



**Recommendation to the
Business Administration Committee
to Award
Taxicab Concession Contracts
at
Washington Dulles International Airport

June 2013**

PURPOSE

Staff requests that the Business Administration Committee approve and recommend to the Board of Directors the award of three contracts with terms of three years with two one-year options, commencing October 1, 2013, to Checker Airport Taxi, Inc. (CAT) of Baltimore, MD; Dulles Airport Taxi, Inc. (DAT) of Falls Church, VA; and Regency Cab, Inc. (Regency) of Gaithersburg, MD to operate taxicab concessions at Dulles International.

BACKGROUND

- Dulles International has three concessions contracts to provide inbound and outbound taxicab services.
- The taxicab concessions contracts were last competed in a Request for Proposals (RFP) in 2008. The incumbents are Checker Airport Taxi, Inc., Dulles Airport Taxi, Inc. and Dulles Taxi Systems, Inc.

- The three contracts have generated approximately \$15,672,000 over the contract term of three years and two one-year options.
- The Business Administration Committee reviewed and concurred with the RFP terms for a new solicitation which was issued in January 2013.

- Nine proposals were received and evaluated; three proposals were deemed outside the competitive range and eliminated from continuing in the process; CAT, DAT and Regency received three highest overall scores.
- The three contracts are expected to generate a combined estimated \$23,740,000 for the Airports Authority through the term of the contracts.

RECOMMENDATION

Staff requests that the Business Administration Committee approve and recommend to the Board of Directors the award of three contracts with terms of three years and two-one-year options, commencing October 1, 2013, to Checker Airport Taxi, Inc., Baltimore, MD; Dulles Airport Taxi, Inc., Falls Church, VA; and Regency Cab, Inc., Gaithersburg, MD to operate taxicab concessions at Dulles International.