

A G E N D A



Recommendation for Council Action (Purchasing)

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| Austin City Council | Item ID: | 31621 | Agenda Number | 18. |
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| Meeting Date: | March 27, 2014 |
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| Department: | Purchasing |
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Subject

Authorize award, negotiation, and execution of a consulting services contract with M. ARTHUR GENSLER, JR. & ASSOCIATES, INC (DBA GENSLER), or one of the other qualified offerors to RFP No. GLB0300, to develop a long-range master plan for the Austin Convention Center Department, for a total contract amount not to exceed \$238,570.

Amount and Source of Funding

Funding is available in the Fiscal Year 2013-2014 Operating Budget of the Austin Convention Center Department.

Fiscal Note

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

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| Purchasing Language: | Best evaluated proposal received. |
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| Prior Council Action: | |
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| For More Information: | Georgia L. Billela Buyer II, 512-974-2939 |
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| Boards and Commission Action: | |
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| Related Items: | |
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| MBE / WBE: | This contract will be awarded in compliance with City Code Chapter 2-9C (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this contract. |
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Additional Backup Information

This contract will provide consulting services for the Austin Convention Center Department (ACCD). The purpose is to create a long-range plan resulting in an analysis of the market, industry trends, and supply/demand within the market. In addition, the plan will provide an assessment of the current facility and recommendations for future utilization; a financial analysis of current and projected revenue, debt, and expenses; and an implementation strategy for ACCD.

The city of Austin is experiencing considerable growth in the hospitality market. With approximately 4,500 new hotel rooms coming in to Austin, the City finds itself in a position to successfully compete against Tier One convention destinations. The consultant will provide a long-range plan which will give the City a framework to consider all options for maintaining and growing Austin's market position within the competitive convention/trade show industry.

This request allows for the development of an agreement with a qualified offeror that Council selects. If the City is unsuccessful in negotiating a satisfactory agreement with the selected offeror, negotiations will cease with that provider. Staff will return to Council so that Council may select another qualified offeror and authorize contract negotiations with this provider.

MBE/WBE solicited: 84/64

MBE/WBE bid: 0/0

PRICE ANALYSIS

- a. Adequate competition
- b. One thousand forty-nine notices were sent including 84 MBEs and 64 WBEs. Three proposals were received with no MBEs and WBEs responding.
- c. This is the first purchase of its type; therefore, there is no pricing history available.

APPROVAL JUSTIFICATION

- a. Best evaluated proposal received.
- b. The Purchasing Office concurs with the Austin Convention Center Department's recommended award.
- c. Advertised in the Austin American Statesman and on the Internet.