

NOTICE OF PUBLIC MEETING PHOENIX AVIATION ADVISORY BOARD

Pursuant to A.R.S. Section 38-431.02, notice is hereby given to the members of the **PHOENIX AVIATION ADVISORY BOARD** and to the general public that the **PHOENIX AVIATION ADVISORY BOARD** will hold a meeting open to the public on **Thursday, April 17, 2025 at 3:00 p.m. located at the City of Phoenix Aviation Department, PAAB Conference Room, 2485 E. Buckeye Road, Phoenix, Arizona 85034, or via WebEx teleconference.**

OPTIONS TO ACCESS THIS MEETING:

Watch the meeting virtually using the WebEx link provided below.

<https://cityofphoenix.webex.com/weblink/register/rc64091e0904b90e5f256b5fe0364c2c5>

Call in to listen to the meeting, dial 602-666-0783, and Enter Meeting ID 2336 293 5322 #. Press # again when prompted for attendee ID.

Public Comment: If you wish to provide a written comment or speak at the meeting virtually or by phone, please submit a request to pearl.meza@phoenix.gov no later than 10 a.m. on Thursday, April 17, 2025. The email should include your first and last name, email address, the item number(s), and whether you would like your comment entered into the record or if you wish to speak. Those who wish to attend in person may submit a request to speak by completing a speaker card at the registration desk at the beginning of the meeting.

Pursuant to Arizona Revised Statutes, Section 38-431.02B, notice is given that the Phoenix Aviation Advisory Board may vote to go into Executive Session, or Sessions, for discussion or consultation, for legal advice with the attorney or attorneys of the public body for any agenda items listed below, as authorized by Arizona Revised Statutes, Section 38-431.03 (A)(3) and (A)(4) for discussion of potential settlements, or for discussion of records and/or information that is exempted by law from public disclosure, as authorized by Arizona Revised Statutes, Section 38-431.03(A)(2). If authorized by a majority vote of the Phoenix Aviation Advisory Board, the Executive Session will be held immediately after the vote and will not be open to the public. If a decision is requested, the Phoenix Aviation Advisory Board may decide the matter in the public meeting or defer the decision to a later date. The agenda items that may be subject to an Executive Session pursuant to Arizona Revised Statutes, Sections 38-431.03 (A) (2) through A(9) are as follows: Items 4, 5, 6, 7, 8, & 9.

One or more board members may participate via teleconference. Agenda items may be taken out of order.

The agenda for the meeting is as follows:

CALL TO ORDER

SUMMARY OF CURRENT EVENTS

1. **Summary of Current Events by the Aviation Director**
2. **Summary of Current Events by the Airline Station Manager**

MINUTES OF MEETING

3. **For Approval or Correction, the Minutes of the Phoenix Aviation Advisory Board Meeting on March 20, 2025**

CONSENT ACTION (ITEMS 4 - 6)

4. **New Executive Hangar Agreement with RSW Group, LLC at Phoenix Deer Valley Airport**

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to enter into a new Executive Hangar Lease with RSW Group, LLC at Phoenix Deer Valley Airport for five years with three one-year options to extend.

THIS ITEM IS FOR CONSENT ACTION.

5. **New Facility Lease with Worldwide Flight Services, Inc.**

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to enter into a new Facility Lease with Worldwide Flight Services, Inc. for three years with four one-year options to extend.

THIS ITEM IS FOR CONSENT ACTION.

6. **Jet Fuel Remediation Contract Award**

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to enter into a contract with Geosyntec Consultants, Inc. for jet fuel remediation and technical dispute environmental consulting services for the Aviation Department in an amount not to exceed \$250,000 over the five-year aggregate term of the contract.

THIS ITEM IS FOR CONSENT ACTION.

DISCUSSION AND POSSIBLE ACTION (ITEMS 7 - 9)

7. Taxicab Meter Rate Increase

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to amend Chapter 4, Article IV, § 4-83 of the Phoenix City Code to establish new fare rates for taxicabs operating at Phoenix Sky Harbor International Airport.

THIS ITEM IS FOR DISCUSSION AND POSSIBLE ACTION.

8. Taxicab Request to Issue Revenue Contract Solicitation

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to issue a Revenue Contract Solicitation for taxicab services at Phoenix Sky Harbor International Airport, and to extend existing contracts on a month-to-month basis as necessary until the new contracts are awarded.

