

**CITY OF AUSTIN**  
**AUSTIN-BERGSTROM INTERNATIONAL AIRPORT**  
**Airport Operating Fund 5070**  
**Income Statement - For Internal Use Only**  
**Fiscal Year to Date for 4 Months ended January 31, 2012**

	Amended Budget	Budget Annualized 4 months	Year to Date w/ Encumb	Y-T-D Variance Fav (Unfav)	Y-T-D % Variance Fav (Unfav)
<b>REVENUE</b>					
<b>AIRLINE REVENUE</b>					
Landing Fees	20,282,000	6,760,667	6,166,417	(594,250)	(8.8%)
Terminal Rental & Other Fees	20,690,000	6,896,667	6,801,389	(95,278)	(1.4%)
<b>TOTAL AIRLINE REVENUE</b>	<b>40,972,000</b>	<b>13,657,334</b>	<b>12,967,806</b>	<b>(689,528)</b>	<b>(5.0%)</b>
<b>NON-AIRLINE REVENUE</b>					
Parking	26,422,000	8,807,333	9,685,992	878,659	10.0%
Other Concessions	16,267,000	5,422,333	5,449,789	27,456	0.5%
Other Rentals and Fees	6,367,000	2,122,333	2,185,099	62,766	3.0%
<b>TOTAL NON-AIRLINE REVENUE</b>	<b>49,056,000</b>	<b>16,351,999</b>	<b>17,320,880</b>	<b>968,881</b>	<b>5.9%</b>
Interest Income	236,000	78,667	37,992	(40,675)	(51.7%)
<b>TOTAL REVENUE</b>	<b>90,264,000</b>	<b>30,088,000</b>	<b>30,326,678</b>	<b>238,678</b>	<b>0.8%</b>
<b>OPERATING REQUIREMENTS</b>					
Fac Mgmt, Ops and Airport Security	35,997,486	11,997,962	11,159,673	838,289	7.0%
Airport Planning and Development	1,648,359	549,398	534,321	15,077	2.7%
Support Services	10,380,139	3,459,701	2,974,569	485,132	14.0%
Business Services	9,440,813	3,146,623	2,835,319	311,304	9.9%
<b>TOTAL OPERATING EXPENSES</b>	<b>57,466,797</b>	<b>19,153,684</b>	<b>17,503,882</b>	<b>1,649,802</b>	<b>8.6%</b>
<b>Debt Service</b>					
GO Debt Service Fund	30,053	10,017	10,018	(1)	(0.0%)
2003 Series Airport Revenue Bond DS	10,171,269	3,390,084	2,853,000	537,084	15.8%
2005 Variable rate Notes (Swap)	17,606,948	5,868,396	5,989,368	(120,972)	(2.1%)
2005 Variable rate Notes Fees	3,589,598	1,196,413	697,117	499,296	41.7%
\$28 Million Variable Rate Note	1,306,840	435,570	196,481	239,089	54.9%
PFC Debt Service Funding	(13,679,803)	(4,559,478)	(4,315,595)	(243,883)	5.3%
<b>TOTAL Net Debt Service</b>	<b>19,024,905</b>	<b>6,341,002</b>	<b>5,430,389</b>	<b>910,613</b>	<b>14.4%</b>
<b>OTHER REQUIREMENTS</b>					
Workers' Compensation	329,622	109,863	109,872	(9)	(0.0%)
Citywide Administrative Support	1,563,714	521,186	521,239	(53)	(0.0%)
Communications & Technology Mgmt	1,201,393	400,424	400,464	(40)	(0.0%)
Accrued Payroll	55,800	18,598	18,600	(2)	(0.0%)
Additional Retirement Contribution	1,284,727	428,200	381,136	47,064	11.0%
Compensation Adjustment	22,425	7,474	6,537	937	12.5%
Wage Adjustment Market	98,914	32,968	0	32,968	100.0%
Liability Reserve	20,000	6,666	6,664	2	0.0%
Operating Reserve	291,000	96,990	0	96,990	100.0%
CTECC	141,930	47,305	47,310	(5)	(0.0%)
Trunked Radio Allocation	89,190	29,727	29,728	(1)	(0.0%)
<b>TOTAL OTHER REQUIREMENTS</b>	<b>5,098,715</b>	<b>1,699,401</b>	<b>1,521,550</b>	<b>177,851</b>	<b>10.5%</b>
<b>TOTAL REQUIREMENTS</b>	<b>81,590,417</b>	<b>27,194,087</b>	<b>24,455,821</b>	<b>2,738,266</b>	<b>10.1%</b>
<b>EXCESS (DEFICIT) OF TOTAL AVAILABLE FUNDS OVER TOTAL REQUIREMENTS</b>	<b>8,673,583</b>	<b>2,893,913</b>	<b>5,870,857</b>	<b>2,976,944</b>	<b>102.9%</b>

**CITY OF AUSTIN**  
**AUSTIN-BERGSTROM INTERNATIONAL AIRPORT**  
**Airport Operating Fund 5070**  
**Operating Income Statement - For Internal Use Only**  
**Fiscal Year to Date for 4 Months ended January 31, 2012**

	Close II - FYE 9/30/11 Actuals	FY2012 Amended Budget	Budget Annualized 4 months	FY2012 Year to Date w/ Encumb	Y-T-D Variance Fav (Unfav)	Y-T-D % Variance Fav (Unfav)
<b>REVENUE</b>						
<b>AIRLINE REVENUE</b>						
Landing Fees	18,556,036	20,282,000	6,760,667	6,166,417	(594,250)	(8.8%)
Terminal Rental & Other Fees	20,390,399	20,690,000	6,896,667	6,801,389	(95,278)	(1.4%)
<b>TOTAL AIRLINE REVENUE</b>	<b>38,946,435</b>	<b>40,972,000</b>	<b>13,657,334</b>	<b>12,967,806</b>	<b>(689,528)</b>	<b>(5.0%)</b>
<b>NON-AIRLINE REVENUE</b>						
Parking	27,854,382	26,422,000	8,807,333	9,685,992	878,659	10.0%
Other Concessions	16,435,686	16,267,000	5,422,333	5,449,789	27,456	0.5%
Other Rentals and Fees	6,658,686	6,367,000	2,122,333	2,185,099	62,766	3.0%
<b>TOTAL NON-AIRLINE REVENUE</b>	<b>50,948,754</b>	<b>49,056,000</b>	<b>16,351,999</b>	<b>17,320,880</b>	<b>968,881</b>	<b>5.9%</b>
<b>TOTAL OPERATING REVENUE</b>	<b>89,895,189</b>	<b>90,028,000</b>	<b>30,009,333</b>	<b>30,288,686</b>	<b>279,353</b>	<b>0.9%</b>
<b>OPERATING REQUIREMENTS</b>						
Fac Mgmt, Ops and Airport Security	33,344,798	35,997,486	11,997,962	11,159,673	838,289	7.0%
Airport Planning and Development	1,565,600	1,648,359	549,398	534,321	15,077	2.7%
Support Services	9,315,699	10,380,139	3,459,701	2,974,569	485,132	14.0%
Business Services	9,772,144	9,440,813	3,146,623	2,835,319	311,304	9.9%
<b>TOTAL OPERATING EXPENSES</b>	<b>53,998,241</b>	<b>57,466,797</b>	<b>19,153,684</b>	<b>17,503,882</b>	<b>1,649,802</b>	<b>8.6%</b>
<b>OTHER REQUIREMENTS</b>						
Workers' Compensation	333,827	329,622	109,863	109,872	(9)	(0.0%)
Citywide Administrative Support	1,697,020	1,563,714	521,186	521,239	(53)	(0.0%)
Communications & Technology Mgmt	1,465,059	1,201,393	400,424	400,464	(40)	(0.0%)
Accrued Payroll	91,467	55,800	18,598	18,600	(2)	(0.0%)
Additional Retirement Contribution	913,828	1,284,727	428,200	381,136	47,064	11.0%
Compensation Adjustment	21,613	22,425	7,474	6,537	937	12.5%
Wage Adjustment Market	0	98,914	32,968	0	32,968	100.0%
Liability Reserve	23,000	20,000	6,666	6,664	2	0.0%
Operating Reserve	627,561	291,000	96,990	0	96,990	100.0%
CTECC	57,161	141,930	47,305	47,310	(5)	(0.0%)
Trunked Radio Allocation	112,874	89,190	29,727	29,728	(1)	(0.0%)
<b>TOTAL OTHER REQUIREMENTS</b>	<b>5,343,410</b>	<b>5,098,715</b>	<b>1,699,401</b>	<b>1,521,550</b>	<b>177,851</b>	<b>10.5%</b>
<b>TOTAL OPERATING REQUIREMENTS</b>	<b>59,341,651</b>	<b>62,565,512</b>	<b>20,853,085</b>	<b>19,025,432</b>	<b>1,827,653</b>	<b>8.8%</b>
<b>OPERATING INCOME</b>	<b>30,553,538</b>	<b>27,462,488</b>	<b>9,156,248</b>	<b>11,263,254</b>	<b>2,107,006</b>	<b>23.0%</b>
<b>OPERATING MARGIN</b>	<b>33.99%</b>	<b>30.50%</b>	<b>30.51%</b>	<b>37.19%</b>	<b>6.68%</b>	



