

Addendum #3
Request for Proposals
for the Management and Operation
of the Airport Parking System



Presentation and sign-in sheet from
the pre-proposal meeting held on
February 23, 2024

Parking Operator Pre-proposal Meeting February 23, 2024



About Tulsa Airports Improvement Trust



Tulsa Airports Improvement Trust (TAIT)

Overview



Tulsa Airports Improvement Trust administers, manages and operates Tulsa International Airport (TUL) and Tulsa Riverside Airport (RVS), both of which are owned by the City of Tulsa.

Mission:

- “To provide a safe, efficient, self-supporting airport system for the citizens of the Tulsa metropolitan area and surrounding region.”
- Approximately 140 employees
- Active in supporting our local and industry communities

About Tulsa International Airport (TUL)

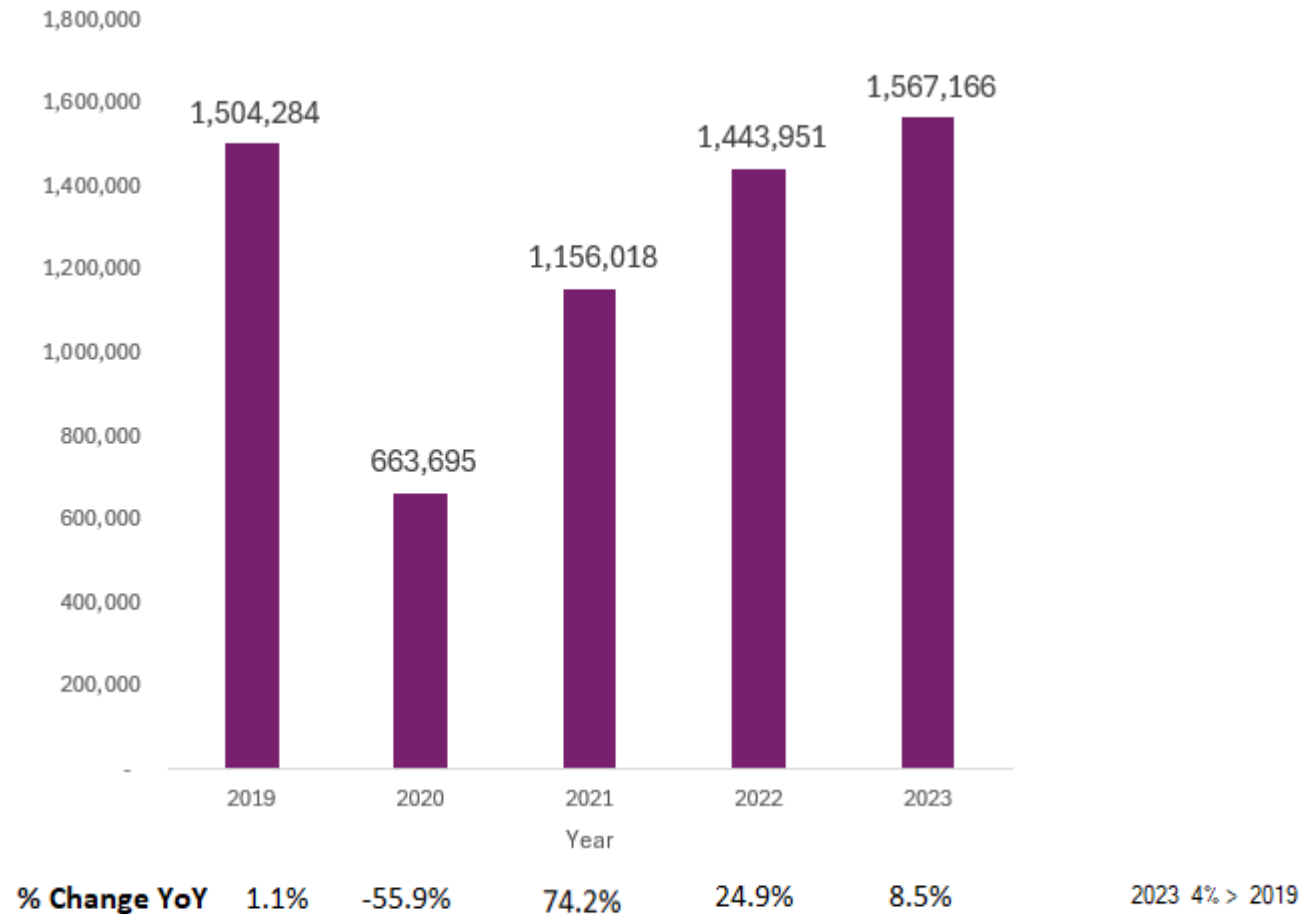


Tulsa International Airport Overview



- Five Commercial Airlines
 - American, Southwest, United, Delta and Allegiant
- 22 Nonstop Destinations
- In 2023, served 3.14 million passengers, which is the highest since 2008
- Nearly a dozen major projects underway (propeltul.com)
- Focused on accessibility and customer experience

