



**Report to the
Business Administration Committee**

**Recommendation to Award a Contract
for
Airside Snow Removal and Ice Control Services
at
Washington Dulles International Airport**

September 2017



Purpose

Staff requests that the Business Administration Committee approve and recommend to the Board of Directors that the Airports Authority enter into a contract with Atlantic Contracting & Material Company, Inc. of Upper Marlboro, MD, to provide airside snow removal and ice control services at Washington Dulles International Airport (Dulles International). This contract includes five base years and one five-year option period.



Background

- The services in this contract require the removal of snow from all the Airport aircraft gate areas, excluding gates leased by United Airlines, and Taxiways C, D, and F, totaling 6,350,000 square feet.
- The contractor is also responsible for providing anti-icing and deicing services in all of the above referenced areas, using materials (potassium acetate and sodium acetate) provided by the Airports Authority. Other areas of the Airport are directly serviced by Airports Authority staff.



Background (continued)

In October 2016, the Committee concurred with the pre-solicitation terms for full and open competition and established a Local Disadvantaged Business Enterprise requirement of 100 percent. A Request for Proposals was issued on June 8, 2017, and proposals were received on July 18, 2017.



Evaluation

- The Technical Evaluation Committee reviewed and evaluated the proposals using the following criteria:
 - 1) Past Performance
 - 2) Project Understanding
 - 3) Management Plan
- Two proposals were received. The proposal received by Atlantic Contracting & Material Company, Inc. was the only technically acceptable proposal.



Evaluation (continued)

The annual cost of this contract is based upon actual expenses incurred according to the volume of snow or ice at Dulles International. Based upon historic weather patterns and forecasts, the five-year base period cost is estimated at \$12,706,800.00. The total combined value for the contract, including the five-year option period, is estimated at \$26,516,350.00. In comparison to historical prices, Atlantic Contracting & Material Company, Inc.'s pricing is considered fair and reasonable. The contract will commence on November 1, 2017.



Recommendation

Staff requests that the Business Administration Committee approve and recommend to the Board of Directors that the Airports Authority enter into a contract with Atlantic Contracting & Material Company, Inc., to provide airside snow removal and ice control services at Dulles International.



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Proposed Resolution

Selecting a Firm for Airside Snow Removal and Ice Control Services at Washington Dulles International Airport

WHEREAS, In October 2016, staff presented a pre-solicitation paper to the Business Administration Committee regarding airside snow removal and ice control services at Washington Dulles International Airport (Dulles International);

WHEREAS, A Local Disadvantaged Business Enterprise requirement of 100 percent was established for this full and open solicitation;

WHEREAS, A Technical Evaluation Committee (TEC) reviewed and evaluated the proposals submitted in response to the solicitation; and

WHEREAS, The Business Administration Committee received the results of the TEC's evaluation of the submitted proposals and a staff recommendation, and recommended that the Board of Directors approve the selection of Atlantic Contracting & Material Company, Inc.; now, therefore, be it

RESOLVED, That the selection of Atlantic Contracting & Material Company, Inc., to provide airside snow removal and ice control services at Dulles International for a base term of five years, with one five-year option, at an estimated total cost of \$26.5 million, is approved; and

2. That the President and Chief Executive Officer is authorized and directed to enter into a contract with Atlantic Contracting & Material Company, Inc., consistent with the terms presented to the Business Administration Committee at its September 20, 2017 meeting.

*For Consideration by the Business Administration Committee and
Board of Directors on September 20, 2017*