CITY OF AUSTIN  
AUSTIN-BERGSTROM INTERNATIONAL AIRPORT  
FUND SUMMARY COMPARISON WITH PPE RECONCILIATION

	This month - This Year vs. Last Year FY12 (Jan 12) vs FY11 (Jan 11)				Fiscal YTD - This Year vs. Last Year FY12 (Oct 11 - Jan 12) vs FY11 (Oct 10 - Jan 11)			
	FY12 Jan-12	FY11 Jan-11	Fav (Unfav) \$ Variance	Fav (Unfav) % Variance	FY12 YTD Jan-12	FY11 YTD Jan-11	Fav (Unfav) \$ Variance	Fav (Unfav) % Variance
<b><u>Airline Revenue</u></b>								
Landing Fees	1,453,986	1,500,099	(46,113)	(3.1%)	6,166,417	6,096,176	70,241	1.2%
Terminal Rental & Other Fees	1,689,799	1,710,148	(20,349)	(1.2%)	6,801,389	6,772,068	29,321	0.4%
Total Airline Revenue	3,143,785	3,210,247	(66,462)	(2.1%)	12,967,806	12,868,244	99,562	0.8%
<b><u>Non-Airline Revenue</u></b>								
Parking	2,255,355	2,138,768	116,587	5.5%	9,685,992	8,767,414	918,578	10.5%
Food/Beverage & Retail	405,168	385,405	19,763	5.1%	1,835,890	1,744,983	90,907	5.2%
Rental Car	727,358	646,251	81,107	12.6%	3,100,932	3,036,913	64,019	2.1%
Advertising	52,197	20,991	31,206	148.7%	255,815	104,795	151,020	144.1%
Ads Barter Revenue	3,583	2,285	1,298	56.8%	10,438	11,660	(1,222)	(10.5%)
Other Concessions	59,354	60,745	(1,391)	(2.3%)	246,714	244,291	2,423	1.0%
Other Rentals and Fees	540,696	497,397	43,299	8.7%	2,185,099	2,138,096	47,003	2.2%
Total Non-Airline Revenue	4,043,711	3,751,842	291,869	7.8%	17,320,880	16,048,152	1,272,728	7.9%
Interest Income	8,577	26,002	(17,425)	(67.0%)	37,992	85,216	(47,224)	(55.4%)
Total Operating Revenue	7,196,073	6,988,091	207,982	3.0%	30,326,678	29,001,612	1,325,066	4.6%
<b><u>Operating Requirements</u></b>								
Fac Mgmt, Ops and Airport Security	2,572,312	2,458,572	(113,740)	(4.6%)	11,159,673	10,897,328 *	(262,345)	(2.4%)
Airport Planning and Development	117,939	106,247	(11,692)	(11.0%)	534,321	517,565 *	(16,756)	(3.2%)
Support Services	782,075	697,851	(84,224)	(12.1%)	2,974,569	2,975,322 *	753	0.0%
Business Services	671,903	712,849	40,946	5.7%	2,835,319	2,901,701 *	66,382	2.3%
Total Operating Expense	4,144,229	3,975,519	(168,710)	(4.2%)	17,503,882	17,291,916 *	(211,966)	(1.2%)
<b><u>Debt Service</u></b>								
GO Debt Service Fund	2,505	7,525	5,020	66.7%	10,018	15,050	5,032	33.4%
2003 Series Airport Revenue Bond DS	490,000	377,000	(113,000)	(30.0%)	2,853,000	1,506,000	(1,347,000)	(89.4%)
2005 Variable rate Notes (Swap)	883,137	1,810,491	927,354	51.2%	5,989,368	7,480,428	1,491,060	19.9%
2005 Variable rate Notes Fees	0	454,089	454,089	100.0%	697,117	922,886	225,769	24.5%
\$28 Million Variable Rate Note	0	5,370	5,370	100.0%	196,481	24,863	(171,618)	(690.3%)
PFC Debt Service Funding	0	(1,172,693)	(1,172,693)	(100.0%)	(4,315,594)	(4,404,235)	(88,641)	(2.0%)
Total Debt Service	1,375,642	1,481,782	106,140	7.2%	5,430,390	5,544,992	114,602	2.1%
<b><u>Other Requirements</u></b>								
Workers' Compensation	27,468	27,819	351	1.3%	109,872	111,275	1,403	1.3%
Citywide Administrative Support	130,310	141,418	11,108	7.9%	521,239	565,673	44,434	7.9%
Communications & Technology Mgmt	100,116	122,088	21,972	18.0%	400,464	488,355	87,891	18.0%
Accrued Payroll	4,650	8,663	4,013	46.3%	18,600	34,663	16,063	46.3%
Additional Retirement Contribution	95,364	71,584	(23,780)	(33.2%)	381,136	299,318	(81,818)	(27.3%)
Compensation Adjustment	1,867	1,742	(125)	(7.2%)	6,537	3,194	(3,343)	(104.7%)
CTECC	11,827	4,763	(7,064)	(148.3%)	47,310	19,057	(28,253)	(148.3%)
Trunked Radio Allocation	7,432	9,406	1,974	21.0%	29,728	37,626	7,898	21.0%
Liability Reserve	1,666	1,917	251	13.1%	6,664	7,664	1,000	13.0%
Total Other Requirements	380,700	389,400	8,700	2.2%	1,521,550	1,566,825	45,275	2.9%
<b>Total Requirements</b>	<b>5,900,571</b>	<b>5,846,701</b>	<b>(53,870)</b>	<b>(0.9%)</b>	<b>24,455,822</b>	<b>24,403,733</b>	<b>(52,089)</b>	<b>(0.2%)</b>
<b>SURPLUS (DEFICIT) OF TOTAL AVAILABLE FUNDS OVER TOTAL REQUIREMENTS</b>	<b>\$ 1,295,502</b>	<b>\$ 1,141,390</b>	<b>\$ 154,112</b>	<b>13.5%</b>	<b>\$ 5,870,856</b>	<b>\$ 4,597,879</b>	<b>\$ 1,272,977</b>	<b>27.7%</b>

\* FY2011 Operating Requirements are restated to show the same number of pay periods as FY2012

**CITY OF AUSTIN**  
**AUSTIN-BERGSTROM INTERNATIONAL AIRPORT**  
**Non-Airline Revenue Detail**

This month - This Year vs. Last Year  
FY12 (Jan 12) vs FY11 (Jan 11)