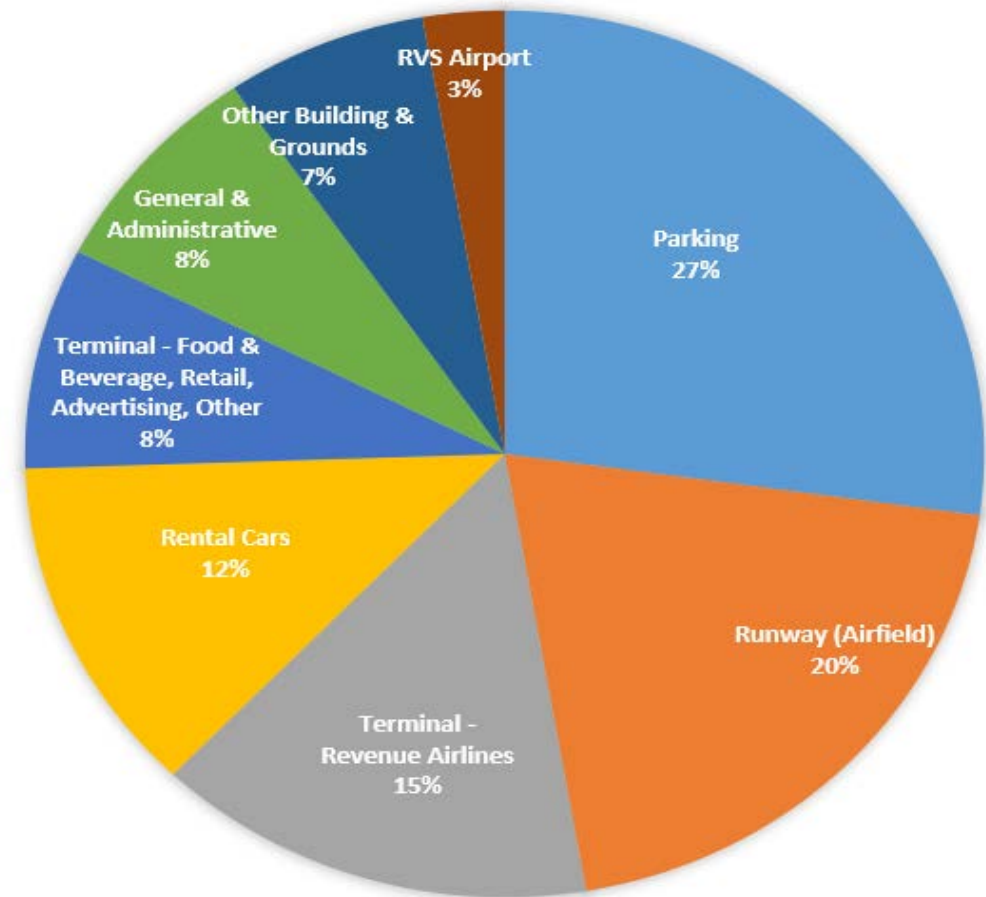
Tulsa International Airport Revenue Enplanements



FY24 Revenue Budget for TAIT

Budgeted Airport Revenue by type

Parking	\$ 12,457,620
Runway (Airfield)	9,186,495
Terminal - Revenue Airlines	6,810,341
Rental Cars	5,640,820
Terminal - Food & Beverage, Retail, Advertising, Other	3,695,139
General & Administrative	3,615,000
Other Building & Grounds	3,115,505
RVS Airport	1,258,000
Total Budgeted Revenue FY 2024	<u>\$ 45,778,920</u>



TUL Ground Transportation Overview



Offsite Parking Competitor: Fine Airport Parking

- Valet, Covered and Uncovered Options (Must ride their shuttle for all)
- Offers auto detail services
- Number of trips for calendar year 2023 – 44,585

