



PURCHASING DEPARTMENT

August 30, 2010

General Information No. 1

RFP NO. 2010-079-5188

REQUEST FOR PROPOSAL
FOR
A FIVE (5) YEAR MANAGEMENT SERVICES CONTRACT FOR DALLAS COUNTY
PARKING GARAGES

THIS DOCUMENT IS BEING PROVIDED FOR GENERAL INFORMATION PURPOSES ONLY (THIS IS NOT AN
ADDENDUM)

The Dallas County Purchasing Department has received and hereby provides for general information purposes only the following questions and the County's responses.

(Note: Due to time constraints, Dallas County will not be responsible for ensuring confirmation vendor receipt of this and/or any further acceptance of and/or responses to future questions prior to the solicitation opening date.)

Question No. 1: In reviewing the minimum requirements for the staffing schedule, I noticed there is only a requirement for Other Personnel (Janitorial) for the George Allen facility, there is none for the Crowley C & D garages. Is this correct? In the prior RFP this was required for both facilities.

Response: No. This is not correct. See page 14 for the staffing requirements for Garages C and D.

Question No. 2: Can we change M/WBE vendors during the contract?

Response: Yes. A prime is allowed to change M/WBE vendors but only if the County is notified in advance with an explanation prior to the change being finalized.

Question No. 3: If we have someone we use as a company and they are applying to be a M/WBE vendor is it acceptable to have them as one of our M/WBE if they have applied?

Response: Only businesses that have a current (not expired) certification with the North Central Texas Regional Certification Agency are accepted. Businesses with pending applications are not counted.

Question No. 4: Do you receive 3 pts for each EEO sheet

Response: No. A total of three points are assigned for the completion and submittal of the EEO-1 Form.

Question No. 5: Can you please provide the parking financial history for each location for the last 3 fiscal years?

Response: See attached.

Question No. 6: Does the present contract which the present vendor operates under include all insurances per this RFP request within it management fee?

Response: No. See Page 19, Item 16 for a full description of the requirements.

Question No.7 : Are we required to have a bid bond for the Proposal? If required will this require us to put up a bond or will a check be sufficient to cover the bid bond?

Response: This question was addressed in Addendum No. 1 that is posted to the website.

Question No. 8: Will credit card be a part of the project at all locations and can vendor use his own processing company?

Response: No, credit card processing will initially be introduced at the George Allen/Founders Plaza facility. The Parking Operator will be able to use their own processing firm as long as it meets the requirements of a banking or financial institution and is approved by the Director of Operations.

Question No. 9: Do to the fact we just completed the walk thru of the project and can not procure M/WBE without a budget to match the work which was just outlined. Would the county be willing to extend the proposer more time to complete the RFP?

Response: An extension to the proposal deadline date will be addressed through Addendum No. 2

Question No. 10: Can alternative proposals be submitted by contractor for the RFP?

Response: In addition to addressing the structure requested in the RFP, firms can submit alternative suggestions.

Question No. 11: Can the operator, if awarded this contract, build or construct storage areas in the garages?

Response: Storage areas are currently made available in Crowley and George Allen for the parking management firm.

Question No. 12: If and when approved, will credit card fees be a reimbursable expense?

Response: No. Refer to page 28 of the RFP.

Question No. 13: What is the current outstanding debt and will the awarded operator be responsible for collecting any outstanding debt?

Response: The last debt aging report showed no outstanding debt over 30 days. The successful bidder would be responsible for billing and collection activity. See RFP, Page 27 Item K-M for a full description of the requirements.

Question No. 14: Are there any statistics on how many customers each day have to re-park their vehicles and go inside to get cash from an ATM?

Response: None are available at this time.