THIS ITEM IS FOR DISCUSSION AND POSSIBLE ACTION

9. Baggage Handling Systems – Operations, Maintenance, Repair, and Control System Design, Programming, and Integration Services Request to Award

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to award a contract for Baggage Handling Systems – Operations, Maintenance, Repair, and Control System Design, Programming, and Integration Services at Phoenix Sky Harbor International Airport to JSM Airport Services, LLC, for a five-year contract term with two one-year options to extend.

THIS ITEM IS FOR DISCUSSION AND POSSIBLE ACTION.

ADVISORY BOARD INFORMATION AND FOLLOW-UP REQUESTS

CALL TO THE PUBLIC

This is the time for the public to comment. Members of the Board may only discuss items that are specifically identified on the agenda. Therefore, pursuant to A.R.S. Section 38-431.01(H), action taken as a result of public comment will

be limited to directing staff to study the matter, responding to any criticism, or scheduling the matter for further consideration and decision at a later time.

ADJOURNMENT

For further information, please call Pearl Meza, Management Assistant II, Aviation Department at 602-273-3382. For further documentation on this meeting, please visit skyharbor.com.



PHOENIX AVIATION ADVISORY BOARD

SUMMARY MINUTES

March 20, 2025

Meeting held in person and via WebEx

Board Members Present

Ruben Alonzo – Chairperson
Ron Price – Vice-Chairperson
Andrew Cohn
Sandra Ferniza
Sharon Hwang
Annette Musa
Verma Pastor
David Shilliday
Dan Brownlee – Ex-Officio
Chad Makovsky – Ex-Officio

Board Members Absent

Stephanie Cherny

Staff Present

Andrew Durket
Cadle Collins
Carolina Potts
Chris Baranowski
Daver Malik
Gabriel Nevarez
Heather Shelbrack
Janet Lee
Jackelyn Ramirez
Jeremy Galovich

Kristina Pylant
Kyle Brack
Lea Cons
Linda Duarte
Maria Wagar
Mary Helen Martinez
Matthew Becker
Michael Hughes
Michael O'Shaughnessy
Moe Yacut

Pearl Meza
Richard Graham
Robert Hawes
Ryan Hartnett
Sarah Demory
Sarah Moratto
Sean Larkin
Thomas Sawyer
William Robinson

Members of the Public Present

Karen Ratliff
Michael Salerno

Peter Hokanson
Richard Campbell

Scott Sikel

CALL TO ORDER

Chairperson Alonzo called the meeting to order at **3:00 p.m.**

SUMMARY OF CURRENT EVENTS

1. Summary of Current Events from the Aviation Director

Mr. Chad Makovsky provided an overview of passenger activity for Phoenix Sky Harbor International Airport. The airport handled approximately 4 million passengers in January, reflecting a 1.5% growth from the previous year, and a potential softening in traffic trends.

International traffic grew by 0.1% compared to January 2024. Specifically, Canadian air carriers experienced varied outcomes, with Air Canada and Flair seeing reductions of 10.5% and 5.4%, respectively, while WestJet remained stable.

Looking ahead, Mr. Makovsky stated anticipated seat capacity for the next quarter indicates a continued decline for Air Canada and Flair, with a slight increase for WestJet. Conversely, he noted that cargo traffic showed a notable growth of 4.7% in January, marking the reversal of a declining trend.

Mr. Makovsky highlighted the airport's sponsorship of the 2025 Cranky Network Awards, highlighting the engagement with the airline industry and its network planning professionals. Nearly 200 network planners and airline representatives from over 21 airlines attended. The new Air France Phoenix-Paris service won the "sexiest long-haul route" at the awards ceremony.

In other air service developments, he noted that Aeromexico is returning to provide daily service from Mexico City to Phoenix.

Mr. Makovsky then shared that on February 22, Aviation staff volunteered at the Chandler Innovation Fair and the 73rd annual Leveen Barbecue, engaging over 5,000 community members.

On March 3, Aviation celebrated the grand opening of the Coca-Cola Lounge at Terminal 4, which offers vegan meals and other discounted options for passengers and employees.

The City Council approved Aviation's request to issue a concession contract solicitation for the new six-gate concourse at Terminal 3 N2.

Mr. Makovsky concluded by expressing appreciation to attendees of the annual Board retreat.

