

Economic Development & International Affairs Council Committee Minutes

Tuesday, October 18, 2005

1:30 pm

City Hall Basement Conference Room

Councilmember Roger Flores, Chair, District 1

Councilmember Sheila McNeil, District 2

Councilmember Delicia Herrera, District 6

Councilmember Kevin Wolff, District 9

Staff Present: Jelynn Burley, Assistant City Manager; Roland Lozano, Assistant to the City Manager; Manny Longoria, Economic Development Assistant Director; Veronica Zertuche, Deputy City Attorney

Call to Order

Chairman Flores called the meeting to order

1. Citizens to be Heard

There were no citizens to be heard.

2. Approval of Minutes of the September 20, 2005 Meeting

The committee members present unanimously approved the minutes of the September 20, 2005 Economic Development & International Affairs Council Committee Meeting.

3. Airport Concessions Management Proposal Presentations

Presented by Roland Lozano, Interim Director, Aviation Department

Mr. Roland Lozano submitted to the committee copies of the original matrix presented at the September 20, 2005 meeting without the rating of former Aviation Director Kevin Dolliole. He also submitted an outline of Mr. Dolliole's relationship with the New Orleans, San Antonio and St. Louis Airports and their connection with the Unison-Maximus Firm.

Mr. Lozano informed the committee that each of the three firms would make a 10 minute presentation followed by questions from the committee. Councilmember Herrera requested that the remaining firms be dismissed during the presentation.

Mr. Jason Yoo, CEO, JDDA Concessions Group, introduced JDDA staff present and turned the presentation to Ms. Chris King. Ms. King presented highlights of the firm's

proposal that included a bid of ten percent savings the City in the amount of \$600,000 and a general maintenance contract at no additional cost.

Councilmember Kevin Wolff asked for clarification of the Historically Underutilized Enterprise criteria on the RFP scorecard. It was stated that the agency must be local and a small minority business.

The committee expressed concerns regarding the low scoring of the JDDA Concessions Group, which had the best financial bid for the City.

Mr. George Gioquinto outlined the Westfield proposal and noted that the firm has increased sales for the San Antonio Airport concessions by 52% and increased revenues to the City by 56%.

Councilmember Wolff expressed concerns regarding the Rent Relief Program and requested clarification. Mr. Gioquinto stated that due to the decrease in air travel after the 911 Disaster in 2000, the Westfield Firm made recommendations to the City on businesses in need of rent relief. The firm suggested resuming rent to the norm when air travel increased.

In response to Councilmember McNeil, Mr. Gioquinto stated the Westfield Firm had 5 years experience prior to contracting with the City of San Antonio.

Mr. Andrew Weddig presented an overview of the Unison-Maximus Firm proposal and noted that the firm authored the City's current Redevelopment Plan at the San Antonio Airport in 1999 and was retained to assist in the selection of tenants.

In response to Councilmember Wolff, Mr. Lozano stated that the Unison-Maximus Firm was excluded from applying in the 1999 RFP process because the firm developed that particular RFP process for the City of San Antonio.

Chairman Flores recessed the meeting to go into Executive Session at 3:00 p.m. to discuss the Airport Concessions Management RFP.

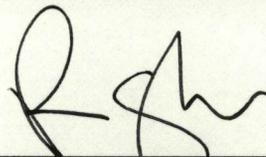
Chairman Flores reconvened the meeting at 3:20 p.m.

The committee unanimously agreed to direct staff to extend the current concessions contract for 60 days, re-open the RFP process (to be completed in 60 days) and to present a monthly update.

4. Adjournment

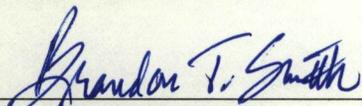
There being no further discussion, the meeting was adjourned at 3:25 p.m.

Copies of these presentations are made part of the file and are available upon request.



Roger Flores, Chairman

Respectfully Submitted,



Brandon T. Smith
Administrative Assistant II
Office of the City Clerk