

COUNCIL OF THE CITY OF PHILADELPHIA
COMMITTEE ON TRANSPORTATION AND
PUBLIC UTILITIES

Room 400, City Hall
Philadelphia, Pennsylvania
Tuesday, June 4, 2024
2:05 p.m.

PRESENT:

COUNCILMAN MICHAEL DRISCOLL, CHAIR
COUNCILMAN JEFFREY YOUNG, JR., VICE-CHAIR
COUNCILWOMAN KENDRA BROOKS
COUNCILMAN CURTIS JONES, JR.
COUNCILMAN ANTHONY PHILLIPS
COUNCILMAN MARK SQUILLA

BILLS: 240429, 240433

1 - - -

2 COUNCILMAN DRISCOLL: I now
3 note that the hour has come.

4 Ms. McDonald, will you
5 please call the roll to take
6 attendance. Members who are in
7 attendance, will you please
8 indicate that you are present when
9 your name is called.

10 THE CLERK:: Councilmember
11 Brooks.

12 COUNCILWOMAN BROOKS:
13 Present.

14 THE CLERK: Councilmember
15 Phillips.

16 COUNCILMAN PHILLIPS:
17 Present.

18 THE CLERK: Councilmember
19 Squilla.

20 COUNCILMAN SQUILLA:
21 Present.

22 THE CLERK: Vice-Chair
23 Young.

24 COUNCILMAN YOUNG: Present.

25 THE CLERK: Chair Driscoll.

1 COUNCILMAN DRISCOLL:

2 Present. Thank you. A quorum of
3 the Committee is present and this
4 hearing is now called to order.
5 This is a public hearing of the
6 Committee on Transportation and
7 Public Utilities regarding Bill No.
8 240429 and Bill No. 240433.

9 Ms. McDonald, will you
10 please read the titles of the
11 bills.

12 THE CLERK: Bill No.
13 240429, authorizing the Procurement
14 Commissioner and the Chief
15 Executive Officer of the Department
16 of Aviation, on behalf of the City
17 of Philadelphia, to enter into an
18 amendment to a concession agreement
19 for the development, operation and
20 maintenance of an airport
21 advertising program at Philadelphia
22 International Airport; all under
23 certain terms and conditions.

24 Bill No. 240433,
25 authorizing the Procurement

1 Commissioner, on behalf of the
2 City, to enter into a lease and
3 concession agreement with Aero
4 Center Northeast Philadelphia, LLC
5 in connection with certain property
6 at Northeast Philadelphia Airport
7 to facilitate the development and
8 operation of a new fixed-based
9 operator, all under certain terms
10 and conditions.

11 COUNCILMAN DRISCOLL:
12 Ms. McDonald, will you please call
13 the first panel we have to testify
14 this morning on Bill No. 240429.

15 THE CLERK: Adam Mitchell.
16 (Witness approached Witness
17 table.)

18 COUNCILMAN DRISCOLL: Good
19 afternoon. Could you please state
20 your name for the record and
21 proceed with your testimony.

22 MR. MITCHELL: Good
23 afternoon. My name is Adam
24 Mitchell, Vice-president of
25 Properties and Business Development

1 of the Department of Aviation. I'd
2 also like to extend my appreciation
3 both to yourself, Chair Driscoll
4 and to all of the members of the
5 Committee on Transportation and
6 Public Utilities.

7 Again, my name is Adam
8 Mitchell, Vice-president of
9 Properties and Business Development
10 of the Department of Aviation,
11 which manages both Philadelphia
12 International and Philadelphia
13 Northeast Airports. I'm here today
14 to testify in support of Bill No.
15 240429, which would authorize the
16 Procurement Commissioner and the
17 Chief Executive Officer of the
18 Department of Aviation, on behalf
19 of the City of Philadelphia, to
20 enter into an amendment to a
21 concession agreement for the
22 development, operation and
23 maintenance of an airport
24 advertising program at Philadelphia
25 International Airport; all under

1 certain terms and conditions.