2. Summary of Current Events by the Airline Station Manager

Mr. Dan Brownlee provided a brief summary on behalf of the airlines of the notably busy March. The month has not only been marked by high customer bookings but also by active weather conditions.

Mr. Brownlee emphasized the importance of collaboration with city partners to ensure safe operations. He highlighted their efforts to engage business customers, showcasing targeted flights and working to attract both local and visiting companies.

Mr. Brownlee concluded with appreciation for the ongoing partnership with the airport and an acknowledgment of the measures taken to maintain safety amid challenging weather.

MINUTES OF MEETING

3. For Approval or Correction, the Minutes of the Phoenix Aviation Advisory Board Meeting on February 20, 2025

A motion was made by Ms. Ferniza seconded by Mr. Cohn that this item be approved.

No public comments.

The motion carried.

INFORMATION AND DISCUSSION (ITEMS 4 - 5)

4. 2025 Aviation Business Summit

Ms. Sarah Moratto presented this item. She provided an update on the recent Aviation Business Summit, an event aimed at facilitating learning, networking, and understanding of business opportunities with the city's airports.

She stated this year's summit took place at Warehouse 215, marking the second consecutive year at the venue. The event attracted a record attendance of 538 individuals, including 430 non-city participants, reflecting a notable increase in participation over previous years

The event had an impressive turnout with 35 exhibitors, representing various city departments, community resource groups, concessions partners, design and construction firms, and funding companies.

She shared that the program featured various informative sessions led by community partners, and included remarks from Mayor Kate Gallego, Councilwoman Hodge-Washington, and Board Chair Ruben Alonzo.

The event included a Business Recognition Program, which recognized aviation business partners for their support of the Aviation Department. A new award was introduced, the Aviation Compass Champion, honoring Gregory Torrez for his impactful career and contributions to Phoenix Sky Harbor Airport.

Ms. Moratto also noted that the event successfully achieved its zero-waste goal. Preliminary survey results indicate that attendees had very positive feedback.

Ms. Ferniza asked if a venue change is being considered given increased participation.

Ms. Moratto stated they are considering multiple venues, as well as the possibility of re-configuring the current space.

No public comments.

5. Phoenix Sky Harbor International Airport Land Reuse Update

Mr. Thomas Sawyer presented this item. He began by discussing the 782 parcels that are part of the land reuse strategy.

In December 2022, the FAA approved the disposal or redevelopment of 427 of these parcels. He shared that the Community & Economic Development Department is seeking City Council approval to proceed with the disposal of noise land in designated blocks, the first phase of which is primarily along the I-17 corridor. These parcels are suitable for light industrial use compatible with airport operations.

The City has received interest from neighboring businesses looking to expand, and prior to marketing the properties, will inform adjacent owners to gauge their interest.

The city is committed to fostering community engagement and supporting local businesses through the sale of properties while ensuring compliance with federal and city regulations.

The City Council's Economic Development and Housing Subcommittee will review these property disposals on March 26, and a full Council meeting is planned for April 9.

The city is also pursuing land acquisitions in designated Spark areas, which create opportunities to assemble larger development sites.

Mr. Sawyer also provided an update regarding the Yuma Street pocket park. This project is part of the land reuse strategy and will be located between 11th and 12th Streets on Yuma, offering a shaded recreational area for community reflection and honoring local history. The city plans to engage residents in the design and construction process while evaluating proposals from two designers and seeking further funding options for the project.

No public comments.

ADVISORY BOARD INFORMATION AND FOLLOW-UP REQUESTS

Mr. Alonzo stated he would like to see more information provided at upcoming meetings regarding the declining seats from the Canadian market and to continue to monitor the decrease.

CALL TO THE PUBLIC

None

ADJOURNMENT

The meeting ended at **3:36 p.m.**

PHOENIX AVIATION ADVISORY BOARD REPORT	
To:	Phoenix Aviation Advisory Board
From:	Chad R. Makovsky, A.A.E. Aviation Director
Subject:	New Executive Hangar Lease with RSW Group, LLC at Phoenix Deer Valley Airport

Description

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to enter into a new Executive Hangar Lease with RSW Group, LLC at Phoenix Deer Valley Airport for five years with three one-year options to extend.

THIS ITEM IS FOR CONSENT ACTION.