	January 2012	January 2011	Fav (Unfav) Variance	Fav (Unfav) %
<b>PARKING REVENUES</b>				
Parking	2,174,283	2,061,542	112,741	5.47%
Off Airport Parking	81,072	77,226	3,846	4.98%
<b>TOTAL PARKING REVENUES</b>	<b>2,255,355</b>	<b>2,138,768</b>	<b>116,587</b>	<b>5.45%</b>
<b>OTHER CONCESSIONS</b>				
Rental Cars	727,358	646,251	81,107	12.55%
Food and Beverage	232,427	227,942	4,485	1.97%
Advertising	52,197	20,991	31,206	148.66%
Telephone	32,517	29,985	2,532	8.44%
News and Gift	172,741	157,463	15,278	9.70%
Ads Barter Revenue	3,583	2,285	1,298	56.81%
Airline Catering	7,959	12,654	(4,695)	(37.10%)
Vending Commissions	18,389	17,819	570	3.20%
Miscellaneous	489	287	202	70.38%
<b>TOTAL OTHER CONCESSIONS</b>	<b>1,247,660</b>	<b>1,115,677</b>	<b>131,983</b>	<b>11.83%</b>
<b>OTHER RENTALS &amp; FEES</b>				
Building-FBOs	41,906	41,316	590	1.43%
Building - Other	109,026	105,443	3,583	3.40%
Ground Rent	72,071	71,238	833	1.17%
Telephone - STS	40,544	31,297	9,247	29.55%
Building Maintenance Reimbursements	7,719	7,719	0	0.00%
Facility Services Reimbursements	4,223	4,076	147	3.61%
Hotel	47,499	30,005	17,494	58.30%
GTSA Shuttle Permits	11,343	3,530	7,813	221.33%
Taxi-Cab	25,569	18,105	7,464	41.23%
Cargo Facilities	17,732	16,995	737	4.34%
Fuel Flowage	40,945	45,458	(4,513)	(9.93%)
Fuel Facility Fees	62,396	62,219	177	0.28%
Cargo Ramp Use Fee	36,826	33,409	3,417	10.23%
Other	12,957	17,459	(4,502)	(25.79%)
Cash Over/Short	767	774	(7)	(0.90%)
GSEM User Fee	3,177	3,177	0	0.00%
Airport ID Badges, Fingerprints, Keys	5,996	5,177	819	15.82%
<b>TOTAL OTHER RENTALS &amp; FEES</b>	<b>540,696</b>	<b>497,397</b>	<b>43,299</b>	<b>8.71%</b>
<b>TOTAL NON-AIRLINE REVENUE</b>	<b>4,043,711</b>	<b>3,751,842</b>	<b>291,869</b>	<b>7.78%</b>
<b>ACTUAL % OF TOTAL REVENUE</b>	<b>56.2%</b>	<b>53.7%</b>	<b>2.5</b>	<b>4.66%</b>
<b>TARGET %</b>	<b>60.0%</b>			

Fiscal YTD - This Year vs. Last Year  
FY12 (Oct 11 - Jan 12) vs FY11 (Oct 10 - Jan 11)

	YTD FY12	YTD FY11	Fav (Unfav) Variance	Fav (Unfav) %
	9,302,704	8,424,793	877,911	10.42%
	383,288	342,621	40,667	11.87%
	<b>9,685,992</b>	<b>8,767,414</b>	<b>918,578</b>	<b>10.48%</b>
	3,100,932	3,036,913	64,019	2.11%
	1,074,381	1,002,638	71,743	7.16%
	255,815	104,795	151,020	144.11%
	127,538	119,053	8,485	7.13%
	761,509	742,345	19,164	2.58%
	10,438	11,660	(1,222)	(10.48%)
	45,752	54,005	(8,253)	(15.28%)
	72,060	70,111	1,949	2.78%
	1,364	1,122	242	21.57%
	<b>5,449,789</b>	<b>5,142,642</b>	<b>307,147</b>	<b>5.97%</b>
	167,970	165,263	2,707	1.64%
	488,972	436,867	52,105	11.93%
	288,300	284,967	3,333	1.17%
	133,591	142,285	(8,694)	(6.11%)
	40,116	40,116	0	0.00%
	17,240	16,302	938	5.75%
	181,698	151,993	29,705	19.54%
	25,051	11,030	14,021	127.12%
	69,631	78,343	(8,712)	(11.12%)
	70,930	67,983	2,947	4.33%
	200,773	205,165	(4,392)	(2.14%)
	249,870	248,876	994	0.40%
	147,555	145,638	1,917	1.32%
	63,677	106,987	(43,310)	(40.48%)
	3,419	3,095	324	10.47%
	12,708	12,708	0	0.00%
	23,598	20,478	3,120	15.24%
	<b>2,185,099</b>	<b>2,138,096</b>	<b>47,003</b>	<b>2.20%</b>
	<b>17,320,880</b>	<b>16,048,152</b>	<b>1,272,728</b>	<b>7.93%</b>
	<b>57.1%</b>	<b>55.3%</b>	<b>1.8</b>	<b>3.25%</b>
	<b>60.0%</b>			

CITY OF AUSTIN  
AUSTIN-BERGSTROM INTERNATIONAL AIRPORT  
NON-AIRLINE REVENUE ACTUALS

This month - This Year vs. Last Year  
FY12 (Jan 12) vs FY11 (Jan 11)

Fiscal YTD - This Year vs. Last Year  
FY12 (Oct 11 - Jan 12) vs FY11 (Oct 10 - Jan 12)

Non-Airline Revenue

**OTHER CONCESSIONS**

	<u>FY12 Jan-12</u>	<u>FY11 Jan-11</u>	<u>Fav (Unfav) \$ Variance</u>	<u>Fav (Unfav) % Variance</u>	<u>FY12 YTD Jan-12</u>	<u>FY11 YTD Jan-11</u>	<u>Fav (Unfav) \$ Variance</u>	<u>Fav (Unfav) % Variance</u>
Rental Cars	718,379	672,700	45,679	6.8%	3,100,932	3,021,229	79,703	2.6%
Food and Beverage	251,023	226,967	24,056	10.6%	1,068,292	986,677	81,615	8.3%
News and Gift	156,441	159,826	(3,385)	(2.1%)	746,678	735,111	11,567	1.6%
<b>TOTAL</b>	<b>1,125,843</b>	<b>1,059,493</b>	<b>66,350</b>	<b>6.3%</b>	<b>4,915,902</b>	<b>4,743,017</b>	<b>172,885</b>	<b>3.6%</b>

CITY OF AUSTIN  
AUSTIN-BERGSTROM INTERNATIONAL AIRPORT  
ADVERTISING CONTRACT ANALYSIS

This month - This Year vs. Last Year  
FY12 (Jan 12) vs FY11 (Jan 11)

<u>Advertising</u>	<u>FY12 Jan-12</u>	<u>FY11 Jan-11</u>	<u>Fav (Unfav) \$ Variance</u>	<u>Fav (Unfav) % Variance</u>
Hotel	2,221	3,746	(1,525)	(40.7%)
Cab	793	344	449	130.5%
Others:				
Static Display	33,758	6,701		
Tech Display	15,425	0		
MAG	0	0		
Others Subtotal:	49,183	6,701	42,482	634.0%
<b>TOTAL</b>	<b>52,197</b>	<b>10,791</b>	<b>41,406</b>	<b>383.7%</b>

Fiscal YTD - This Year vs. Last Year  
FY12 (Oct 11 - Jan 12) vs FY11 (Oct 10 - Jan 12)

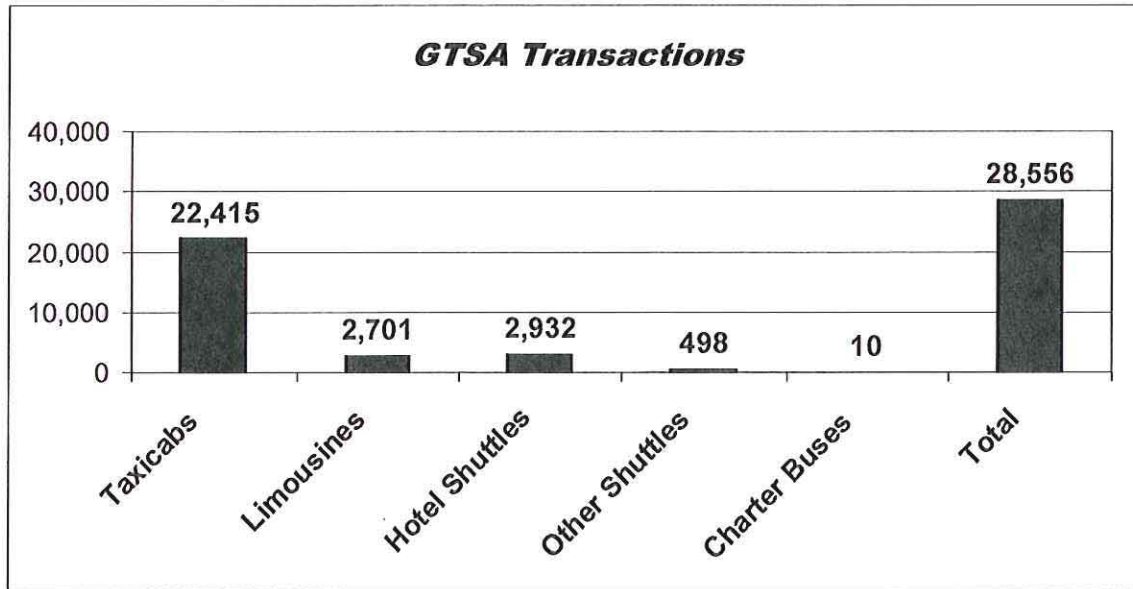
<u>FY12 YTD Jan-12</u>	<u>FY11 YTD Jan-11</u>	<u>Fav (Unfav) \$ Variance</u>	<u>Fav (Unfav) % Variance</u>
8,789	16,019	(7,230)	(45.1%)
3,122	1,376	1,746	126.9%
160,977	87,401		
82,928	0		
0	0		
243,905	87,401	156,504	179.1%
<b>255,816</b>	<b>104,796</b>	<b>151,020</b>	<b>144.1%</b>