- Question No. 15:** When was the last rate increase at each facility?
- Response:* *In approximately 2007*
- Question No. 16:** Please clarify the signage maintenance plan. It is our understanding that any “new” signs are the responsibility of the operator and any “existing” signs are maintained by the county at the request of the operator.
- Response:* *See page 19, Item 17 for a full description.*
- Question No. 17:** Do the safe’s in the cashier booths and offices belong to the county or to the current operator?
- Response:* *Safes are County owned.*
- Question No. 18:** On page 4 of the RFP document, we are to submit 1 original and 8 electronic copies (CD Windows Microsoft Office Format). However, it also says 10 copies must be submitted with one containing the original signature.
- Response:* *One original and eight (8) electronic copies in a sealed envelope.*
- Question No. 19:** Is pdf format acceptable for the electronic copies?
- Response:* *Yes*
- Question No. 20:** What is the current financial arrangement with the existing parking management vendor?
- Response:* *See RFP Page 21, Items 2 and 3 for a full description.*
- Question No. 21:** As a privately held company, our financial statements are CPA prepared and reviewed, however, they are not audited. Will CPA reviewed statements be acceptable?
- Response:* *Refer to Addendum No. 2*
- Question No. 22:** In lieu of the \$100,000 performance bond, is a \$100,000 irrevocable letter of credit acceptable?
- Response:* *At this time No. This is considered an exception to the RFP requirements, only the Commissioners Court has the authority to authorize an exception.*
- Question No. 23:** Signs - who is responsible for signage in the garage?
- Response:* *Please refer to the RFP Page 19, item #17.*
- Question No. 24:** Insurance - How is it being allocated?
- Response:* *See Page 19, Item 16 for a full explanation of the requirements.*
- Question No.25:** Sweeping - How is that currently handled?
- Response:* *The garage is currently swept twice per week.*

Question No. 26: What is the frequency of the pressure washing and power sweeping that we should base our budget on?

Response: See Page 19, Item 19 for a full description.

Question No. 27: Is there a requirement of mechanical sweeping of the surface lots?

Response: Yes. See Page 18, Budget item #6.

Question No. 28: Is there a specific requirement for an on-site manager at the George Allen or Bill Decker locations? The RFP simply states "Manager/Clerical".

Response: Yes. Page 17 notes in bold at the beginning of the page. The current PO provides a site manager that oversees all locations. This person is on call and is based at the George Allen garage. The physical space at Decker is limited and can currently accommodate a booth operator only.

Question No. 29: Can we get a copy of firms that attended the pre-proposal conference?

Response: See attached.

DALLAS COUNTY MANAGEMENT REPORT

DEPARTMENT: Facilities Management

DATE PREPARED: 08/30/10

ACTIVITY: Revenue

MONTHS OF DATA: 9
PERCENT OF YEAR: 75%

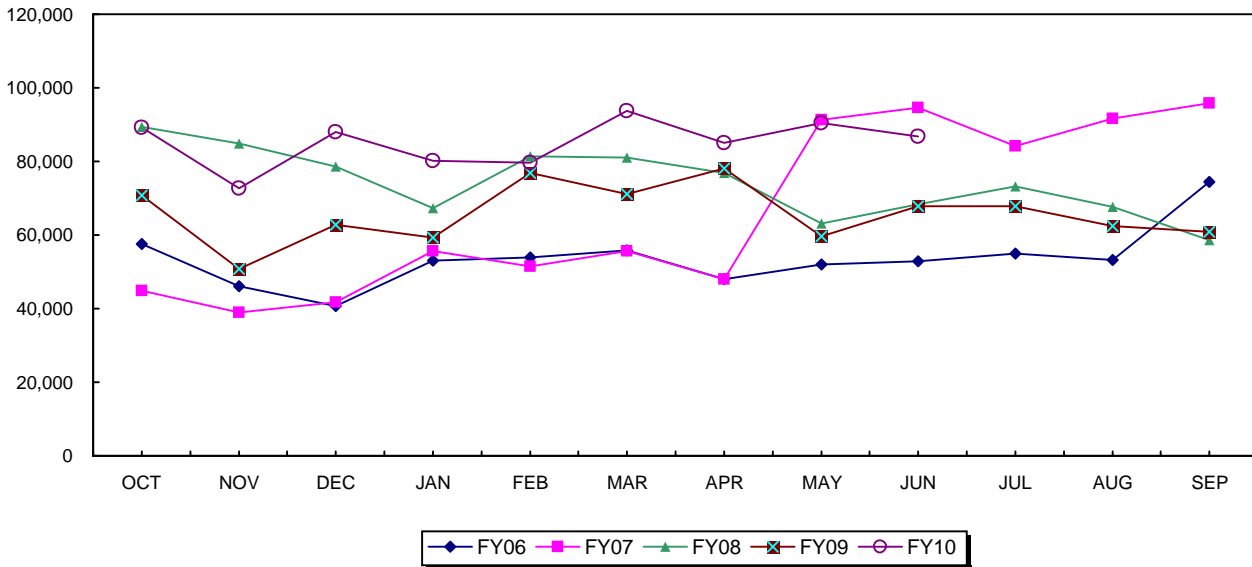
INDICATOR: George L. Allen, Sr. Underground Parking Net Revenue