2 In 2018, Clear Channel
3 Airports formerly known as
4 In-Ter-Space Services, Inc., was
5 the selected respondent of an RFP
6 process leading to a seven-year
7 concession agreement to develop and
8 manage the Airport's advertising
9 program. The concession agreement
10 is currently effective from May 1,
11 2019 through April 30, 2026.

12 This amendment to the
13 concession agreement with Clear
14 Channel provides for an additional
15 renewal period of three years with
16 modifications to the financial
17 arrangement between the parties
18 pursuant to which Clear Channel
19 will continue to develop, operate
20 and maintain an airport advertising
21 program.

22 The basis for the term
23 extension request is threefold.
24 First, based on current performance
25 the additional term is anticipated

1 to allow Clear Channel more time to
2 achieve financial projections in
3 its initial proposal to the City,
4 which are drastically impacted by
5 the decrease in passenger
6 enplanements during the COVID-19
7 pandemic, while also allowing the
8 City to avoid interruptions to the
9 advertising program.

10 An extension will defer the
11 necessity of implementing an RFP
12 process to identify a successor
13 concessionaire, negotiate a
14 concession agreement and implement
15 a complex program transition of
16 existing digital and static assets
17 in time to serve passengers
18 arriving for our summer 2026
19 signature events, such as the FIFA
20 World Cup and U.S.
21 Semiquincentennial.

22 Second, the proposed
23 amendment will require Clear
24 Channel to complete a capital
25 program totaling \$2 million prior

1 to 2026 in order to elevate the
2 digital wayfinding and advertising
3 experience for our passengers.
4 Under this approach, Clear Channel
5 will deploy capital funds that were
6 deferred during the pandemic and
7 add \$1,492,396 in new capital
8 investment above the 2019 contract
9 requirements.

10 Per the Airport and Clear
11 Channel's mutual agreement, capital
12 will be deployed to fund two
13 upgrade projects. The first
14 project scheduled for completion in
15 Q2 of FY25 entails Clear Channel
16 funding certain digital wayfinding
17 kiosks near the Terminal D-E
18 checkpoint that will complement the
19 new Chase Sapphire Lounge entrance.

20 This project allows the
21 airport to redevelop that entry
22 point as an elevated grand entrance
23 area in a location that has seen
24 strong growth due to the low and
25 ultra low-cost carrier segment

1 based in Terminal E, all while
2 limiting development costs to the
3 City.

4 The second project
5 scheduled for completion in Q2 of
6 FY26 entails upgrades to Clear
7 Channel's existing digital columns
8 at the B-C Food Court, which are
9 the highlight of the advertising
10 program located in a legacy high-
11 traffic area that is also an
12 essential touchpoint for food,
13 beverage and retail sales.

14 Finally, as a condition for
15 the term extension, the Airport has
16 required that Clear Channel develop
17 a strategic advertising plan to
18 enhance the Airport's appeal to
19 passengers attending the City's
20 2026 signature events, which is due
21 later this year. That plan will
22 contemplate recommendations for
23 more experiential programs, digital
24 advertising offerings and
25 sponsorships.

1 Importantly, it must also
2 include commercially, reasonable
3 recommendations to implement
4 advertising campaigns benefiting
5 small local startups, nonprofit and
6 community-based organizations at an
7 affordable cost. We believe this
8 approach will offer a strategic
9 benefit to the City by piloting new
10 programs that leverage airport
11 assets in partnership with Clear
12 Channel to meaningfully raise the
13 profile of local companies and help
14 facilitate economic opportunity for
15 all.

16 With respect to additional
17 economic considerations, the
18 proposed term extension will also
19 extend the MAG, requiring a total
20 minimum of \$11,550,000 in
21 concession fee payments to the City
22 during the renewal term. Solely in
23 terms of concession fee payments to
24 the City, the proposed amendment
25 will increase the total minimum

1 contract value from approximately
2 \$18 million to 29,600,000.

