/19/11 | 380512 | Atlas Development Corporation | This agreement was approved by the Board at the June 2, 2011 Board meeting. The contractor shall provide sound insulation treatment to residences included in Phase 5, Group 12 of the Quieter Home Program.    | RFB | I. Ghaemi      | \$ 954,729.00   | 06/17/12 |
| 09/07/11 | N/A    | Greenhaus Inc.                | This agreement was approved by the Board at the July 7, 2011 Board meeting. The Contractor shall provide marketing, communications, and public relations services at the direction of the Marketing Department. | RFP | R. Kwiatkowski | \$ 2,500,000.00 | 08/31/14 |

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### Amendments and Change Orders

| Date Signed | CIP # | Company                | Description of Change   | Previous Contract Amount | Change Order Value (+/-) | Change Order Value (%) (+/-) | New Contract Value | New End Date |
|-------------|-------|------------------------|---|--------------------------|--------------------------|------------------------------|--------------------|--------------|
| 08/18/11    | N/A   | Major Video, Inc.      | The First Amendment corrects a typographical error reflected on the contracts Exhibit B Compensation page. There was no increase in compensation.   | \$ 50,000.00             | \$ -                     | 0%                           | \$ 50,000.00       | 4/30/2013    |
| 08/19/11    | N/A   | Passur Aerospace, Inc. | The First Amendment extends the term of the contract six months and increases the maximum amount of compensation by \$13,898.52 for continued Passur FlightPerform software and support services. | \$ 27,797.04             | \$ 13,898.52             | 50%                          | \$ 41,695.56       | 12/31/2011   |

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**Attachment "B"**

**REAL PROPERTY AGREEMENTS EXECUTED FROM August 8, 2011 TO September 11, 2011**



**Real Property Agreements**

| <b>Begin/End Dates</b> | <b>Authority Doc. #</b> | <b>Tenant/Company</b>       | <b>Agreement Type</b>   | <b>Property Location</b>                                    | <b>Use</b>   | <b>Property Area (s.f.)</b> | <b>Consideration</b>  | <b>Comments</b>                                   |
|------------------------|-------------------------|-----------------------------|-------------------------|---|--|-----------------------------|---|---|
| 6/21/2011 - 3/7/2012   | LE-0621                 | Miller Environmental, Inc.  | Right of Entry Permit   | 2701 North Harbor Drive                                     | TDY Remediation Work   | 2,070,705 s.f.              | N/A   | Port of San Diego's contractor is performing work |
| 8/1/2011 - 10/31/2011  | LE-0622                 | ITT Corporation             | Right of Entry Permit   | Authority Warehouse at 2417 Winship Lane                    | Provides access to Authority property for the installation of FAA's Automatic Dependent Surveillance – Broadcast Services system (ADS-B) | N/A                         | N/A   | N/A   |
| 7/15/2011 - 6/30/2012  | LE-0623                 | Sereca Security Corporation | Ground Handling License | N/A   | Ground Handling and Support Services   | N/A                         | Minimum monthly guarantee of \$250 or 8% of gross revenue, whichever is greater | Security services for Volaris Airlines            |
| 8/24/2011 - Perpetuity | To be assigned          | 1907 Columbia Street LLC    | Avigation Easement      | 1907 Columbia Street, San Diego                             | Provides Airport Authority with avigation rights.  | N/A                         | N/A   | N/A   |
| 8/15/2011- 11/15/2011  | LE-0624                 | City of Imperial Beach (IB) | Right of Entry          | Terminus of Florence Street and 13th Street, Imperial Beach | Archeological testing performed by City of IB  | 50,094 s.f.                 | N/A   | N/A   |
| 8/26/2011 - Perpetuity | To be assigned          | Core Craft, LLC             | Avigation Easement      | 4775 Long Branch Avenue, San Diego                          | Provides Airport Authority with avigation rights.  | N/A                         | N/A   | N/A   |



**Real Property Agreement Amendments and Assignments**

| <b>Effective Date</b> | <b>Authority Doc. #</b> | <b>Tenant/Company</b> | <b>Agreement Type</b> | <b>Property Location</b> | <b>Use</b> | <b>Property Area (s.f.)</b> | <b>Consideration</b> | <b>Comments</b> |
|-----------------------|-------------------------|-----------------------|-----------------------|--------------------------|------------|-----------------------------|----------------------|-----------------|
|-----------------------|-------------------------|-----------------------|-----------------------|--------------------------|------------|-----------------------------|----------------------|-----------------|

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| 8/10/2011  | LE-0179          | Aircraft Service International, Inc.                                  | Amendment 2 to Use and Occupancy Permit (UOP) | Airside parcel between Commuter Terminal and Air Cargo buildings | Ground service equipment maintenance and fuel truck parking    | 34,042 s.f.   | N/A   | Tenant is constructing a concrete pad to accommodate aviation fuel truck parking. Amendment provides Tenant eligibility for capital recovery of up to \$144,000 in the event the Authority terminates the UOP prior to amortization of Tenant's improvements. |
|--|------------------|---|---|--|--|---|---|---|
| 8/22/2011  | LE-0605          | Cloud 9 Wireless, Inc.  | Amendment No. 2 to Concession Agreement       | San Diego International Airport                                  | Sponsorship of free WiFi                                       | N/A   | \$10,000 monthly or \$1.055 per sponsor homepage conversion, \$0.27 per click for Apple mobile device users, and \$0.135 per session for Google Chrome and Safari users | Grants rights to sponsor "A Google a Day," a trivia game targeting Google Chrome and Safari users   |
|  <b>Consent to a Sublease</b> |                  |   |   |  |  |   |   |   |
| Begin/End Dates  | Authority Doc. # | Tenant/Company  | Agreement Type                                | Property Location  | Use  | Property Area (s.f)   | Consideration   | Comments  |
| 10/06/2010 - 11/30/2012  | LE-0625          | Sublease from Delta Air Lines, Inc. to DAL Global Services, LLC (DGS) | Consent to Sublease                           | 2361 Air Lane Road, San Diego                                    | Ground service equipment maintenance for Delta Air Lines, Inc. | 4,158 s.f. exclusive use building; 1,522 s.f. exclusive use land; exterior joint use restroom | DGS pays Delta \$5,275.89/mo., which represents a pass-through of the rent the Authority requires of Delta for the space.   | Sublease is month-to-month agreement.   |

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