**AUSTIN-BERGSTROM INTERNATIONAL AIRPORT  
ENPLANEMENTS  
FY 2012 VS. FY 2011**

	<u>FY 2012</u>	<u>FY 2011</u>	<u>Month over Month</u> <u>Change</u> <u>%</u>	<u>YTD</u> <u>Change</u> <u>%</u>
October	393,343	381,906	2.99%	2.99%
November	379,810	372,492	1.96%	2.49%
December	383,096	377,283	1.54%	2.17%
January	326,181	320,267	1.85%	2.10%
February	-	303,871		
March	-	399,305		
April	-	362,683		
May	-	413,069		
June	-	418,307		
July	-	425,683		
August	-	386,879		
September	-	362,896		
	<u>1,482,430</u>	<u>4,524,641</u>		
	<u>YTD Jan-12</u>	<u>YTD Jan-11</u>	<u>Inc/(Dec)</u>	<u>% Inc/(Dec)</u>
	1,482,430	1,451,948	30,482	2.10%

GROUND TRANSPORTATION TRANSACTIONS  
FEBRUARY 2012



YEAR TO YEAR COMPARISON			
SERVICE CATEGORY	FEBRUARY 2012	FEBRUARY 2011	% Increase/(decrease)
TAXICAB	22,415	23,997	(6.6%)
LIMOUSINE	2,701	1,845	46.4%
HOTEL SHUTTLE	2,932	2,814	4.2%
OTHER SHUTTLE	498	271	83.8%
CHARTER BUS	10	15	(33.3)%
OVERALL TOTAL	28,556	28,942	(1.3%)



## AGENDA



## Recommendation for Council Action (Purchasing)

Austin City Council	Item ID:	12951	Agenda Number	<ITEM_OUTLINE>
Meeting Date:	March 22, 2012			
Department:	Purchasing			
Subject				
Authorize award and execution of a 36-month requirements service contract with ALAMO DOOR SYSTEMS OF TEXAS, INC., for overhead door maintenance and repair for various city facilities in an estimated amount not to exceed \$1,200,000 with three 12-month extension options in an estimated amount not to exceed \$450,000 for the first extension option; \$500,000 for the second extension option, and \$550,000 for the third extension option, for a total estimated contract amount not to exceed \$2,700,000.				
Amount and Source of Funding				
Funding in the amount of \$200,004 is available in the Fiscal Year 2011-2012 Operating Budget of various City Departments. Funding for the remaining 30 months and extension options is contingent upon available funding in future budgets.				
Fiscal Note				
There is no unanticipated fiscal impact. A fiscal note is not required.				
Purchasing Language:	Lowest bid.			
Prior Council Action:				
For More Information:	Cruz Banda, Buyer II/974-2133			
Boards and Commission Action:	Recommended by the Electric Utility Commission. To be reviewed by the Austin Water Utility on March 14, 2012.			
MBE / WBE:	This contract will be awarded in compliance with Chapter 2-9C of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.			
Related Items:				

## Additional Backup Information

This contract is for maintenance, repair, and replacement services of overhead doors for various City facilities including Austin Fire Department, Emergency Medical Services Department, Austin Convention Center, Aviation Department, Austin Water Utility, Austin Energy, Parks and Recreation Department, Financial Services Department and other City departments as required. Alamo Door Systems will provide routine maintenance and emergency repair/replacement services under this agreement.

In addition to routine maintenance and emergency repairs and replacements, Alamo Door Systems of Texas, Inc, will

provide a ten percent (10%) discount to the City from manufacturer's list price for parts as required and replacement door and operators.

A site visit was performed to Alamo Door Systems, Inc.'s Austin location to ensure an inventory of parts was kept on site.

MBE/WBE solicited: 2/2

MBE/WBE bid: 0/1

**BID TABULATION**

IFB NO. CB30113

**OVERHEAD DOOR MAINTENANCE AND REPAIR**

<b><u>VENDOR</u></b>	<b><u>TOTAL BID</u></b>
<b>ALAMO DOOR SYSTEMS OF TEXAS, INC</b> <b>San Antonio, TX</b>	<b>\$186,745</b>
Overhead Door Company of Austin Austin, TX (WBE/ WDB)	\$206,740
Gallo Enterprises, LLC dba All Pro Overhead Door Austin, TX	\$262,500

A bid tab is on file in the Purchasing Office and is on the City of Austin, FASD Purchasing Office website.

**PRICE ANALYSIS**

- a. Adequate Competition. Alamo Door Systems is not the current provider of this service.
- b. Twenty-seven notices were sent including two MBE and two WBE firms. Three bids were received, one of which was a WBE firm. No MBE firms responded.
- c. The pricing offered a 26% increase from the contract awarded in February 2008. The increase is due to higher cost for trip charge that includes fuel cost.

**APPROVAL JUSTIFICATION**

- a. Low bidder.
- b. The Purchasing Office concurs with the various City Departments recommended award.
- c. Advertised in the Austin American-Statesman and the Internet.



# AGENDA



## Recommendation for Council Action (Purchasing)

Austin City Council

Item ID:

13098

Agenda Number

&lt;ITEM\_OUTLINE&gt;

Meeting Date:

March 22, 2012

Department:

Purchasing

### Subject

Authorize award and execution of a 48-month requirements supply agreement with TEXAS MULTIPLE AWARD SCHEDULE (TXMAS), TEXAS LOCAL GOVERNMENT PURCHASING COOPERATIVE (BUYBOARD) or any other cooperative purchasing organization contracts available within the State of Texas and authorized by the Austin City Council for the purchase of automotive tires for Fleet Services and Aviation in an amount not to exceed \$6,602,640.

### Amount and Source of Funding

Funding in the amount of \$700,000 is available in the Fiscal Year 2011 – 2012 Operating Budget of the Financial and Administrative Services Department, Fleet Fund. Funding in the amount of \$17,500 is available in the Fiscal Year 2011 – 2012 Operating Budget of the Aviation Department. Funding for the remaining 41 months of the original contract period is contingent upon available funding in future budgets.

### Fiscal Note

There is no unanticipated fiscal impact. A fiscal note is not required.

Purchasing  
Language:

Cooperative Purchase

Prior Council  
Action:For More  
Information:

Sharon Patterson, Senior Buyer, 972-4014

Boards and  
Commission  
Action:

MBE / WBE:

This Cooperative Purchase is exempt from the MBE/WBE Ordinance. This exemption is in compliance with Chapter 2-9D of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this contract.

Related Items:

### Additional Backup Information



This contract is for the purchase of automotive tires for the City's fleet of vehicles from TXMAS, BuyBoard, or any other cooperative purchasing organization contracts available within the State of Texas and authorized by the Austin City Council. If during the term of the contract, the City needs to purchase tires from a cooperative purchasing organization other than TXMAS or BuyBoard, Staff will return to Council so that Council may authorize a contract with that cooperative purchasing organization.

Excluding the Austin Police Department (APD) units, the City currently has 1,728 passenger and light-duty vehicles, 352 medium-duty trucks, and 911 heavy-duty trucks in its fleet. This contract will establish a reliable source for the purchase of replacement tires for these vehicles. The tires for the APD units are purchased from a separate contract. Although the majority of tires purchased for City-owned vehicles are from Bridgestone-Firestone and Michelin manufacturers, this contract will allow for the purchase of tires from other manufacturers.

In the interest of validating the best use of the City's funds, the City conducted a "Best Value" bid solicitation for tires. In order to determine the best-value to the City; the 100 point evaluation criteria included unit cost of specified tires (50 points), dealer's markup percentage for non-specified tires (40 points), and a flat-fee for expedited delivery (10 points).

