



Business Administration Committee

Report of the Pre-Solicitation Terms

for the

Fuel Retailing and Convenience Concession

at

Washington Dulles International Airport

January 2015

Request for Action

Staff requests Business Administration Committee concurrence to release a solicitation for the replacement, relocation, and expansion of the Fuel Retailing and Convenience Concession at Washington Dulles International Airport.

Staff recommends a competitive negotiated procurement using the Best Value method.



Background

- Current fuel station concession expires in December 2016
- Facility is near rental car facilities and economy parking contributing to the success of the site
- Site is constrained, limiting service and revenues
- Existing concession (Exxon) produced revenue to the Airports Authority in 2013 of \$1,030,000 with one-half from fuel sales and one-half from food and convenience sales

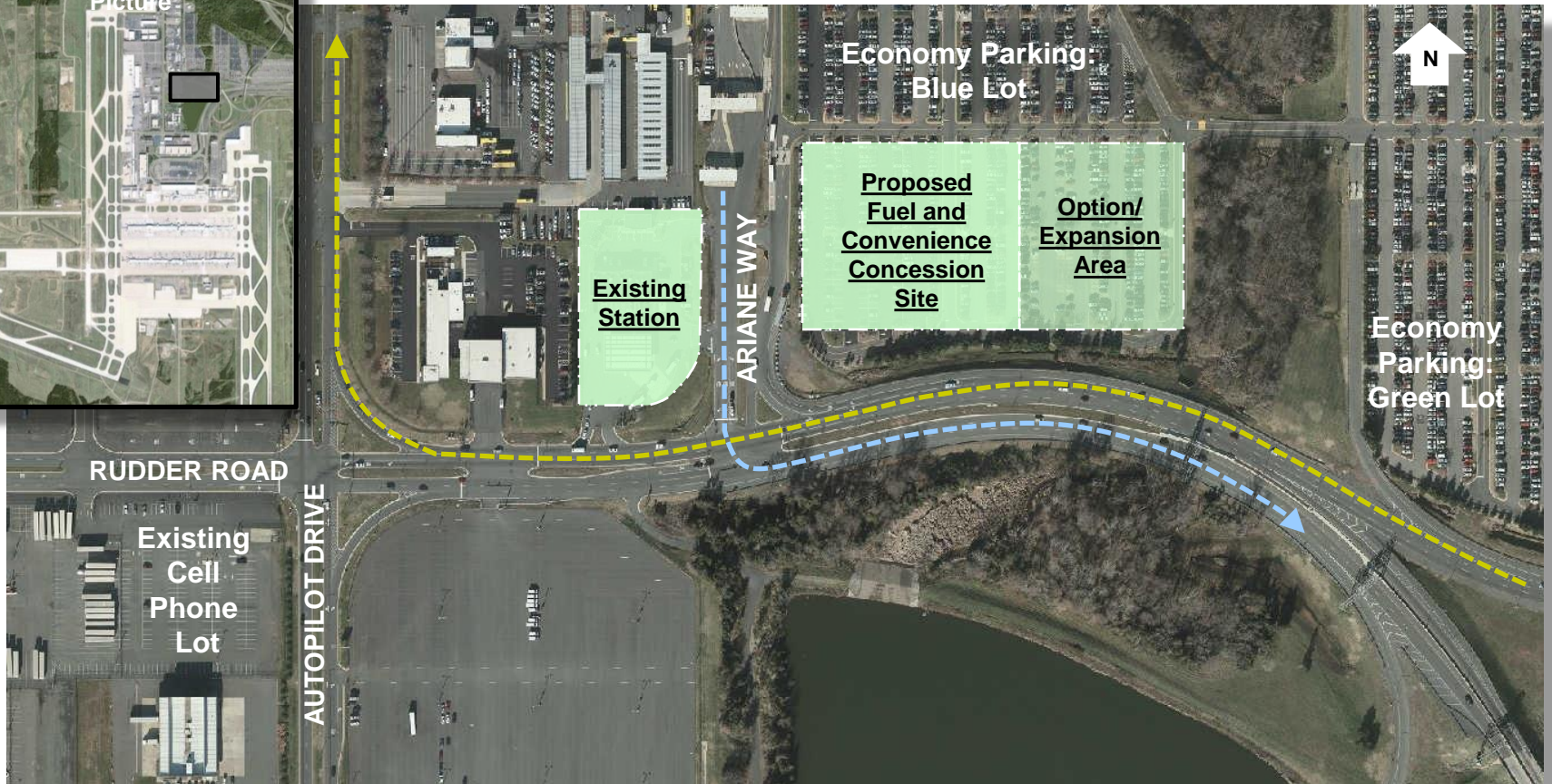


Objectives for New Concession

- Replace the existing, expiring concession on a larger site
- Expand the proven, strong sales from the core sources of fueling and convenience concessions
- Encourage expansion of services that complement the new concession by offering the awardee an option to lease an adjacent parcel



Proposed Location



← - - - Rental Car Returns / Route to Taxicab Holding Lot

Economy Parking Egress → - - -



ACDBE/LDBE Requirements

- The Local Disadvantaged Business Enterprise (LDBE) goal for the design and construction of facilities for this concession is 20%
- The Airport Concessions Disadvantaged Business Enterprise (ACDBE) goal for this solicitation is 15%



Authority Obligations

- Offeror will construct all utility infrastructure
- Airports Authority will pay for the costs to bring the utilities to the site with budgeted funds
- Offeror will pay the balance of the utility infrastructure costs



Proposed Evaluation Criteria

The proposals will be evaluated on these criteria (listed in descending order of importance):

1. Financial Offer
2. Background, Experience and Financial Capability
3. Development and Implementation Plan
4. Property Management and Operations Plan



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Ronald Reagan Washington National Airport



Dulles Corridor Metrorail Project



Dulles Toll Road



Washington Dulles International Airport



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