3 In conclusion, we truly
4 appreciate your consideration of
5 the Airport's recommendation
6 regarding this initiative. I
7 kindly request adoption of these
8 amendments related to this
9 ordinance. These amendments
10 include adjustments to the overall
11 capital expenditure requirement by
12 Clear Channel.

13 I'd like to thank you for
14 the opportunity to present
15 testimony today on Bill No. 240429.
16 I respectfully ask the Committee
17 for adoption of the amendments, a
18 favorable recommendation of the
19 ordinance and that the rules be
20 suspended to allow for a second
21 reading at the next session of
22 Council. Thank you.

23 COUNCILMAN DRISCOLL: Thank
24 you.

25 Ms. McDonald, I just want

1 to note for the record the presence
2 of Councilmember Curtis Jones.

3 Are there any questions
4 from the Councilmembers?

5 Vice-Chair Young.

6 COUNCILMAN YOUNG: Thank
7 you. Just looking at the amendment
8 and at the minimum annual
9 guarantee, so does that mean that
10 it's a possibility that Clear
11 Channel could pay more than --
12 that's just a minimum. That's just
13 a floor. Can they pay more, and
14 what triggers them to pay more?

15 MR. MITCHELL: Thank you,
16 Vice-Chair. That is a really good
17 question. So you're absolutely
18 correct. The minimum annual
19 guarantee or MAG is a --
20 essentially, it's a floor of
21 payments that are required to be
22 paid to the City during the
23 program. That floor can be
24 exceeded based upon Clear Channel's
25 ability to essentially sell the

1 assets that are within the program
2 to a greater degree than what is
3 being proposed for the MAG.

4 And so, the incentive for
5 Clear Channel is that the more that
6 they are able to perform, the
7 greater sales revenue that they are
8 also able to collect. But from a
9 percentage perspective, the City --
10 and this isn't included in the
11 testimony and I'm happy to provide
12 additional information to you at a
13 future time with respect to the
14 revenue share -- there is an
15 additional percentage that the City
16 can collect should the minimum
17 annual guarantee requirement be
18 exceeded by the concessionaire.

19 COUNCILMAN YOUNG: And is
20 that in, I guess, the original full
21 contract? You only have part of
22 it. So I'm trying to figure out
23 what the scale is and what's the
24 threshold for the City to say,
25 okay, you owe us more than 3.85 mil

1 basically. What is that based on?

2 What's the scale for that?

3 MR. MITCHELL: So

4 essentially the simplest way that I

5 would feel comfortable

6 communicating about it now -- I'm

7 happy to provide additional

8 information to you in more detail

9 for your review -- would be that

10 the MAG requirement is set on an

11 annual schedule. And for the

12 schedule for the renewal term, I

13 believe the amount is approximately

14 3.85 per year. That amount is

15 prorated at a monthly basis. So

16 you divide that amount by 12 and

17 Clear Channel is required to pay

18 that amount.

19 Now, for each month should

20 they actually generate more than

21 what that fee is in sales that were

22 approved for the month, then Clear

23 Channel will be required to pay an

24 additional percentage above what

25 the floor was set for that month to

1 the City.

2 COUNCILMAN YOUNG: So
3 that's what I'm asking for. If you
4 can provide to the Chair what's
5 that amount that they need to
6 exceed in order for us to get more
7 than that 3.85 million a year.

8 MR. MITCHELL: Yes,
9 certainly.

10 COUNCILMAN YOUNG: Thank
11 you, Mr. Chair.

12 COUNCILMAN DRISCOLL: If
13 you could provide that in a timely
14 manner because we're trying to get
15 this through.

16 MR. MITCHELL: Certainly.

17 COUNCILMAN DRISCOLL: We
18 only have time -- time is short.

19 Well, hearing no further
20 questions from the members and
21 there's no other panels to testify,
22 we will call witnesses on Bill No.
23 240433.

