

**Savannah Airport Commission
Summary of Solicitations and Responses
For May 25, 2017
Agenda**

Event Number	Annual Contract	Description	Local Vendor Available	Minority Vendor Available	Total Notices Sent	Sent to M/WBE	Total Received	Received From M/WBE	Est. Award Value	Est. M/WBE Award	Low Bid Vendor Type	M/WBE Sub	Vendor Type
4936	N	Remove and Repaint Taxiway Edgelines and Thermoplastic Markings	Y	Y	365	59	5	1	\$491,689.00	0	D	0	0
5033	N	Mill and Pave Airways Avenue Entrance and Exit	Y	Y	162	26	2	1	0	\$861,792.00	E	0	0
5036	N	Three 2017 Ford Explorers	Y	Y	229	9	3	0	\$81,003.00	0	D	0	0
5074	N	Telehandler Heavy Equipment	Y	Y	165	6	3	0	\$124,350.00	0	D	0	0

VENDOR(S)*

- A. Local Minority
- B. Local Non-Minority
- C. Non-Local Minority
- D. Non-Local Non-Minority
- E. Woman Owned
- F. Non-Local Woman Owned



Submitted 5/5/17
to Agenda Plus

400 AIRWAYS AVENUE
SAVANNAH, GA 31408

T: 912.964.0514

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May 4, 2017

Mr. Rob Hernandez
City Manager
City of Savannah
Post Office Box 1027
Savannah, GA 31402

RE: Savannah/Hilton Head International Airport

Dear Mr. Hernandez:

The Savannah Airport Commission approved the attached list of items at its May 3, 2017, Commission meeting and requests that these items be placed on the May 25, 2017, City Council agenda for approval.

Your assistance in this matter is greatly appreciated.

Sincerely,

Dawoud Stevenson
Director of Program Management,
Information Technology

/djs
FR: ADMIN; ENG
S: 5/26/17
cc: SAC; JB Blackburn; City Attorney; B. Bell; Lois Adams
City Purchasing/DO/PURCH; Mike Vacquer

Enclosures

Requested Meeting Date: 5/25/2017

REQUESTED ACTION**Continuation of Contract for Second Year Renewal Term– Hurt, Norton, and Associates - \$84,000.00****RATIONALE** (*describe explain why action is necessary*):

Click here to enter text.

OBJECTIVE/OUTCOME (*explain what this action accomplishes*):

Click here to enter text.

STRATEGIC OR ORGANIZATIONAL ALIGNMENT (*identify Council priority*): Choose an item.**SUMMARY EXPLANATION/BACKGROUND**

The first sentence includes the Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item. Please include the reason for not selecting low bidder, if applicable.

The Savannah Airport Commission requests approval of a Continuation of a Contract for Second Year Renewal Term with Hurt, Norton, and Associates for lobbying, consulting, coordination, watchdog and facilitation services in the amount of \$84,000.00. Given the political landscape in Washington, D.C. the services and support of Hurt, Norton, and Associates is critical. The workload for Hurt, Norton, and Associates will double this year; they assist with the Commission's congressional lobbying in Washington, D.C., assist with the annual legislative briefing in Washington, D.C., which involves representation from airports in Georgia and South Carolina. Hurt, Norton, and Associates is key with congressional members.

FISCAL IMPACT/COST SUMMARY

Include project cost, approved budget amount, account number and grant, if applicable, source of funds and any future funding requirements.

Airport funding.

EXHIBITS

Click here to enter text.

STAFF CONTACT: Gregory B. Kelly

Requested Meeting Date: 5/25/2017

REQUESTED ACTION

Continuation of Agreement for Second Year Term – Woodward Associates - \$48,000.00

RATIONALE (*describe explain why action is necessary*):

Click here to enter text.

OBJECTIVE/OUTCOME (*explain what this action accomplishes*):

Click here to enter text.

STRATEGIC OR ORGANIZATIONAL ALIGNMENT (*identify Council priority*): Choose an item.

SUMMARY EXPLANATION/BACKGROUND

The first sentence includes the Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item. Please include the reason for not selecting low bidder, if applicable.

The Savannah Airport Commission requests approval of a Continuation of a Contract for Second Year Term with Woodward Associates in the amount of \$48,000.00. This work includes assisting the airport in efforts to continue its operational and financial viability and growth. This contract is critical as Woodward and Associates (Woodie Woodward) has many contacts with the Federal Aviation Administration. These key contacts and meeting with the Federal Aviation Administration- Atlanta District Office is critical in terms of favorable funding opportunities for airport projects.

FISCAL IMPACT/COST SUMMARY

Include project cost, approved budget amount, account number and grant, if applicable, source of funds and any future funding requirements.

Airport funding.

EXHIBITS

Click here to enter text.

STAFF CONTACT: Gregory B. Kelly

Requested Meeting Date: 5/25/2017

REQUESTED ACTION

Three 2017 Ford Explorers - \$81,003.00.00

RATIONALE (describe explain why action is necessary):

Click here to enter text.

