City of Austin

Recommendation for Action

File #: 26-1432, **Agenda Item #:** 4/23/2026

Posting Language
Authorize a contract for distributed antenna system and public Wi-Fi services for Austin Aviation with Concourse Communications Group LLC for a term of 10 years in an estimated revenue amount of $1,750,000. Funding: This item is projected to result in additional revenue of $1,075,000 in the Fiscal Year 2025-2026 Austin Aviation Operating Budget. Thereafter, this item will result in annual revenue amount of $75,000 in Austin Aviation's Operating Budget.

Lead Department
Austin Financial Services.

Client Department(s)
Austin Aviation.

Fiscal Note
This item is projected to result in additional revenue of $1,075,000 in the Fiscal Year 2025-2026 Austin Aviation Operating Budget. Thereafter, this item will result in annual revenue amount of $75,000 in Austin Aviation's Operating Budget.

Procurement Language:
Sole Source.

MBE/WBE:
Sole source contracts are exempt from the City Code Chapter 2-9B (Minority-Owned and Women-Owned Business Enterprise Procurement Program); 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:
April 8, 2026 - To be reviewed by the Airport Advisory Commission.

Additional Backup Information:
The contract will continue to provide revenue-generating services for the airport's neutral-host Distributed Antenna System (DAS) and public Wi-Fi, delivered by Concourse Communications Group LLC. Under this agreement, Concourse Communications Group LLC will, at its own expense, maintain and support the existing neutral-host DAS that serves all current Tier 1 cellular carriers and will ensure a consistent, reliable, and secure Wi-Fi network throughout the airport terminal. Continuing with the current provider will allow Austin Aviation to maintain uninterrupted, high-quality wireless service across all carriers and ensure service continuity as the airport advances through its expansion program.

The revenue contract includes a $1,000,000 upfront payment, an estimated $750,000 in revenue-share payments, and more than $10,000,000 in provider and carrier-funded infrastructure investments. These investments include no-cost system upgrades, expanded cellular and Wi-Fi coverage for new and renovated facilities, and a contractor-funded private 5G pilot to support future airport operations. The provider also ensures full participation from national Tier 1 cellular carriers, which is essential for maintaining reliable, neutral-host wireless service for passengers, airlines, tenants, and public safety functions.

The current provider owns, operates, and manages a deeply integrated, high-capital wireless infrastructure that cannot be economically duplicated without full system replacement, disruption of Airport operations, and significantly higher lifecycle costs. Additionally, Concourse Communications Group LLC has more than 17 years of proven performance at Austin Aviation, consistently maintaining service continuity through major redevelopment efforts, and serves as a neutral host provider with direct agreements with AT&T, Verizon, and T-Mobile. Extending services through this agreement preserves service reliability, maximizes third-party investment, and offers the lowest risk, highest value approach to supporting Austin Aviation's long-term operational and financial objectives.

Without this contract, Austin Aviation may not be able to ensure the operational reliability of the public Wi-Fi and cellular services provided at the airport.

Contract Details:

Contract Term	Length of Term	Estimated Annual Revenue
Year 1 - upfront contribution	1 year	$1,075,000
Year 2 - 25% revenue share	1 year	$75,000
Year 3 - 25% revenue share	1 year	$75,000
Year 4 - 25% revenue share	1 year	$75,000
Year 5 - 25% revenue share	1 year	$75,000
Year 6 - 25% revenue share	1 year	$75,000
Year 7 - 25% revenue share	1 year	$75,000
Year 8 - 25% revenue share	1 year	$75,000
Year 9 - 25% revenue share	1 year	$75,000
Year 10 - 25% revenue share	1 year	$75,000
Total	**10 years**	**$1,750,000**