MONTH	MONTHLY					CHANGE FROM FY09	YEAR-TO-DATE					CHANGE FROM FY09
	FY06	FY07	FY08	FY09	FY10		FY06	FY07	FY08	FY09	FY10	
OCT	57,594	44,932	89,386	70,767	89,295	26.2%	57,594	44,932	89,386	70,767	89,295	26.2%
NOV	46,084	38,941	84,892	50,867	72,620	42.8%	103,678	83,872	174,278	121,634	161,915	33.1%
DEC	40,689	41,679	78,590	62,804	88,080	40.2%	144,367	125,551	252,868	184,438	249,995	35.5%
JAN	52,985	55,734	67,219	59,331	80,135	35.1%	197,352	181,285	320,087	243,769	330,130	35.4%
FEB	53,963	51,449	81,401	76,910	79,701	3.6%	251,315	232,734	401,489	320,679	409,831	27.8%
MAR	55,744	55,629	81,022	71,157	93,726	31.7%	307,059	288,363	482,511	391,836	503,557	28.5%
APR	47,939	48,057	76,839	78,038	85,032	9.0%	354,998	336,420	559,350	469,874	588,589	25.3%
MAY	52,039	91,359	63,181	59,645	90,401	51.6%	407,037	427,779	622,531	529,519	678,990	28.2%
JUN	52,904	94,613	68,426	67,804	86,760	28.0%	459,942	522,392	690,957	597,323	765,750	28.2%
JUL	54,925	84,108	73,146	67,762			514,867	606,500	764,103	665,085		
AUG	53,210	91,734	67,629	62,361			568,076	698,234	831,732	727,446		
SEP	74,404	95,747	58,542	60,920			642,480	793,982	890,274	788,366		
TOTAL	\$642,480	\$793,982	\$890,274	\$788,366	\$765,750							
AVG	48,122	66,165	74,190	65,697	85,083	22.8%						

Source/Explanation: Facilities Management actual monthly receipts

GLA Underground Parking Garage Revenue

Year-to-Date



DALLAS COUNTY MANAGEMENT REPORT

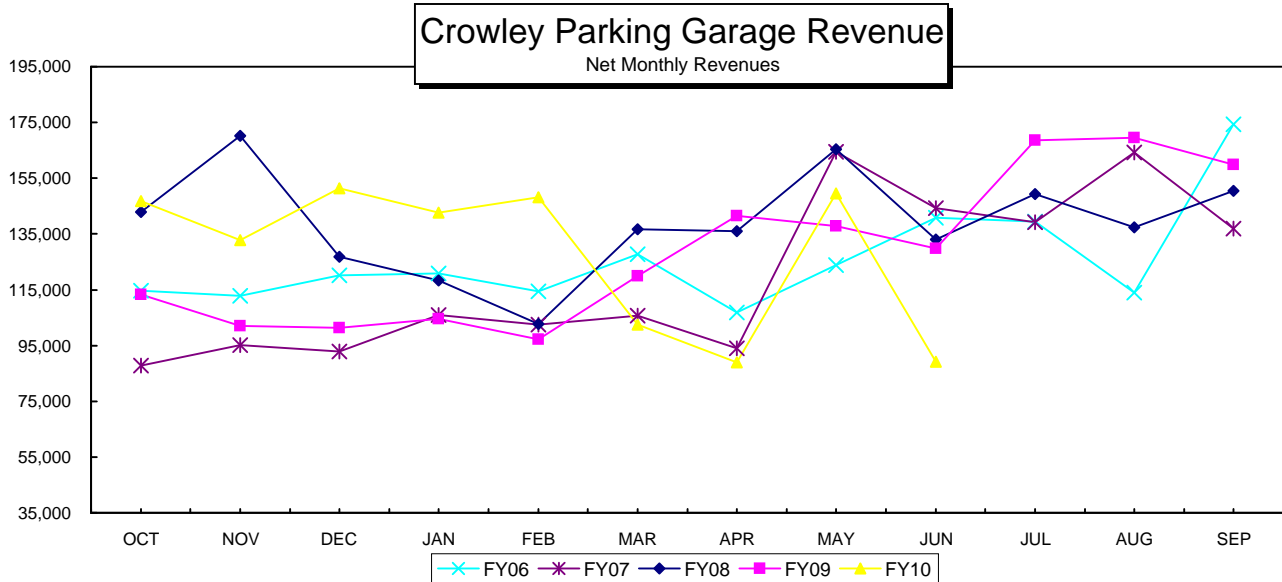
DEPARTMENT: Facilities Management
ACTIVITY: Revenue