The results of this solicitation were compared with prices from the available cooperatives. The price offered through the cooperatives had a cost savings of \$164,948 over the best-value bids received. Tires purchased from this contract will be purchased from the local vendors who are on the cooperative contracts.

Utilizing the TXMAS cooperative contracts provide for volume discount pricing and they provide the flexibility to purchase a wider variety of tires that meet the needs of the City's diverse fleet.

# AGENDA



## Recommendation for Council Action (CMD)

Austin City Council	Item ID:	13513	Agenda Number	<ITEM_OUTLINE>
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Meeting Date:	April 5, 2012
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Department:	Contract Management
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### Subject

Authorize execution of a construction contract with RODRIGUEZ BARR, INC. DBA THE BARR COMPANY, AIA, Austin, TX for ABIA Campus Signage Improvements in the amount of \$1,556,910.10 plus a \$155,691 contingency, for a total contract amount not to exceed \$1,712,601.10.

### Amount and Source of Funding

Funding is available in the Fiscal Year 2011-2012 Capital Budget of the Department of Aviation.

### Fiscal Note

A fiscal note is attached.

Purchasing Language:	Lowest responsive bid of 6 bids received.
Prior Council Action:	
For More Information:	Robin Camp 974-7830; Susan Garnett 974-7064; April Shaw 974-7141
Boards and Commission Action:	To be reviewed by the Airport Advisory Commission on March 13, 2012.
MBE / WBE:	This contract will be awarded in compliance with Chapter 2-9A of the City Code (Minority Owned and Women Owned Business Enterprise Procurement Program) by meeting the goals with 2.48% MBE and 1.21% WBE subcontractor participation.
Related Items:	

### Additional Backup Information

The Austin Bergstrom International Airport (ABIA) opened in 1999 and the present signage is over ten years old. Some of the signage was refurbished from the original military air force base. Many signs are faded or in need of repair.

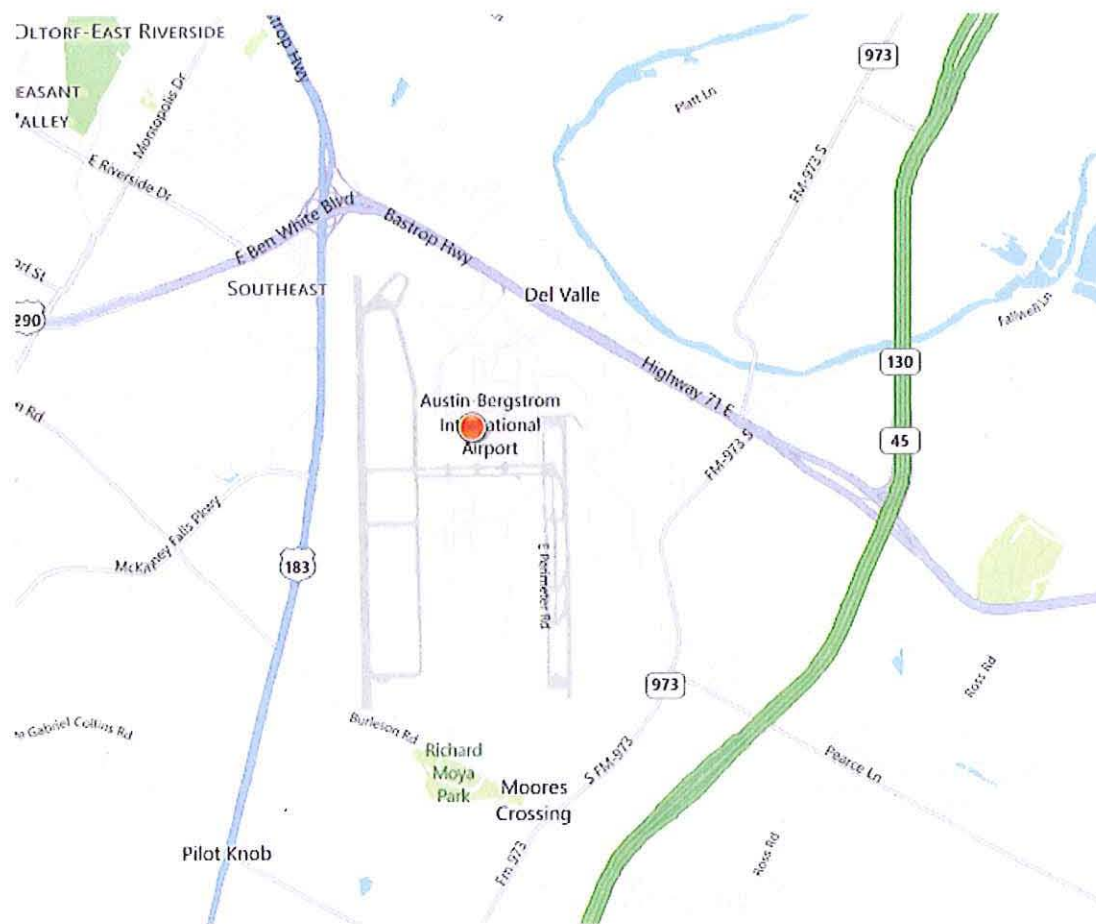
This project will improve the message clarity and visibility of directional and building address signage. Damaged and obsolete signs will be repaired or replaced to create a consistent sign package that can be easily maintained by airport staff. The parking area signage will be improved with better graphics to make it easier for customers to find their cars. The project will create a unified way-finding system at the ABIA campus.

Because the facility was formerly a military airbase, there is the potential for unknown conditions in areas where

foundations will be dug. A 10% contingency has been included to allow for the expeditious processing of any change orders.

The contract allows 310 calendar days for completion of this project. This project is located within zip code 78719 and is managed by the Public Works Department.





### M/WBE Summary:

Bid documents were distributed to 25 general contractors. Bids were opened on February 2, 2012. The Rodriguez Barr, Inc. dba The Barr Company, AIA submitted the lowest responsive bid of 6 bids received

Rodriguez Barr Inc, dba The Barr Company, AIA , Austin, TX	\$1,556,910.10
Fazzone Construction Co., Inc., Cedar Park, TX	\$1,657,826.25
Starlite Sign, LP, Denton, TX	\$1,662,319.00
Architectural Graphics, Inc., Virginia Beach, VA	\$1,764,565.00
Southwest Corporation, Austin, TX	\$1,887,722.25
Graphtec, Inc., Houston, TX	\$2,497,220.00

The contractor's choice of work methodology provides for 10 areas of subcontracting opportunities which are listed below. Participation sub goals stated in the solicitation were 2.00% MBE, 1.20% WBE. Total participation estimated on base bid amount of \$1,556,910.10.

<u>NON M/WBE TOTAL – PRIME</u>	<u>\$498,408.60</u>	<u>32.01%</u>
Rodriguez Barr Inc. dba The Barr Company	\$498,408.60	32.01%

<u>MBE TOTAL – SUBCONTRACTORS</u>	<u>\$38,646.50</u>	<u>2.48%</u>
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<u>African American Subtotal</u>	<u>\$33,323.50</u>	<u>2.14%</u>
(MB) James Harper Construction, Austin, TX (site work)	\$33,323.50	2.14%

<u>Hispanic Subtotal</u>	<u>\$5,323.00</u>	<u>0.34%</u>
(MH) Maldonado Nursery & Landscaping, San Antonio, TX (irrigation)	\$5,323.00	0.34%

<u>WBE TOTAL – SUBCONTRACTORS</u>	<u>\$18,746.00</u>	<u>1.21%</u>
(FH) Alpha Ready Mix, Hutto, TX (Ready Mix Concrete)	\$8,000.00	0.51%
(FH) Ivy's Trucking, Austin, TX (Hauling)	\$5,000.00	0.32%
(FW) River City Rolloffs, Inc., Austin, TX (Refuse dumpsters)	\$4,586.00	0.30%
(FW) Liquid Waste Solutions, Austin, TX (portable toilets)	\$1,160.00	0.08%

<u>NON M/WBE TOTAL – SUBCONTRACTORS</u>	<u>\$1,001,109.00</u>	<u>64.30%</u>
Walton Signage, San Antonio, TX (signage)	\$908,017.00	58.32%
Electrical, Austin, TX (electric)	\$5,560.00	0.36%
Compu Signs, Austin, TX (signage)	\$80,332.00	5.16%
Outback Masonry, Austin, TX (masonry)	\$7,200.00	0.46%

The Contractor submitted a MBE/WBE Compliance Plan that met the goals of the solicitation and was approved by the Small & Minority Business Resources Department. Second and third low bidder information is provided.