OBJECTIVE/OUTCOME (explain what this action accomplishes):

Click here to enter text.

STRATEGIC OR ORGANIZATIONAL ALIGNMENT (identify Council priority): Choose an item.

SUMMARY EXPLANATION/BACKGROUND

The first sentence includes the Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item. Please include the reason for not selecting low bidder, if applicable.

The Savannah Airport Commission requests approval to purchase Three 2017 Ford Explorers, City of Savannah Event No. 5036, from OC Welch Ford in the amount of \$81,003.00. The three replacement vehicles are for use by the Airport Engineering Department. These units are scheduled replacements for the existing Savannah Airport Commission vehicles which have reached their useful lifecycle.

Bidders were:

Low bidder:	(D) OC Welch Ford, Hardeeville, SC	\$81,003.00
	(B) JC Lewis Ford, Savannah, GA	\$84,318.84
	(D) Don Jackson Automotive, Union City, GA	Non-responsive

(B) Local, Non-Minority; (D) Non-Local Non-Minority

FISCAL IMPACT/COST SUMMARY

Include project cost, approved budget amount, account number and grant, if applicable, source of funds and any future funding requirements.

Airport funding.

EXHIBITS

Click here to enter text.

STAFF CONTACT: Gregory B. Kelly

Requested Meeting Date: 5/25/2017
REQUESTED ACTION
Telehandler Heavy Equipment - \$124,350.00
RATIONALE *(describe explain why action is necessary):*

Click here to enter text.

OBJECTIVE/OUTCOME *(explain what this action accomplishes):*

Click here to enter text.

STRATEGIC OR ORGANIZATIONAL ALIGNMENT *(identify Council priority):* Choose an item.

SUMMARY EXPLANATION/BACKGROUND

The first sentence includes the Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item. Please include the reason for not selecting low bidder, if applicable.

The Savannah Airport Commission requests approval of a contract with Low Country Machinery in the amount of \$124,350.00 for the Telehandler Heavy Equipment, City of Savannah Event No. 5074. The telehandler is a new equipment purchase which will be used by the Savannah Airport Commission Maintenance Department to move loads to and from places unreachable for a conventional forklift. By purchasing the telehandler, we will no longer have to rent the equipment.

Bidders were:

Low bidder:	^(D) Low Country Machinery, Pooler, GA	\$124,350.00
	^(B) H&E Equipment Services, Savannah, GA	\$128,801.63
	^(D) Border (JLG), Pooler, GA	\$132,827.00

^(B) Local, Non-Minority; ^(D) Non-Local Non-Minority

FISCAL IMPACT/COST SUMMARY

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Airport funding.
EXHIBITS

Click here to enter text.

STAFF CONTACT: Gregory B. Kelly

Requested Meeting Date: 5/25/2017
REQUESTED ACTION
Mill and Pave Airways Avenue Entrance and Exit - \$861,792.00
RATIONALE *(describe explain why action is necessary):*

Click here to enter text.

OBJECTIVE/OUTCOME *(explain what this action accomplishes):*

Click here to enter text.

STRATEGIC OR ORGANIZATIONAL ALIGNMENT *(identify Council priority):* Choose an item.

SUMMARY EXPLANATION/BACKGROUND

The first sentence includes the Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item. Please include the reason for not selecting low bidder, if applicable.

The Savannah Airport Commission requests approval of a contract with Carroll and Carroll, Inc. in the amount of \$861,792.00 for the Mill and Pave Airways Avenue Entrance and Exit project, City of Savannah Event #5033. This project consists of providing all labor and materials to mill and pave approximately 35,000 square yards of asphalt roadway, construct new asphalt roadway turn extension, thermoplastic markings, and all other items associated with the plans and specifications.

Bidders were:

Low bidder:	(E) Carroll and Carroll, Inc., Savannah, GA	\$861,792.00
	(D) R.B. Baker Construction, Garden City, GA	\$952,000.00

(D) Non-Local Non-Minority; (E) Woman-Owned

FISCAL IMPACT/COST SUMMARY

Include project cost, approved budget amount, account number and grant, if applicable, source of funds and any future funding requirements.

Airport funding.
EXHIBITS

Click here to enter text.

STAFF CONTACT: Gregory B. Kelly

Requested Meeting Date: 5/25/2017
REQUESTED ACTION
Remove and Repaint Taxiway Edgelines and Thermoplastic Markings - \$491,689.00
RATIONALE (describe explain why action is necessary):

Click here to enter text.

OBJECTIVE/OUTCOME (explain what this action accomplishes):

Click here to enter text.

STRATEGIC OR ORGANIZATIONAL ALIGNMENT (identify Council priority): Choose an item.

SUMMARY EXPLANATION/BACKGROUND

The first sentence includes the Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item. Please include the reason for not selecting low bidder, if applicable.

