



# City of San Antonio

## Legislation Details (With Text)

**File #:** 19-7594  
**Type:** Staff Briefing - Without Ordinance  
**In control:** Audit and Accountability Committee  
**On agenda:** 10/15/2019  
**Title:** Financial Consulting Services [Carlos Contreras, Assistant City Manager; Russell Handy, Director, Aviation]  
**Sponsors:**  
**Indexes:**  
**Code sections:**  
**Attachments:**

Date	Ver.	Action By	Action	Result
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**CITY OF SAN ANTONIO  
AVIATION DEPARTMENT  
Interdepartmental Correspondence**

**TO:** Erik Walsh, City Manager  
**FROM:** Russell J. Handy, Director, Aviation  
**COPIES:** Audit and Accountability Committee; Ben Gorzell, Jr., CPA, Chief Financial Officer; Kevin Barthold, City Auditor; Troy Elliott, CPA, Deputy Chief Financial Officer; Carlos Contreras, Assistant City Manager  
**SUBJECT:** Consideration of High Profile Solicitation for Release  
**DATE:** October 15, 2019

The following high profile solicitation is scheduled to be released within the next month.

**Financial Consulting Services (Aviation)** - The City of San Antonio is soliciting proposals for a contractor to provide financial consulting services to support San Antonio Airport System projects to include but not limited to: Passenger Facility Charge (PFC) application preparation; assist with issuance of future General Airport Revenue Bond (GARB) and PFC Bonds; airline rates and charges/CIP forecasting model(s) preparation; Airline Lease and Use Agreement negotiations; Airport Facility Usage Study; and, miscellaneous financial planning services including financial feasibility services for implementation of Master Plan CIP and Airport finance training seminars.

Department: Aviation  
Solicitation Type: Request for Proposals  
Contract Value: \$1.25 Million

Term of Contract: 3 years with 2, 1-year renewal options  
Release Date: October 25, 2019  
Closing Date: December 11, 2019  
Proposed Council Date: March 2020  
Contact Information: Russell J. Handy, Director, Aviation  
Evaluation Criteria: Experience, Background, Qualifications: 35 points  
Proposed Plan: 30 points  
Price: 10 points  
Prime Contract Program: 10 points (SBE Prime 5 points; M/WBE Prime 5 points)  
Local Preference Program: 10 points  
Veteran Owned Small Business Preference Program: 5 points  
Voting Members: Tom Bartlett, Deputy Director, Aviation  
Mukesh Patel, Chief Administration Officer, Aviation  
Virginia Cobarrubias, Dept. Fiscal Administrator, Aviation  
Margaret U. Villegas, Assistant Director, Finance  
Michael Garnier, Sr. Regional Leader, Airport Affairs, Southwest Airlines