SECOND BIDDER – Fazzone Construction Co., Inc., Cedar Park, TX \$1,657,824.25  
35.27% NON M/WBE prime participation; 4.06% MBE; 1.53% WBE; 59.14% Non M/WBE subcontractor participation.

THIRD BIDDER – Starlite Sign, LP, Denton, TX \$1,662,319  
67.72% NON M/WBE prime participation; 11.56% MBE; 4.28% WBE; 16.44% Non M/WBE subcontractor participation.

# AGENDA



## Recommendation for Council Action (CMD)

Austin City Council

Item ID:

13741

Agenda Number

&lt;ITEM\_OUTLINE&gt;

Meeting Date:

April 12, 2012

Department:

Contract Management

### Subject

Authorize negotiation and execution of an amendment to the professional services agreement with CDM SMITH, INC., for engineering services for the Austin-Bergstrom International Airport (ABIA) Stormwater Drainage Master Plan Update project in the amount of \$115,000, for a total contract amount not to exceed \$668,000.

### Amount and Source of Funding

Funding is available in the Fiscal Year 2011-2012 Capital Budget of the Department of Aviation.

### Fiscal Note

A fiscal note is attached.

Purchasing  
Language:

Prior Council  
Action:

November 19, 2009 – Council approved an amendment to increase the consultant's fee by \$300,000; April 23, 2009 – Council approved consultant selection and a fee of \$200,000; November 17, 1994 – Council approved site development plan and applicable development regulations by ordinance 941117-1.

For More  
Information:

Robert Pirtle 974-7234; Joseph Medici 530-6563; Susan Garnett 974-7064; April Shaw 974-7141

Boards and  
Commission  
Action:

Recommended by the Airport Advisory Commission.

MBE / WBE:

This contract was awarded in compliance with Chapter 2-9B of the City Code (Minority Owned and Women Owned Business Enterprise Procurement Program) with 19.27% MBE and 13.09% WBE sub-consultant participation to date.

Related Items:

### Additional Backup Information



In 1991, the US Department of Defense announced the closing of Bergstrom Air Force Base. Through the City of Austin's Department of Aviation (DOA), construction of new airport facilities and a new runway were begun in 1994. At the end of June 1997, ABIA commenced commercial air cargo operations. Commercial air passenger service began on May 23, 1999.

The schedule for the design and construction of the conversion of the Air Force base to a civilian passenger airport was aggressive. Due to the schedule for completing the airport, a special arrangement was developed for the review and permitting of design projects at ABIA. An agreement was reached with the Watershed Protection and Development Review Department (WPDRD) to streamline the review process and to treat the airport as a single development. The agreement was subsequently formalized in an ordinance passed by the City Council in 1994. This ordinance, which served as a "blue print" for development at the new airport, contained a Master Plan of public improvements needed for the airport's "Opening Day". It did not address private developments on airport property beyond the cargo and rental car tenants. A Drainage Master Plan was completed in 1995 that provided the information for future drainage design decisions and was also used as the basis for permitting the construction projects.

In 2002, the Airport updated the 1995 Drainage Master Plan. The 2002 updated plan examined the post-Opening Day conditions and recommended two alternatives for drainage improvements to meet future water flow conditions. The two alternatives included keeping on-site detention and/or for the Airport to engage in the Regional Stormwater Management Program.

The development and review process as currently applied is a piecemeal approach that will greatly reduce the potential land suitable for development available at the airport. This will significantly limit its ability to support aviation activities for the future. If airport development projects are reviewed and treated as singular events and are not treated as part of a larger airport "campus" development, airport land may ultimately be dedicated for stormwater detention and treatment facilities rather than aviation related facilities.

CDM Smith, Inc. is located in Austin, TX.

**M/WBE Summary:**

Participation goals stated in the original approved compliance plan were **16.50%** MBE and WBE. Participation for this amendment amount:

NON M/WBE TOTAL – PRIME	\$30,597.00	58.42%
CDM Smith, Inc. (formerly Camp Dresser & McKee, Inc.)	\$30,597.00	58.42%
MBE TOTAL – SUBCONSULTANTS	\$11,326.00	<b>21.63%</b>
(MH) Crespo Consulting Services, Inc., Austin, TX (Environmental expert consultant)	\$11,326.00	21.63%
WBE TOTAL – SUBCONTRACTORS	\$10,450.00	<b>19.95%</b>
(FW) Axiom Engineers, Inc., Austin, TX (Stormwater Management expert consultant)	\$10,450.00	19.95%

**Overall participation based on contract expenditures as of December 19, 2011 (not including this amendment):**

**PRIME:**

70.86% Non M/WBE

**SUBCONSULTANTS:**

18.47% MBE; 10.67% WBE

**TOTAL:**

18.47% MBE; 10.67% WBE; and 70.86% Non M/WBE

## AUTHORIZATION HISTORY

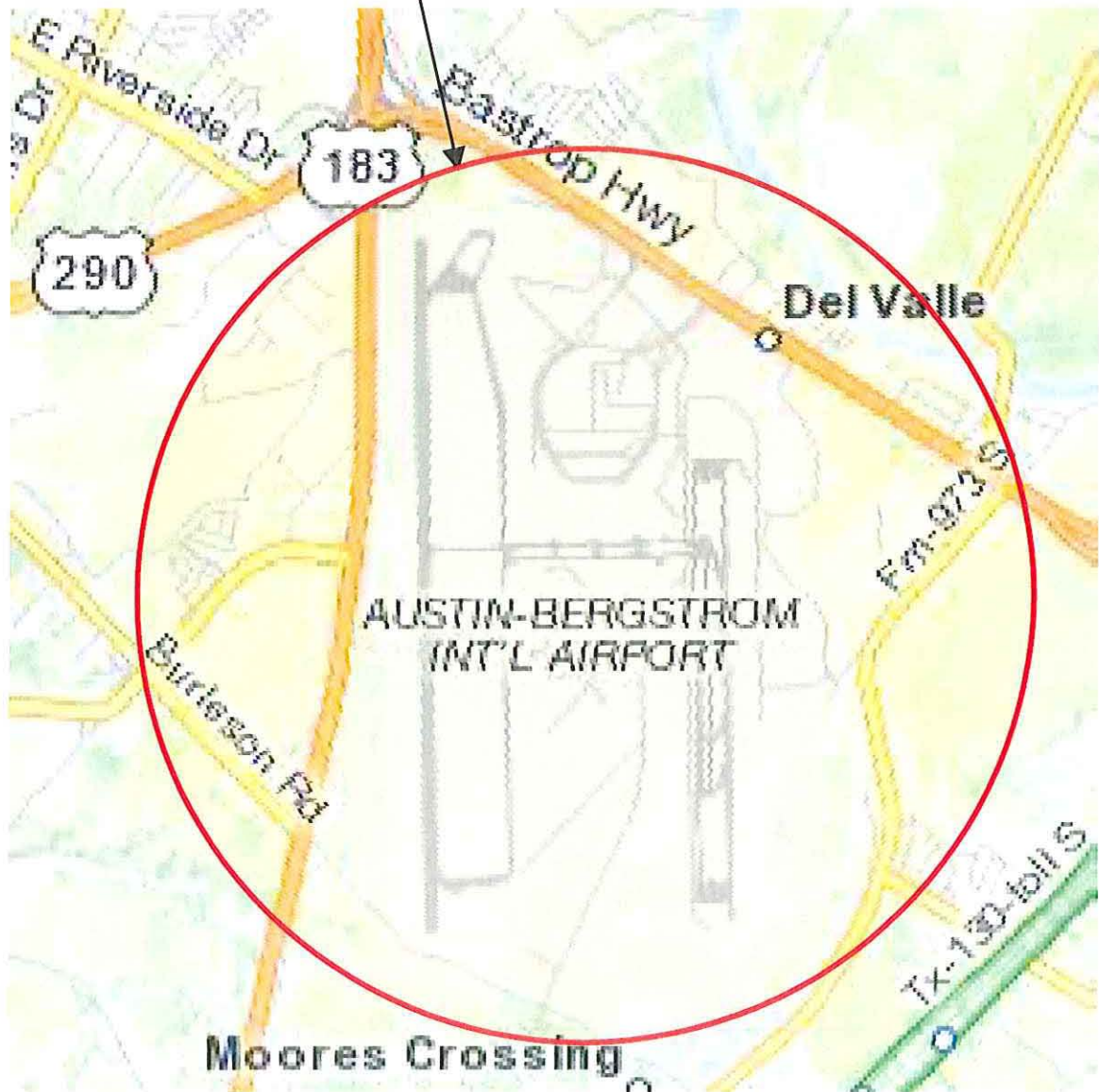
<u>AMOUNT</u>	<u>DATE</u>	<u>DESCRIPTION</u>
\$300,000.00	04/23/09	(Council) – Approval of Engineering Consultant Selection
\$53,000.00	04/23/09	(Council) – Administrative Authority
\$200,000.00	11/19/09	(Council) -- Amendment for Additional Engineering Services
\$115,000.00	04/12/12	Proposed (Council) -- Amendment for Additional Engineering Services
<hr/>		
\$668,000.00	<i>Total Contract Authorization</i>	