Parking Shuttles (Both TUL's and Fine's)

- Designated pick-up area is outside of each Baggage Claim areas, on Arrivals Roadway

Uber, Lyft, Taxicab, limo and hotel shuttles:

- Pick-up area is on Arrivals Roadway, just outside the doors of Schwab Hall
- Number of trips for Uber and Lyft pick-up's - 129,498

Turo

- Users park in short-term parking on 3rd level of garage, and pay normal rates

TUL Ground Transportation Overview, Continued



**Rental Car pick-up and drop-off area
is on 2nd level of parking garage**

Rental Car Companies

- Alamo
- Avis
- Budget
- Dollar
- Enterprise
- Hertz
- National
- Payless
- Thrifty



Parking Facility Details



Parking Space Count:

- **Valet Parking** – 1,100 monthly average tickets. On average, 90-130 daily cars in inventory.
- **Economy/Shuttle Lot** -1,603 spaces
- **Parking Garage** - 2,383 spaces
- **Reserved Parking** – 10 spaces
- **Employee Parking** – 576 spaces expanding to 757 spaces
- **Overflow Parking** – 267 spaces

Parking Information

	30 Min	1 st Hour	Daily
● Valet			\$20.00
● Garage / Covered			\$14.00
● Economy			\$9.00
● Short Term	\$1.00	\$2.00	\$14.00
● Cell Phone Lot	FREE		



LOT 2

PARKING GARAGE

ECONOMY PARKING

LOT 3

OVERFLOW
PARKING

Asset Information



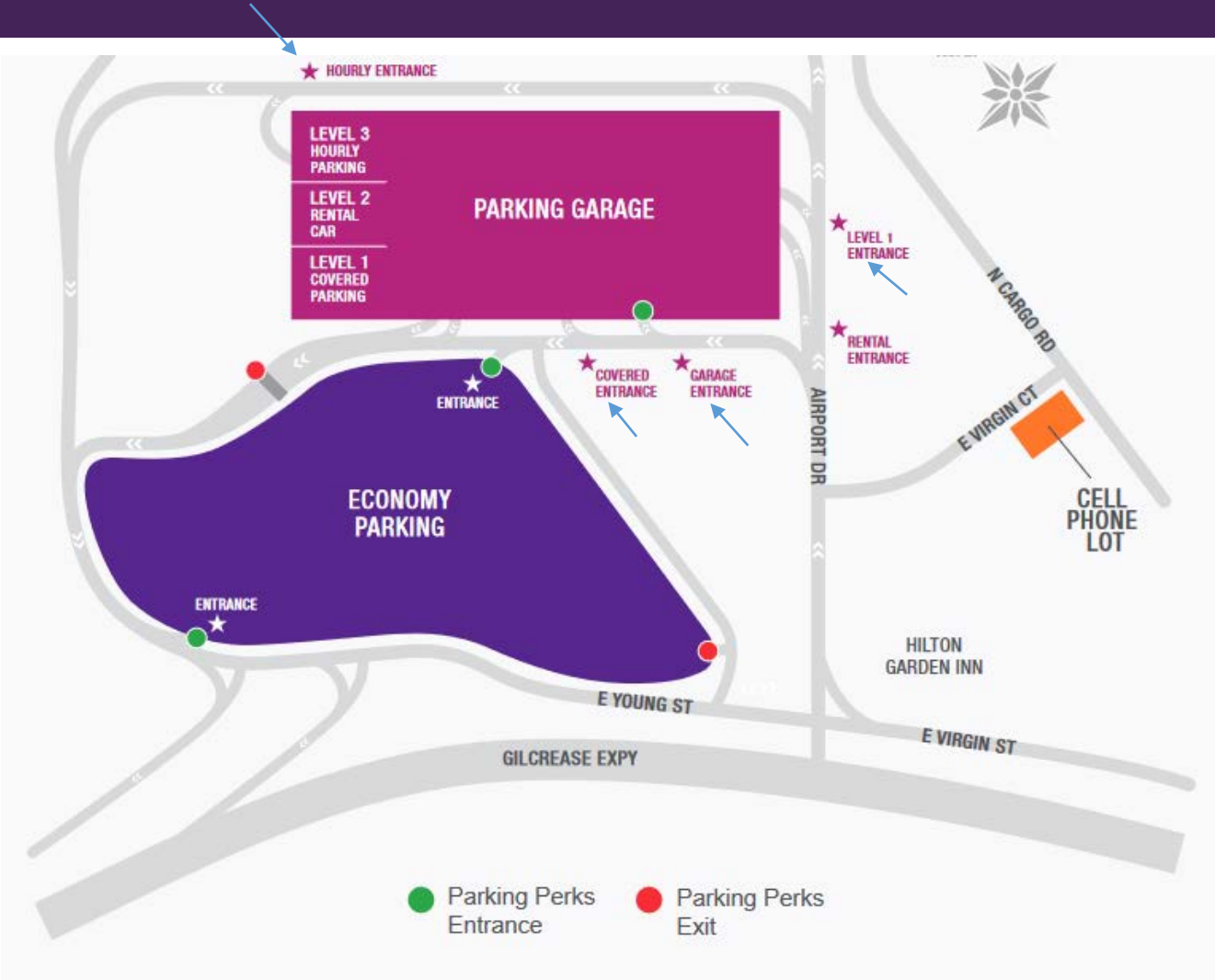
Fleet Details:

- 10 Total Shuttles
- Seven (7) nine (9) passenger shuttles
- Two (2) nine (9) passenger wheelchair accessible shuttles
- One (1) 13 passenger shuttle

Hardware/Software:

- TIBA/PARCS hardware and software for the revenue control system and gate controllers
- TEZ Valet Hardware and Software
- OMNI Q LPI License Inventory System

Parking Facility Entrances



Current Parking Products – TUL Parking Perks Loyalty & Rewards Program



TUL Parking Perks Benefits to Customers:

- Free membership
- Earn one point for every dollar spent in the Garage, Economy Lot, and Valet Parking
- Redeem points for free parking in the Garage, Economy Lot, and Valet Parking
- Ticketless entry to the Garage and Economy Lot
- Dedicated ticketless exit lane
- Secure online account to add/delete credit card information, print parking receipts, view account activity, and redeem points for free parking.

TUL Parking
Perks

Current Parking Products – TUL Parking Perks Loyalty & Rewards Program



TUL Parking Benefits

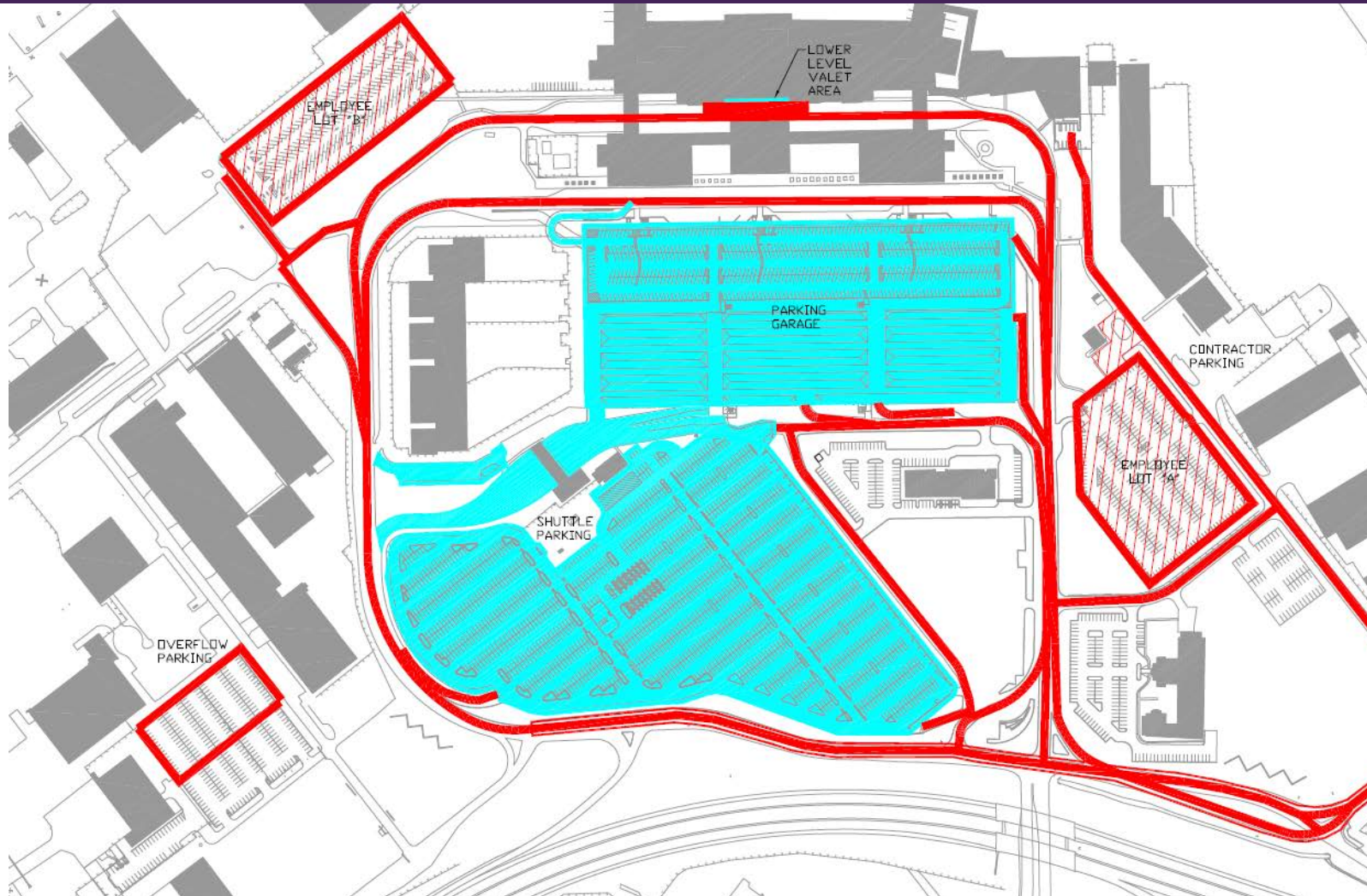
*90 points = 1 free day in Economy
(\$9 value)

