City of Austin

Recommendation for Action

File #: 26-1234, **Agenda Item #:** 7. 3/26/2026

Posting Language
Authorize contracts for furniture, installation and related services for Austin Aviation with MillerKnoll, Inc., Steelcase, DIRTT, Davis Furniture, Arconas Corporation, Mayline, Janus et Cie, Keilhauer, and various other manufacturers and their approved distributors for these goods and services under various procurement cooperatives, for an initial term of one year with up to four one-year extension options in an amount not to exceed $21,025,000. Funding: $125,000 is available in the Operating Budget and $1,400,000 is available in the Capital Budget of Austin Aviation. Funding for the remaining contract term is contingent upon available funding in future budgets.

Lead Department
Austin Financial Services.

Client Department(s)
Austin Aviation.

Fiscal Note
Funding in the amount of $125,000 is available in the Fiscal Year 2025-2026 Operating Budget of Austin Aviation.

Funding in the amount of $1,400,000 is available in the Capital Budget of Austin Aviation.

Funding for the remaining contract term is contingent upon available funding in future budgets.

Procurement Language:
Multiple cooperative purchase programs were reviewed for these goods and services. Austin Financial Services has determined these contractors best meet the needs of the City to provide these goods and services required for the City.

MBE/WBE:
This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9A (Minority-Owned and Women-Owned Business Enterprise Procurement Program). For the goods and services required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established.

For More Information:
Direct questions regarding this Recommendation for Council Action to Austin Financial Services - Central Procurement at FSDCentralProcurementRCAs@austintexas.gov or 512-974-2500.

Council Committee, Boards and Commission Action:
March 11, 2026 - To be reviewed by the Airport Advisory Commission.

Additional Backup Information:

These contracts will provide aviation and airport specific furnishings for the airport terminal and for the purchase of office furnishings to be used on the airport campus. In addition to the purchase of furniture, the contract will include installation and other services required to deliver the furniture.

Contractors will provide terminal and office furniture that is certified to meet furniture emissions standards that focus on reducing indoor air emissions from furniture and furniture related products. Sustainable office furniture can protect the health of building occupants by limiting emissions of harmful chemicals which have been linked to allergies, asthma, and other illnesses.

These contracts allow orders to be placed directly through the manufacturers or through any of their locally authorized resellers. Whenever available, local resellers will be utilized for furniture delivery and installation services. Local resellers for these manufacturers include:

- Alfred Williams & Company
- Shelton Keller Group, Inc. d/b/a Shelton Keller Group, Inc. AKA SKG
- McCoy Rockford d/b/a Rockford Business Interiors, Inc.

The availability of multiple contractors able to provide varied manufacturers and lines of furniture gives Austin Aviation the flexibility to identify and evaluate solutions that satisfy the needs of the travelling public. Additional resellers may be added to accommodate future airport project and prevent a backlog of orders.

These contracts will replace the existing contracts which will expire June 12, 2026. The current requested authorization amount was determined based on departmental estimates, future expansion projects, and historical spending.

Cooperative associations, themselves or using a lead government, competitively solicit and award contracts that are eligible for use by other qualified state and local governments. Due to their substantial volumes, larger than any one government could achieve independently, cooperative contracts routinely include superior terms, conditions, and pricing. Use of cooperative contracts also results in lower administrative costs and time savings. Use of cooperative agreements saves taxpayer dollars by leveraging large volume buying power to drive down costs on hundreds of contracts through a streamlined process.

If the contracts are not approved, Austin Aviation would not have a consistent and reliable avenue to furnish airport expansion and development projects leading to delays and sub-optimal pricing.

Contract Details:

Contract Term	**Length of Term**	**Contract Authorization**
Initial Term	1 year	$1,525,000
Optional Extension 1	1 year	$325,000
Optional Extension 2	1 year	$225,000
Optional Extension 3	1 year	$5,225,000
Optional Extension 4	1 year	$13,725,000
Total	**5 years**	**$21,025,000**

Note: Contract Authorization amounts are based on the City's estimated annual usage.