## CONTRACT HISTORY

<u>AMOUNT</u>	<u>DATE</u>	<u>DESCRIPTION</u>
\$56,746.00	07/23/09	Original Professional Services Agreement for Master Planning Services – Phase I
\$398,678.00	12/22/09	Supplemental Amendment #1 – Master Planning and Ordinance Services – Phase II
\$18,765.00	12/14/10	Supplemental Amendment #2 – Additional Engineering Svcs
\$46,292.00	05/10/11	Supplemental Amendment #3 – Additional Engineering Svcs
\$52,373.00	Proposed	Supplemental Amendment #4 – Additional Engineering Svcs
<hr/>		
\$572,854.00	<i>Total Contract Expenditures</i>	



ABIA Stormwater Drainage Master Plan Project  
Project Site



## CIP EXPENSE DETAIL

DATE OF COUNCIL CONSIDERATION:  
CONTACT DEPARTMENT(S):

4/12/12  
Aviation

**SUBJECT:** Authorize negotiation and execution of an amendment to the professional services agreement with CDM SMITH, INC., for engineering services for the Austin-Bergstrom International Airport (ABIA) Stormwater Drainage Master Plan Update project in the amount of \$115,000, for a total contract amount not to exceed \$668,000.

Funding is available in the Fiscal Year 2011-2012 Capital Budget of the Department of Aviation.

**CURRENT YEAR IMPACT:**

Department:	Aviation
Project Name:	CDM SMITH, INC.
Fund/Department/Unit:	4910-8107-3139 Department of Aviation
Funding Source:	Airport Capital Fund
Current Appropriation:	750,000.00
Unencumbered Balance:	127,729.48
Amount of This Action:	(115,000.00)
Remaining Balance:	<u>12,729.48</u>
 Total Amount of this Action	 <u>115,000.00</u>

**ANALYSIS / ADDITIONAL INFORMATION:** In 1991, the US Department of Defense announced the closing of Bergstrom Air Force Base. Through the City of Austin's Department of Aviation (DOA), construction of new airport facilities and a new runway were begun in 1994. At the end of June 1997, ABIA commenced commercial air cargo operations. Commercial air passenger service began on May 23, 1999.

The schedule for the design and construction of the conversion of the Air Force base to a civilian passenger airport was aggressive. Due to the schedule for completing the airport, a special arrangement was developed for the review and permitting of design projects at ABIA. An agreement was reached with the Watershed Protection and Development Review Department (WPDRD) to streamline the review process and to treat the airport as a single development. The agreement was subsequently formalized in an ordinance passed by the City Council in 1994. This ordinance, which served as a "blue print" for development at the new airport, contained a Master Plan of public improvements needed for the airport's "Opening Day". It did not address private developments on airport property beyond the cargo and rental car tenants. A Drainage Master Plan was completed in 1995 that provided the information for future drainage design decisions and was also used as the basis for permitting the construction projects.

In 2002, the Airport updated the 1995 Drainage Master Plan. The 2002 updated plan examined the post-Opening Day conditions and recommended two alternatives for drainage improvements to meet future water flow conditions. The two alternatives included keeping on-site detention and/or for the Airport to engage in the Regional Stormwater Management Program.

The development and review process as currently applied is a piecemeal approach that will greatly reduce the potential land suitable for development available at the airport. This will significantly limit its ability to support aviation activities for the future. If airport development projects are reviewed and treated as singular events and are not treated as part of a larger airport "campus" development, airport land may ultimately be dedicated for stormwater detention and treatment facilities rather than aviation related facilities.

CDM Smith, Inc. is located in Austin, TX.



## AGENDA



## Recommendation for Council Action (CMD)

Austin City Council	Item ID:	14159	Agenda Number	<ITEM_OUTLINE>
Meeting Date:	April 26, 2012			
Department:	Contract Management			
Subject				
Authorize execution of a construction contract with MID-STATE PLUMBING, INC., (WBE/FW 45.2%), for ABIA Information Systems Building Fire Protection Improvements in the amount of \$498,000 plus a \$49,800 contingency, for a total contract amount not to exceed \$547,800.				
Amount and Source of Funding				
Funding is available in the Fiscal Year 2011-2012 Capital Budget of the Department of Aviation.				
Fiscal Note				
A fiscal note is attached.				
Purchasing Language:	Lowest responsive bid of four bids received.			
Prior Council Action:				
For More Information:	Burton Jones 974-7278; Susan Garnett 974-7064; April Shaw 974-7141.			
Boards and Commission Action:	Recommended by the Austin Airport Advisory Commission.			
MBE / WBE:	This contract will be awarded in compliance with Chapter 2-9A of the City Code (Minority Owned and Women Owned Business Enterprise Procurement Program) through achievements of Good Faith Efforts with 4.07% MBE and 7.15% WBE subcontractor participation.			
Related Items:				
Additional Backup Information				
<p>The Aviation Department Information Systems Building contains many data, communication and security systems that are critical to the operation of Austin-Bergstrom International Airport (ABIA).</p> <p>This project consists of improvements to the existing fire protection system to significantly improve the reliability of these systems and the safety of the building occupants, and sensitive communications and security equipment.</p> <p>The project will require demolition and replacement of electrical and fire protection systems in unexposed areas of a 40 year old building. It will also require demolishing and reconstructing existing walls whose construction is not completely known. Due to the potential for unknown existing conditions in this building, a 10% contingency has been included to</p>				



