

III. DISCUSSION

Bids for IFB HCDA 03-2022 were due on April 11, 2022. The HCDA received three (3) bids by the deadline as indicated in the table below:

Bidder:	Initial Term (3 Years):	Supplemental 1 (Fourth Year):	Supplemental 2 (Fifth Year):
Bidder 1	\$93,708.00	\$42,156.00	\$46,548.00
Bidder 2	\$135,141.48	\$49,445.04	\$49,445.04
Bidder 3	\$186,634.44	\$62,833.56	\$63,461.40

Secure Parking Hawaii LLC submitted the lowest responsive, responsible bid of \$93,708.00 for the initial contract term, plus \$42,156.00 for the first one-year extension option and \$46,548.00 for the second one-year extension option, if exercised.

This bid is expected to result in a savings for the HCDA, as the previous parking operator collected both a monthly management fee and a percentage of all gross revenue. Due to the large number of monthly parkers at Lot C, HCDA staff restructured the bid format of this solicitation so the winning contractor would only be paid a fixed management fee each month.

The bid from Secure Parking Hawaii LLC represents a monthly fee of \$2,603.00 in the initial contract term, which is less than the approximate \$3,000-\$4,000 monthly fee paid to the prior parking operator.

Gross parking revenue for Lot C and the CEM Lot generally averages a total of \$55,000 a month. About \$50,000 of that revenue comes from pre-paid monthly parking agreements with UH JABSOM and other area businesses.

See next page for Staff's Recommendation.

IV. RECOMMENDATION

It is recommended that the Board Authorize the Interim Executive Director to Award and Execute a Three-Year Contract with Two One-Year Options to Extend to Secure Parking Hawaii LLC for Parking Management, Operations and Maintenance Services for Lot C and the Container Equipment Maintenance Station (CEM Lot) located at the Ewa end of Ilalo Street, Honolulu, Hawaii 96813, Identified as Tax Map Key (1) 2-1-015:052, in an Amount Not to Exceed \$182,412.00 in accordance with Bid Form Nos. 4-6 for IFB HCDA 03-2022 and undertake all tasks necessary to effectuate the purpose(s) of this For Action.

Prepared By: Alicia Wailehua-Hansen, Asset Management Specialist *Alicia Wailehua-Hansen*

Reviewed By: Lindsey Doi, Asset Manager *LD*

Reviewed By: Craig K. Nakamoto, Interim Executive Director *CN*