DATE PREPARED: 08/30/10
MONTHS OF DATA: 9
PERCENT OF YEAR: 75%

INDICATOR: Crowley Parking Garage Net Revenue - Lots A, C, D & F

MONTH	MONTHLY					CHANGE FROM FY09	YEAR-TO-DATE					CHANGE FROM FY09
	FY06	FY07	FY08	FY09	FY10		FY06	FY07	FY08	FY09	FY10	
OCT	114,656	87,864	142,945	113,170	146,837	29.7%	114,656	87,864	142,945	113,170	146,837	29.7%
NOV	112,929	95,173	170,157	101,957	132,823	30.3%	227,585	183,037	313,102	215,127	279,660	30.0%
DEC	120,057	92,906	126,917	101,424	151,310	49.2%	347,642	275,944	440,019	316,551	430,970	36.1%
JAN	120,912	105,978	118,434	104,536	142,648	36.5%	468,555	381,921	558,454	421,087	573,618	36.2%
FEB	114,461	102,389	102,831	97,157	148,217	52.6%	583,015	484,311	661,285	518,244	721,835	39.3%
MAR	127,807	105,772	136,653	120,013	102,464	-14.6%	710,822	590,082	797,938	638,257	824,299	29.1%
APR	106,915	94,069	135,963	141,623	88,970	-37.2%	817,737	684,152	933,901	779,880	913,269	17.1%
MAY	123,763	164,519	165,358	137,892	149,581	8.5%	941,500	848,671	1,099,259	917,772	1,062,850	15.8%
JUN	140,805	144,378	133,101	129,802	89,282	-31.2%	1,082,305	993,049	1,232,360	1,047,574	1,152,132	10.0%
JUL	139,338	139,272	149,254	168,707			1,221,643	1,132,321	1,381,614	1,216,281		
AUG	113,872	164,339	137,462	169,610			1,335,515	1,296,660	1,519,076	1,385,891		
SEP	174,320	137,010	150,444	159,950			1,509,834	1,433,670	1,669,520	1,545,841		
TOTAL	\$1,509,834	\$1,433,670	\$1,669,520	\$1,545,841	\$1,152,132							
AVG	125,820	119,472	139,127	128,820	128,015	-0.6%						

Source/Explanation: Facilities Management actual monthly receipts



DALLAS COUNTY MANAGEMENT REPORT

DEPARTMENT: Facilities Management
ACTIVITY: Revenue

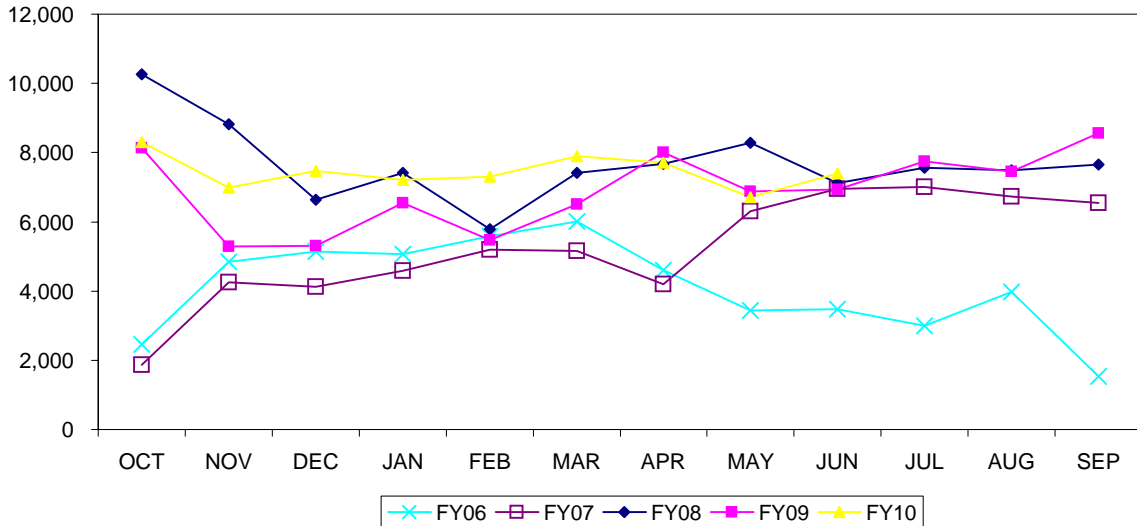
DATE PREPARED: 08/30/10
MONTHS OF DATA: 9
PERCENT OF YEAR: 75%