*140 points = 1 free day in Garage
(\$14 value)

*217 points = 1 free day of Valet
(\$21.70 value)



Snow and Ice Plan Review



Important Requirement Details



1. \$5,000 Proposal Bond (guarantee)
2. Proposer Form
3. Proposers Qualification Form
4. Proposed Management Fee Form
5. Non-Collusion Affidavit; and
6. Financial Information

Evaluation of Proposals



- Qualifications and experience of Proposer in operating comparable public parking facilities
- Suggested Management Plan and Operating Procedures Manual
- Qualifications and experience of Proposer's full-time, off-site and on-site management
- Financial capability of Proposer
- The amount Proposer agrees to charge as a Management Fee
- Proposer's suggestions for improving customer service including implementation of technology solutions
- Any other criteria which represents an objective best value to TAIT

Important Deadlines and Contact Information



Any questions concerning the RFP and anything discussed today must be submitted in writing on or before - **February 29, 2024**

All inquiries should be directed to:

Birdetta Price

Director, Finance and Asset Management

Tulsa Airports Improvement Trust

BirdettaPrice@tulsaairports.com

Important Deadlines and RFP Requirements



Proposals must be received in the Airport's Administrative Offices no later than 2 p.m. local time Thursday, March 14, 2024.

Please submit the "Proposal for Management and Operation of The Airport Parking System" with the following:

- One (1) original hard copy with signatures
- Six (6) additional hard copies
- Two (2) USB drives with the file

Thank you!



Tulsa Airports Improvement Trust
Parking Operator Manager Pre-proposal Meeting 23-2024; 2pm

	Name	Compnay	Email Address
1	Lawrence Blythe	SP+	lblythe@spplus.com
2	Jason Finch	SP+	jfinch@spplus.com
3	Kendra Petty	LAZ	Kpetty@lazparking.com
4	Eric Gomes	LAZ	egomes@lazparking.com
5	Susan + Vieth	LAZ	svsieh@lazparking.com
6	BOB LINEHART	PCI	blinehart@parkingconcepts.com
7	Jeff Shaw	TAIT	
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Tulsa Airports Improvement Trust
Parking Operator Manager Pre-proposal Meeting 2-23-2024; 2pm

	Name	Compnay	Email Address
1	LARRY DELUCA	ABM	LARRY.D@LUCAGABM.CO LDELUCA@ABM.COM
2	OSCAR DOZAL	Premium	odozal@premiumparking.com
3	Bill Mayo	RPS	Bill.Mayo@REINTEGRATEDPARKING.COM
4	Peyton Haralson	American Parking	pharalson@americanparking.com
5	Bryan Crook	THAT	
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