Report Summary

RSW Group, LLC (RSW) requests to enter into a new Executive Hangar Lease to continue to lease the premises of a 10,000-square-foot executive hangar and approximately 2,924 square feet of office and shop space located on approximately 1.23 acres at the airport. RSW utilizes the premises for refurbishment, final assembly, and sale of aircraft. RSW's Executive Hangar Lease No. 140605 expired on October 31, 2024. RSW continues to occupy the premises and pays the current monthly rent of approximately \$14,173 for 12,924 square feet of hangar and shop space at a rental rate of \$13.16 per square foot per year. This rate reflects the latest annual adjustment effective November 1, 2024.

Contract Term

The new lease term is proposed to be five years which will begin retroactively on November 1, 2024, and expire on October 31, 2029, with three one-year renewal options to extend at the sole discretion of the Aviation Director.

Financial Impact

Rent for the first year of the new lease will be approximately \$170,079 at \$13.16 per square foot. Rent will be adjusted annually by the Phoenix-Mesa-Scottsdale Consumer Price Index or 3%, whichever is greater. Total anticipated revenue over the duration of the lease will be approximately \$1,512,407 if all extension options are exercised.

Concurrence/Previous Board Action

On April 3, 2025, the Business & Development Subcommittee recommended approval to the Phoenix Aviation Advisory Board with a vote of 4-0.

Location

Phoenix Deer Valley Airport, 702 W. Deer Valley Road

Recommendation

Request that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to enter into a new Executive Hangar Lease with RSW Group, LLC.

PHOENIX AVIATION ADVISORY BOARD REPORT	
To:	Phoenix Aviation Advisory Board
From:	Chad R. Makovsky, A.A.E. Aviation Director
Subject:	New Facility Lease Agreement with Worldwide Flight Services, Inc.

Description

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to enter into a new Facility Lease with Worldwide Flight Services, Inc. for three years with four one-year options to extend.

THIS ITEM IS FOR CONSENT ACTION.

Report Summary

Worldwide Flight Services, Inc. (WFS) currently operates at the West Air Cargo facilities at Phoenix Sky Harbor International Airport under Commercial Use Permit No. 406-17 and a Cargo Facility License Agreement No. 152567 to support its cargo handling services for Amazon operations. WFS's Cargo Facility License Agreement No. 152567 expired on February 13, 2025, and WFS requests to continue to lease approximately 38,094 square feet of space in West Air Cargo facilities on a month-to-month basis to support its ongoing cargo handling services to Amazon.

Contract Term

The new lease term will be for three years, which will begin retroactively on February 14, 2025, and expire on February 13, 2028, with four one-year renewal options to extend at the sole discretion of the Aviation Director.

Financial Impact

Worldwide Flight Services, Inc., will pay the rental rate per square foot per year for space in West Air Cargo and West Air Cargo GSE facilities as set by the PHX Rates and Charges provision of the Phoenix City Code. Total anticipated rent for the first year of the new lease is approximately \$656,033. The cargo facilities rental rate will be adjusted annually in accordance with Rates and Charges provision of Article IX of Chapter 4 of the Phoenix City Code.

Concurrence/Previous Board Action

On April 3, 2025, the Business & Development Subcommittee recommended approval to the Phoenix Aviation Advisory Board with a vote of 4-0.

Location

Phoenix Sky Harbor International Airport, 2485 E. Buckeye Road

Recommendation

Request that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to enter into a new Facility Lease with Worldwide Flight Services, Inc.

PHOENIX AVIATION ADVISORY BOARD REPORT	
To:	Phoenix Aviation Advisory Board
From:	Chad R. Makovsky, A.A.E. Aviation Director
Subject:	Jet Fuel Remediation Contract Award

Description

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to enter into a contract with Geosyntec Consultants, Inc. for jet fuel remediation and technical dispute environmental consulting services for the Aviation Department in an amount not to exceed \$250,000 over the five-year aggregate term of the contract.

THIS ITEM IS FOR CONSENT ACTION.

Report Summary

Arizona Fueling Facilities Corporations (AFFC) is a consortium comprised of air carriers currently operating at Phoenix Sky Harbor International Airport with the purpose of building, maintaining, and operating the airport fuel system for the benefit of all air carrier users. In 2005, the AFFC and the Aviation Department entered into a consent decree regarding jet fuel remediation at the airport. Since the AFFC 2005 consent decree, Aviation has utilized environmental consulting services to assist with analyzing and mediating remediation progress and reporting.

