



# City of San Antonio

## Agenda Memorandum

**File Number:** 15-4125

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**Agenda Item Number:** 14.

**Agenda Date:** 8/13/2015

**In Control:** City Council A Session

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**DEPARTMENT:** Aviation

**DEPARTMENT HEAD:** Frank Miller

**COUNCIL DISTRICTS IMPACTED:** Citywide

### **SUBJECT:**

Amendment to InterVISTAS Consulting, Inc. contract for the San Antonio International Airport

### **SUMMARY:**

This Ordinance authorizes an amendment to the professional services agreement with InterVISTAS Consulting Inc. to increase the contract value in an amount of \$124,000.00 to a total contract value of \$1,024,000.00 as a result of the increased air service development activity over and above what was anticipated when the agreement was approved by City Council in August 2012.

### **BACKGROUND INFORMATION:**

In August 2012, City Council authorized a professional services agreement with InterVISTAS Consulting LLC (now InterVISTAS Consulting Inc) for air service development and airline analysis consulting services through Ordinance 0656 and identified \$225,000.00 per fiscal year for their services. InterVISTAS provides the City with airline industry expertise and proprietary route modeling software similar to the airline industry software to provide technical analysis and profit potential data for selected routes.

In the past year and a half, the City has partnered with the San Antonio Chamber of Commerce to develop the Air Service Task Force and target specific destinations for new nonstop service. The Task Force meets monthly and utilizes the personnel and technical expertise of InterVISTAS. This effort has required InterVISTAS to add a consultant and expand their level of service to this project. While the scope of work was in the contract, the additional work was not part of the budget or contract amount and has required an increase to the contract value.

**ISSUE:**

Authorization of City Council is required when the amount exceeds \$50,000.00 for professional services agreements.

**ALTERNATIVES:**

City Council could elect to not authorize the amendment to the professional services agreement. However, that action could delay efforts to increase air service at the San Antonio International Airport as a solicitation is developed and a consultant selected for this work. InterVISTAS has worked on air service development for the Airport and has significant institutional knowledge.

**FISCAL IMPACT:**

Funding in the amount of \$124,000.00 is available in the Aviation Operating and Maintenance Fund. This amendment will increase the contract value to \$1,024,000.00.

**RECOMMENDATION:**

Staff recommends approval of the amendment to the professional services agreement with InterVISTAS Consulting Inc.