

DEPARTMENT OF TRANSPORTATION
ACTION AGENDA
November 14, 2018



Supplemental

Contact: Jaimini M. Erskine
410-859-7071
jerskine@bwiairport.com

17-GM. MARYLAND AVIATION ADMINISTRATION
Lease and Concession Contract

Contract ID: Lease and Concession Contract to Establish, Operate and Manage an Airport Taxicab Ground Transportation Concession Service at BWI Marshall Airport *MAA-LC-19-010*
ADPICS No.: N/A

Contract Description: Lease and Concession Contract granting the non-exclusive right to establish, operate and manage an airport taxicab ground transportation concession service at BWI Marshall Airport.

Award: BWI Taxi Management, Inc.

Contract Term: Five years commencing 01/01/2019 through 12/31/2023

Amount: Contractor shall pay monthly the greater of a fixed \$2.50 fee per each outbound taxicab operation originating at the Airport or a Minimum Monthly Concession Fee (MMG), of which the total guaranteed concession fee for the five year term is \$5,240,772.00. Contractor also shall pay \$36,221.00 per year rent for 7062 Friendship Road Taxicab Building (1,861 square feet at \$19.46 per square foot per annum).

Procurement Method: Competitive Sealed Proposal (CSP)

Proposals:	SuperTaxi, Inc d/b/a Checker Airport Taxi Linthicum, MD	\$7,000,000
	BWI Taxi Management, Inc. Linthicum, MD	\$5,240,752

MBE Participation: 15% ACDBE participation

Requesting Agency Remarks: This contract grants non-exclusive rights to establish, operate and manage an airport taxicab concession service to the travelling public at BWI Marshall Airport. This type of revenue-producing contract at a transportation facility is outside the scope of the State Procurement Law (State Finance and Procurement Article §11-202(3); COMAR 21.01.03.03.B(1)(d). However, the Contract and any modifications must be approved by the Board of Public Works because the Contract constitutes a use of State Property under State Finance and Procurement Article, §10-305.

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17-GM. MARYLAND AVIATION ADMINISTRATION(cont'd)

Agency Remarks: (cont'd)

The Request for Proposals was advertised in local publications and on eMaryland Marketplace. In addition, MDOT MAA sent 205 direct mail notices to taxicab companies and other ground transportation firms in the Baltimore-Washington Metropolitan Area that had previously expressed interest in the taxicab concession. Nine firms registered for the business opportunity; however, MDOT MAA received only two Technical Proposals.

The Financial Proposal element of the RFP required Proponents to propose a fixed Minimum Monthly Guarantee (MMG) concession fee, but no less than \$50,000.00 monthly (or \$600,000.00 annually), for each of the five Contract years. The Selected Proponent will pay MDOT MAA the greater of Selected Proponent's proposed MMG or \$2.50 per each outbound taxicab trip. Over the five-year term, the minimum guaranteed revenue to MDOT MAA would be approximately \$3,000,000.00. The Financial Proposals of the two Proponents are ranked and listed as follows:

Comparison of the revenue performance between the current (incumbent) contract and the Financial Proposals received shows a loss of revenue to MDOT MAA under either proposal. In the current taxi contract, MDOT MAA receives the greater of the \$2.50 outbound per trip fee or a Minimum Monthly Guarantee (MMG) payment totaling approximately \$196,949.43 (or \$2,363,393.00 annually), which was \$11,816,966.00 over the five-year contract term (this total does not reflect contract extension periods from October 1, 2017 through December 31, 2018).

Consistent with the RFP, technical merit was given greater importance than the financial consideration. MDOT MAA recommends award of the contract to BWI Taxi Management, Inc., the incumbent airport taxi operator. MDOT MAA determined that the incumbent operator, BWI Taxi Management, Inc. presented a technically superior proposal to that of Checker Airport Taxi, and that all elements of incumbent's proposal had a sound approach which emphasized customer service and a commitment to improved driver relations.

<i>Fund Source:</i>	N/A	<i>Approp. Code:</i>	N/A
<i>Resident Business:</i>	Yes	<i>MD Tax Clearance:</i>	18-2472-0110

BOARD OF PUBLIC WORKS ACTION– THIS ITEM WAS:

APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION		WITHOUT DISCUSSION	