Procurement Information

A Request for Proposal for environmental consulting services was issued October 16, 2024 and two offers were received from:

- Geosyntec Consultants, Inc.: 835 points
- Partner Engineering and Science, Inc.: 777.60 points

Contract Term

The proposed contract term is five years with no renewal options to extend. The contract is anticipated to commence on or about July 1, 2025.

Financial Impact

The contract value will not exceed \$250,000 over the aggregate 5-year term. Funds are available in the Aviation Department operations budget.

Concurrence/Previous Board Action

On April 3, 2025, the Business & Development Subcommittee recommended approval to the Phoenix Aviation Advisory Board with a vote of 4-0.

Public Outreach

The RFP solicitation was advertised in accordance with City and State requirements and fulfilled all standard outreach efforts.

Location

Phoenix Sky Harbor International Airport, 2485 E. Buckeye Road

Recommendation

Request the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to enter into a contract with Geosyntec Consultants, Inc. for jet fuel remediation and technical dispute environmental consulting services.

PHOENIX AVIATION ADVISORY BOARD REPORT	
To:	Phoenix Aviation Advisory Board
From:	Chad R. Makovsky, A.A.E. Aviation Director
Subject:	Taxicab Meter Rate Increase

Description

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to amend Chapter 4, Article IV, § 4-83 of the Phoenix City Code to establish new fare rates for contracted taxicabs operating at Phoenix Sky Harbor International Airport.

THIS ITEM IS FOR DISCUSSION AND POSSIBLE ACTION.

Report Summary

Article IV, § 4-83 of the Phoenix City Code establishes maximum and minimum passenger fare rates applicable to contracted taxicabs departing the Airport.

Taxicab services are an integral part of the airport's transportation offerings to customers. The Aviation Department is requesting changes to Phoenix City Code to adjust meter rates to account for inflation and to maintain competitive fares in the market through the duration of the existing contract term. The last meter rate increase was implemented in 2012.

Contract Term

The current Taxicab contract term expires on April 30, 2026.

Financial Impact

Taxicab contracts generate revenue for the Airport through trip fees as specified in Section 4-78 of the Phoenix City Code. The following proposed taxicab meter rates are estimated to take effect in June 2025 upon Board and City Council approval.

Meter Rate Topic	Current Rate	Proposed Rate
Airport to Downtown Rate	\$17.00	\$20.00
Traffic Delay Charge (not to exceed)	\$23.00	\$36.00
First Mile	\$5.00	\$7.00
Each Additional Mile	\$2.30	\$2.60
Airport Minimum Fare	\$15.00	\$18.00

Concurrence/Previous Board Action

On April 3, 2025, the Business & Development Subcommittee recommended approval to the Phoenix Aviation Advisory Board with a vote of 4-0.

Location

Phoenix Sky Harbor International Airport, 2485 E. Buckeye Road

Recommendation

Request the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to amend Chapter 4, Article IV, § 4-83 of the Phoenix City Code to establish new meter rates for contracted taxicabs operating at Phoenix Sky Harbor International Airport.

PHOENIX AVIATION ADVISORY BOARD REPORT	
To:	Phoenix Aviation Advisory Board
From:	Chad R. Makovsky, A.A.E. Aviation Director
Subject:	Taxicab Request to Issue Revenue Contract Solicitation

Description

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to issue a Revenue Contract Solicitation (RCS) for contracted taxicab services at Phoenix Sky Harbor International Airport, and to extend existing contracts on a month-to-month basis as necessary until the new contracts are awarded.

THIS ITEM IS FOR DISCUSSION AND POSSIBLE ACTION.

Report Summary

An RCS allows the continuation of contracted taxicab services to provide on-demand pickups for the traveling public. Currently, the Aviation Department's three existing contracts for taxicab services expire in April 2026. The Aviation Department is proposing to enter into four contracts for taxicab services consisting of two large operators and two small operators. The successful large operators will be awarded 70 vehicle slots each, and the small operators will be awarded 30 vehicle slots each, for a total of 200 vehicles.