The Savannah Airport Commission requests approval to enter into a contract with Hasco, Inc. in the amount of \$491,689.00 for the Remove and Repaint Taxiway Edgelines and Thermoplastic Markings project, City of Savannah Event No. 4936. This project consists of removing Taxiway Edgelines and repainting all markings on specified taxiways per Advisory Circular 150/5340-1L and Advisory Circular 150/5370-10G. Contractors shall have, at minimum, five years of experience in layout and painting of markings on runways and taxiways per Federal Aviation Administration Advisory Circular 150/5340-1L and Advisory Circular 150/5370-10G. The project also includes removal and replacement of thirty-one thermoplastic surface holding position signs.

Bidders were:

Low bidder:	^(D) Hasco Inc., Summerfield, NC	\$491,689.00
	^(F) Speidel Construction, Culpeper, VA	\$586,950.00
	^(D) Hi-Lite Airfield Services, LLC, Adams Center,	\$595,670.00
	^(D) JJ Cunningham LLC, Shavertown, PA	\$619,530.00
	^(D) Peek Pavement Marking LLC, Columbus, GA	\$702,750.00

^(D) Non-Local Non-Minority; ^(F) Non-Local Woman Owned

FISCAL IMPACT/COST SUMMARY

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Airport funding.

EXHIBITS

Click here to enter text.

STAFF CONTACT: Gregory B. Kelly

Requested Meeting Date: 5/25/2017

REQUESTED ACTION

Contract Renewal – Johnson Controls, Inc. (Access Control) - \$33,884.00

RATIONALE (*describe explain why action is necessary*):

Click here to enter text.

OBJECTIVE/OUTCOME (*explain what this action accomplishes*):

Click here to enter text.

STRATEGIC OR ORGANIZATIONAL ALIGNMENT (*identify Council priority*): Choose an item.

SUMMARY EXPLANATION/BACKGROUND

The first sentence includes the Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item. Please include the reason for not selecting low bidder, if applicable.

The Savannah Airport Commission requests approval of a Continuation of Contract for Additional Year Renewal Term with Johnson Controls, Inc. (Access Control) in the amount of \$33,884.00. This agreement with Johnson Controls is a service agreement for our Access Control system. The original contract was signed in 2014 for an annual fee of \$31,930.00. The contract allowed for automatic annual increases, provided the increases were 2% or less. Although Johnson complies with the increase limitations, the new contract price for the 2017-2018 year is \$33,884.

FISCAL IMPACT/COST SUMMARY

Include project cost, approved budget amount, account number and grant, if applicable, source of funds and any future funding requirements.

Airport funding.

EXHIBITS

Click here to enter text.

STAFF CONTACT: Gregory B. Kelly

Requested Meeting Date: 5/25/2017

REQUESTED ACTION**Contract Renewal – Johnson Controls, Inc. (Chiller) - \$67,232.00****RATIONALE** (*describe explain why action is necessary*):

Click here to enter text.

OBJECTIVE/OUTCOME (*explain what this action accomplishes*):

Click here to enter text.

STRATEGIC OR ORGANIZATIONAL ALIGNMENT (*identify Council priority*): Choose an item.**SUMMARY EXPLANATION/BACKGROUND**

The first sentence includes the Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item. Please include the reason for not selecting low bidder, if applicable.

The Savannah Airport Commission requests approval of a Continuation of Contract for Additional Year Renewal Term with Johnson Controls, Inc. (Chiller) in the amount of \$67,232.00. The service agreement executed with Johnson Controls for chiller maintenance will be subject to an automatic annual renewal on June 1, 2017. The contract term was amended in 2011 to automatically renew annually provided the Commission approved any price increases. The annual fee for their service agreement was \$65,272.86 for 2016 but will increase to \$67,232.00 (about 3%) for the 2017 term. Request approval to continue under this current contract.

FISCAL IMPACT/COST SUMMARY

Include project cost, approved budget amount, account number and grant, if applicable, source of funds and any future funding requirements.

Airport funding.**EXHIBITS**

Click here to enter text

STAFF CONTACT: Gregory B. Kelly

Requested Meeting Date: 5/25/2017

REQUESTED ACTION

Continuation of Agreement – Kone \$142,437.96

RATIONALE (describe explain why action is necessary):

[Click here to enter text.](#)

OBJECTIVE/OUTCOME (explain what this action accomplishes):

[Click here to enter text.](#)

STRATEGIC OR ORGANIZATIONAL ALIGNMENT (identify Council priority): Choose an item.

SUMMARY EXPLANATION/BACKGROUND

The first sentence includes the Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item. Please include the reason for not selecting low bidder, if applicable.

The Savannah Airport Commission requests approval of a Continuation of Agreement with Kone in the amount of \$142,437.96. The term of the service agreement with Kone was amended on March 18, 2009, to be automatically renewed annually provided that price increases did not exceed 5% per year. Kone has continued to perform under this agreement in compliance with the 5% limit, but the current cost for this service agreement is \$11,869.83 per month, or \$142,437.96 per year.

FISCAL IMPACT/COST SUMMARY

Include project cost, approved budget amount, account number and grant, if applicable, source of funds and any future funding requirements.

Airport funding.

EXHIBITS

[Click here to enter text.](#)

STAFF CONTACT: Gregory B. Kelly