INDICATOR: Bill Decker Parking Net Revenues

MONTH	MONTHLY					CHANGE FROM FY09	YEAR-TO-DATE					CHANGE FROM FY09
	FY06	FY07	FY08	FY09	FY10		FY06	FY07	FY08	FY09	FY10	
OCT	2,450	1,869	10,270	8,131	8,297	2.0%	2,450	1,869	10,270	8,131	8,297	2.0%
NOV	4,853	4,249	8,823	5,287	6,994	32.3%	7,303	6,118	19,093	13,418	15,291	14.0%
DEC	5,137	4,132	6,643	5,309	7,469	40.7%	12,440	10,250	25,736	18,727	22,760	21.5%
JAN	5,070	4,595	7,423	6,552	7,205	10.0%	17,511	14,844	33,159	25,279	29,965	18.5%
FEB	5,581	5,194	5,783	5,464	7,299	33.6%	23,092	20,038	38,942	30,743	37,264	21.2%
MAR	6,003	5,156	7,414	6,512	7,901	21.3%	29,095	28,971	46,356	37,255	45,165	21.2%
APR	4,600	4,206	7,678	8,010	7,713	-3.7%	33,695	29,400	43,764	45,265	52,878	16.8%
MAY	3,431	6,299	8,293	6,874	6,703	-2.5%	37,125	35,699	62,327	52,139	59,581	14.3%
JUN	3,476	6,945	7,125	6,942	7,401	6.6%	40,601	42,644	69,452	59,081	66,982	13.4%
JUL	2,997	7,008	7,571	7,751			43,598	49,652	77,023	66,832		
AUG	3,978	6,734	7,486	7,444			47,576	56,385	84,509	74,276		
SEP	1,534	6,548	7,661	8,556			49,110	62,933	92,170	82,832		
TOTAL	\$49,110	\$62,933	\$92,170	\$82,832	\$66,982							
AVG	4,147	5,244	7,681	6,903	7,442	7.8%						

Source/Explanation: Facilities Management actual monthly receipts

Decker Parking Garage Revenue Net Monthly Revenues



SIGN IN SHEET

RFP for a Five (5) Year Parking Management Services for Dallas County Parking Garages SOLICITATION No. 2010-079-5188

DATE: August 19, 2010 @ 1:00 p.m. Location: Purchasing Dept. Conference Room

COMPANY NAME	REPRESENTATIVE	PHONE/FAX AND/OR EMAIL
BELA PARKING DEP	BELACHEW TETERA	(214) 497 9598
AMPSCO SYSTEM PARKING	MIKE LOMBARDO	214 871-0887 / 214-871-1866 MTL@LMBR200@ABM.COM
LAZ PARKING	Cornelius Thompson	214-720-7275 ext 105 / cthompson@lazparking.com
Ampco System Parking	Marc Vecchio	713-220-8582 marc.vecchio@abm.com
Ampco System Parking	Marty Bries	214 642 9165 marty.bries@abm.com
Parking Concepts Inc	Jay Protenic	214 930 2210 / jprotenic@pcidfw.com
Matt Adley	Platinum Parking	214-871-6081 matt@platinumparking.com
Platinum Parking	PAUL LINDENBORGER	214-432-3313 paul@platinumparking.us
Bernard Blanton	Dallas County-Engineering	