

55193

February 14, 2017

TO: Honorable Board of Acquisition and Contract

FROM: Vincent F. Kopicki, P.E.
Commissioner of Public Works and Transportation

SUBJECT: Authority to enter into an agreement with Frasca & Associates, LLC to provide consulting services related to a lease of the Westchester County Airport in accordance with the Federal Aviation Administration Privatization Pilot Program for an amount not to exceed \$550,000.00, payable pursuant to an approved price proposal. (Agreement No. WCA 17002)

The County of Westchester, acting by and through the Westchester County Department of Public Works and Transportation (the "Department"), issued a Request for Proposals ("RFP") seeking a firm to provide consulting services related to a lease of the Westchester County Airport (the "Airport") in accordance with the Federal Aviation Administration ("FAA") Privatization Pilot Program. The RFP was advertised on the County's website, the American Association of Airport Executives website and the Aviation News Today website. A total of twelve (12) proposals were received by the County and interviews were subsequently held with the top three (3) proposers. In accordance with Resolution-2016-132, whereby the Board of Legislators and the County Executive committed to undertake an RFP process, a Task Force consisting of three (3) members of the Board of Legislators and three (3) members of the Administration reviewed and ranked the proposals.

Based on the information submitted as part of the initial proposals, responses during the interviews, and supplemental material received by the County, the Task Force ranked the proposals as follows:

1. Frasca & Associates, LLC
2. IOS/Louis Berger
3. William Blair
4. Mostert-Ploog
5. PFM
6. KPMG
7. JLL
8. Global Aviation
9. EY
10. Rockfleet/RSI
11. ICA
12. Krislov

After the proposals were ranked, the Task Force interviewed the top three (3) proposers. The County subsequently negotiated with the highest ranked proposer, Frasca & Associates, LLC ("Frasca"), to adjust its fee. Frasca offered to reduce its total fee for all services contemplated by the RFP from \$852,525.00 to an amount not to exceed \$550,000.00. The Task Force has determined that the revised proposal submitted by Frasca will best meet the needs of the County.

Accordingly, authority is respectfully requested for the County to enter into an agreement with Frasca to provide consulting services related to a lease of the Airport in accordance with the FAA Privatization Pilot Program for an amount not to exceed \$550,000.00, payable pursuant to an approved price proposal. In accordance with the RFP, the term of the agreement will commence upon execution and will continue until: 1) the County signs a lease which is approved by the FAA for the Airport Privatization Pilot Program; or 2) the County decides to terminate the Airport Privatization Pilot Program RFP process; or 3) the County decides to terminate the services of the consultant for the County's convenience or best interests.

Payment for this agreement will be made from the Airport Special Revenue Fund, not the County General Fund and will not impact the County tax levy.

This agreement is in the best interest of the County and the traveling public. Therefore, I recommend approval of the annexed resolution.

VFK/DLV/dv

RESOLUTION

Upon a communication from the Commissioner of Public Works and Transportation, be it hereby

RESOLVED, that the County of Westchester is hereby authorized to enter into an agreement with Frasca & Associates, LLC to provide consulting services related to a lease of the Westchester County Airport (the "Airport") in accordance with the Federal Aviation Administration ("FAA") Privatization Pilot Program for an amount not to exceed \$550,000.00, payable pursuant to an approved price proposal; and be it further

RESOLVED, that the term of the agreement shall commence upon execution and shall continue until: 1) the County signs a lease which is approved by the FAA for the Airport Privatization Pilot Program; or 2) the County decides to terminate the Airport Privatization Pilot Program RFP process; or 3) the County decides to terminate the services of the consultant for the County's convenience or best interests; and be it further

RESOLVED, that the County Executive or his authorized designee is hereby authorized to execute all instruments necessary to implement this resolution.

Agreement No. WCA 17002

Account to be Charged/Credited	Fund	Dept.	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
2017	161	44	4110	4380		\$550,000.00

Budget Funding Year(s) 2017 Start Date: Upon Execution End Date: Upon Termination
 (must match resolution)

Funding Source: Tax Dollars _____

State Aid _____

\$550,000.00 Federal Aid _____

(must match resolution)

Other 100% Airport Special Revenue Fund