Procurement Information

The successful respondents of the RCS must meet all minimum solicitation and contractual requirements including department sustainability requirements for hybrid and electric vehicle (EV) fleet-mix, and an allocation of fleet meeting Americans With Disability Act requirements on a 24/7 basis. The two highest-ranked respondents of each large and small operator category will be recommended for the taxicab services contract award, and no single respondent will be awarded more than one contract. The Aviation Department intends to issue this RCS on or about June 2025, with an estimated award by March 2026. Solicitation responses will be evaluated on the following criteria:

- Business & Operations Plan
- Qualification & Experience of Respondent
- Qualification & Experience of General Manager
- Customer Service Plan
- Driver/Owner-Operator Plan

Contract Term

The contract term consists of an initial term of five years, with one, two-year extension option. Current service contracts will expire on April 30, 2026. The Aviation Department requests authority to extend existing contracts on a month-to-month basis as necessary until the new contracts are awarded.

Financial Impact

The City expects to receive an estimated \$715,000 in revenues annually, with an estimated \$5 million in revenues over the aggregate term of the contracts.

Public Outreach

This process will include all standard and required outreach efforts to attract small business interest.

Concurrence/Previous Board Action

On April 3, 2025, the Business & Development Subcommittee recommended approval to the Phoenix Aviation Advisory Board with a vote of 4-0.

Location

Phoenix Sky Harbor International Airport, 2485 E. Buckeye Road

Recommendation

Request the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to issue a Revenue Contract Solicitation for taxicab services at Phoenix Sky Harbor International Airport and to extend existing contracts on a month-to-month basis as necessary until the new contracts are awarded.

PHOENIX AVIATION ADVISORY BOARD REPORT	
To:	Phoenix Aviation Advisory Board
From:	Chad R. Makovsky, A.A.E. Aviation Director
Subject:	Baggage Handling Systems – Operations, Maintenance, Repair, and Control System Design, Programming, and Integration Services Request to Award

Description

This report requests that the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to award a contract for Baggage Handling Systems – Operations, Maintenance, Repair, and Control System Design, Programming, and Integration Services at Phoenix Sky Harbor International Airport to JSM Airport Services, LLC, for a five-year contract term with two one-year options to extend.

THIS ITEM IS FOR DISCUSSION AND POSSIBLE ACTION.

Report Summary

On February 26, 2024, the Aviation Department issued Request for Proposal 24-0156 Baggage Handling Systems – Operations, Maintenance, Repair, and Controls System Design, Programming and Integration Services (RFP 24-0156) to create a contracting opportunity that provides operation, maintenance, and repair services on the mechanical and controls systems for the baggage handling systems (BHS) in Terminals 3 and 4 of Phoenix Sky Harbor International Airport.

The operation, maintenance, and repair of the BHS ensures that checked baggage is appropriately conveyed, handled, and screened and that it reaches the designated airline's baggage location in a timely manner.

This business opportunity closed on May 28, 2024, and the Public Notice of Award Recommendation was posted on August 15, 2024.

Procurement Information

The proposals were evaluated by a five-member evaluation committee. A consensus was reached for contract award. The proposals were evaluated based on the following four criteria and corresponding points (up to 1,000 points possible):

1. Method of Approach to Scope of Services (0-350 Points)
2. Fee Schedule (0-250 Points)
3. Qualifications and Experience of Firm (0-225 Points)
4. Qualifications and Experience of Proposed On-Site Manager (0-175 Points)

The award recommendation is for JSM Airport Services, LLC, based on the following consensus scoring:

Proposers:

- JSM Airport Services, LLC
- Daifuku Services America Corporation

850 Points

781 Points

Contract Term

Contract provisions include an initial five-year contract term and two one-year renewal options, which shall be exercised at the sole discretion of the Aviation Director.

Financial Impact

The total estimated contract value will be up to \$41,264,973 for the seven-year contract term.

Public Outreach

The RFP was posted on the City of Phoenix Solicitation website, Phoenix Sky Harbor website, Airports Council International-North America, American Association of Airport Executives (AAAE), and Southwest Chapter of AAAE. The announcement was also sent to 774 firms registered with the City of Phoenix vendor management system, ProcurePHX. A mandatory pre-proposal meeting was held on March 18, 2024, and a mandatory site tour was conducted on March 20, 2024.

Concurrence/Previous Board Action

On April 3, 2025, the Business & Development Subcommittee recommended approval to the Phoenix Aviation Advisory Board with a vote of 4-0.

Location

Phoenix Sky Harbor International Airport, 2485 E. Buckeye Road

Recommendation

Request the Phoenix Aviation Advisory Board recommend to the Phoenix City Council to award a contract for Baggage Handling Systems – Operations, Maintenance, Repair, and Control System Design, Programming, and Integration Services to JSM Airport Services, LLC.