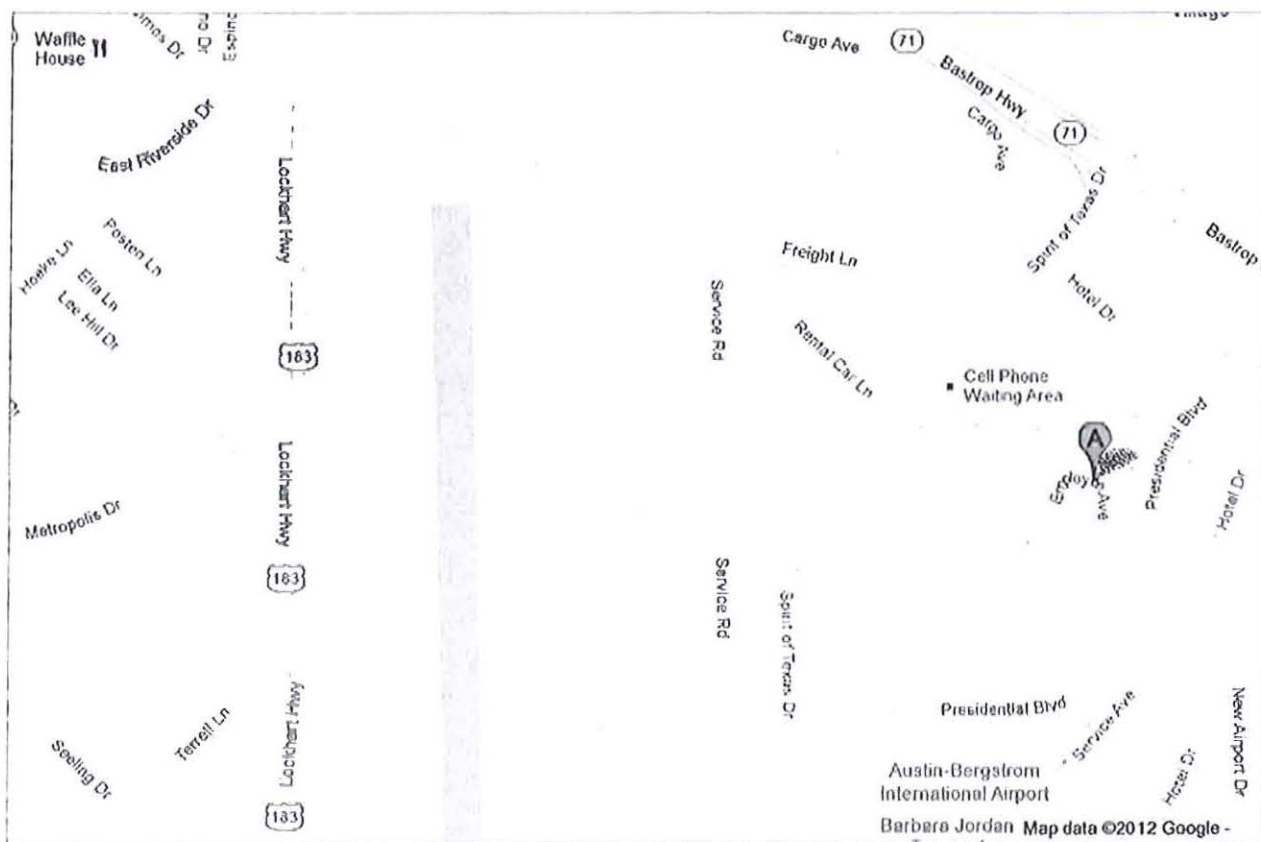
allow for the expeditious processing of any change orders.

The contract allows 120 calendar days for completion of this project. This project is located within zip code 78719 and is managed by the Public Works Department.

Mid-State Plumbing, Inc. is located in Austin, TX.

Google

To see all the details that are visible on the screen, use the "Print" link next to the map.



### M/WBE Summary:

Bid documents were distributed to 5 general contractors. Bids were opened on February 9, 2012. Mid-State Plumbing, Inc. submitted the lowest of 4 bids received:

Mid-State Plumbing, Inc., Austin, TX	\$498,000.00
SpawGlass Contractors, Inc., Austin, TX	\$535,546.00
Barecky Construction Co., Wimberley, TX	\$539,700.00
Prism Development, Inc., Austin, TX	\$588,030.00

The contractor's choice of work methodology provides for 12 areas of subcontracting opportunities which are listed below. Participation subgoals stated in the solicitation were **1.90%** African American; **1.00%** Hispanic; **0.41%** Native/Asian, **2.24%** WBE. Total participation estimated on base bid amount of \$498,000:

<b>WBE TOTAL – PRIME</b>	<b>\$223,658.00</b>	<b>44.91%</b>
(FW) Mid-State Plumbing Inc, Austin, TX	\$223,658.00	44.91%
<b>MBE TOTAL – SUBCONTRACTORS</b>	<b>\$20,272.00</b>	<b>4.07%</b>
<u>African American Subtotal</u>	<u>\$17,296.00</u>	<u>3.47%</u>
(MB) L&L Capital Cleaning Services, Austin, TX (Cleaning)	\$600.00	0.12%
(MB) MCCO Group Inc, Taylor, TX (Windows/Glazing)	\$16,696.00	3.35%
<u>Hispanic Subtotal</u>	<u>\$2,976.00</u>	<u>0.60%</u>
(MH) Tri-Recycling Inc, Austin, TX (Dumpsters)	\$1,231.00	0.25%
(MH) White Photographic Services, Dripping Springs, TX (Photos)	\$1,745.00	0.35%
<b>WBE TOTAL – SUBCONTRACTORS</b>	<b>\$35,597.00</b>	<b>7.15%</b>
(FW) Construction Rent a Fence, Thrall, TX (Fencing)	\$597.00	0.12%
(FW) JS Electric Inc, Austin, TX (Electrical)	\$35,000.00	7.03%
<b>NON M/WBE TOTAL – SUBCONTRACTORS</b>	<b>\$218,473.00</b>	<b>43.87%</b>
Intertech Floors, Austin, TX (Flooring)	\$2,756.00	0.55%
Texas Cutting & Coring, Round Rock, TX (Concrete Demo)	\$5,040.00	1.01%
SimplexGrinnell Fire & Safety, Round Rock, TX (Fire Protection)	\$194,066.00	38.97%
ABC Blind & Drapery Co, Austin, TX (Blinds)	\$2,570.00	0.52%
Rockford Business interiors, Austin, TX (Modular Furniture)	\$7,641.00	1.53%
Avis Sheet Metal, Smithville, TX (Ductwork)	\$6,400.00	1.29%

The Contractor submitted a MBE/WBE Compliance Plan that demonstrated a Good Faith Effort and was approved by the Small & Minority Business Resources Department. Second and third low bidder information is provided.

SECOND BIDDER – SpawGlass Contractors, Inc. \$535,546.00  
55.2% NON M/WBE prime participation; 3.27% African American; 1.12% Hispanic; 1.49% Native/Asian; 6.29% WBE; 32.6% Non M/WBE subcontractor participation.

THIRD BIDDER – Barecky Construction Co. \$539,700.00  
34.24% NON M/WBE prime participation; 10.49% African American; 0.58% Hispanic; 0.00% Native/Asian; 38.57% WBE; 16.12% Non M/WBE subcontractor participation.



### M/WBE Summary:

Bid documents were distributed to 5 general contractors. Bids were opened on February 9, 2012. Mid-State Plumbing, Inc. submitted the lowest of 4 bids received:

Mid-State Plumbing, Inc., Austin, TX	\$498,000.00
SpawGlass Contractors, Inc., Austin, TX	\$535,546.00
Barecky Construction Co., Wimberley, TX	\$539,700.00
Prism Development, Inc., Austin, TX	\$588,030.00

The contractor's choice of work methodology provides for 12 areas of subcontracting opportunities which are listed below. Participation subgoals stated in the solicitation were **1.90%** African American; **1.00%** Hispanic; **0.41%** Native/Asian, **2.24%** WBE. Total participation estimated on base bid amount of \$498,000:

<u>WBE TOTAL – PRIME</u>	<u>\$223,658.00</u>	<u>44.91%</u>
(FW) Mid-State Plumbing Inc, Austin, TX	\$223,658.00	44.91%
<u>MBE TOTAL – SUBCONTRACTORS</u>	<u>\$20,272.00</u>	<u>4.07%</u>
<u>African American Subtotal</u>	<u>\$17,296.00</u>	<u>3.47%</u>
(MB) I&L Capital Cleaning Services, Austin, TX (Cleaning)	\$600.00	0.12%
(MB) MCCO Group Inc, Taylor, TX (Windows/Glazing)	\$16,696.00	3.35%
<u>Hispanic Subtotal</u>	<u>\$2,976.00</u>	<u>0.60%</u>
(MH) Tri-Recycling Inc, Austin, TX (Dumpsters)	\$1,231.00	0.25%
(MH) White Photographic Services, Dripping Springs, TX (Photos)	\$1,745.00	0.35%
<u>WBE TOTAL – SUBCONTRACTORS</u>	<u>\$35,597.00</u>	<u>7.15%</u>
(FW) Construction Rent a Fence, Thrall, TX (Fencing)	\$597.00	0.12%
(FW) JS Electric Inc, Austin, TX (Electrical)	\$35,000.00	7.03%
<u>NON M/WBE TOTAL – SUBCONTRACTORS</u>	<u>\$218,473.00</u>	<u>43.87%</u>
Intertech Floors, Austin, TX (Flooring)	\$2,756.00	0.55%
Texas Cutting & Coring, Round Rock, TX (Concrete Demo)	\$5,040.00	1.01%
SimplexGrinnell Fire & Safety, Round Rock, TX (Fire Protection)	\$194,066.00	38.97%
ABC Blind & Drapery Co, Austin, TX (Blinds)	\$2,570.00	0.52%
Rockford Business interiors, Austin, TX (Modular Furniture)	\$7,641.00	1.53%
Avis Sheet Metal, Smithville, TX (Ductwork)	\$6,400.00	1.29%

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