24 Ms. McDonald, will please
25 call the first panel we have to

1 testify this morning on Bill No.
2 240433.

3 THE CLERK: Adam Mitchell.

4 COUNCILMAN DRISCOLL: And
5 once again, could you state your
6 name for the record and proceed
7 with your testimony.

8 MR. MITCHELL: Good
9 afternoon, Chair Driscoll and
10 members of the Committee on
11 Transportation and Public
12 Utilities. My name is Adam
13 Mitchell, Vice-president,
14 Properties and Business Development
15 of the Department of Aviation,
16 which manages both Philadelphia
17 International and Philadelphia
18 Northeast Airports.

19 I'm here today to testify
20 in support of Bill No. 240433,
21 which would authorize the
22 Procurement Commissioner, on behalf
23 of the City, to enter into a
24 concession agreement with Aero
25 Center Northeast Philadelphia, LLC

1 in connection with certain property
2 at PNE to develop and operate a new
3 fixed-based operator or FBO campus,
4 all under certain terms and
5 conditions.

6 To provide some context
7 around the crucial role this
8 project will have at PNE, a fixed-
9 based operator or FBO is a company
10 authorized by an airport to provide
11 a range of aeronautical services
12 such as aircraft fueling, hanger
13 storage, tie-down and parking,
14 maintenance, de-icing, flight
15 planning and similar services
16 benefiting the general aviation and
17 corporate travel industry.

18 Currently, Atlantic
19 Aviation is the sole FBO serving
20 PNE. And while Atlantic is an
21 experienced national operator and
22 longstanding partner to the City,
23 the airport is required by the
24 Federal Aviation Administration to
25 facilitate competition amongst

1 fixed-based operators.

2 We also believe the
3 approach of bringing in an
4 additional FBO will stimulate
5 economic competition benefiting the
6 City and PNE users while enhancing
7 the City's capacity to serve
8 growing demand at what is now the
9 Commonwealth of Pennsylvania's
10 third busiest airport.

11 During the early stages of
12 the COVID-19 pandemic, the City
13 issued an RFP that was retracted
14 due to a low level of responses,
15 which was attributable to the
16 uncertain business environment. A
17 new RFP was reissued in 2022 and we
18 are pleased to recommend
19 SAR-Trilogy Management, LLC,
20 operating under the trade name Aero
21 Center Northeast Philadelphia as
22 the selected respondent.

23 SAR-Trilogy Management
24 brings substantial industry
25 experience developing and managing

1 a national portfolio of FBO sites,
2 including the Dekalb-Peachtree
3 Airport in Georgia, Spokane
4 International Airport in
5 Washington, Wilmington
6 International Airport in North
7 Carolina and the Lakeland Linder
8 and Tallahassee International
9 Airports in Florida.

10 The PNE Aero Center project
11 will allocate up to 25 acres of
12 land to develop a first-class FBO
13 facility, serving the general and
14 corporate aviation industry. The
15 lease will contemplate a base term
16 of 20 years plus additional renewal
17 options of 5 years and 4 years and
18 11 months respectively.

19 Phase 1 of the project
20 generates -- oh, excuse me,
21 includes a general aviation
22 terminal containing a minimum of
23 5,000 square feet, an aircraft
24 hanger containing a minimum of
25 20,000 square feet, a minimum of 10

1 t-hangers and an additional
2 ancillary support facility or
3 facilities and operational
4 infrastructure.

5 Phase 2 of the project
6 allows the tenant to develop
7 expansion aircraft hanger and
8 maintenance facilities. Scope to
9 be determined as necessitated by
10 market demand and growth over the
11 next three to five years. The
12 Airport, through our Community
13 Relations and Government Affairs
14 teams, has facilitated briefings
15 with the West Torresdale/Morrell
16 Park Civic Association about the
17 project and will continue to remain
18 engaged throughout the design
19 process to reasonably accommodate
20 community input.

21 Additionally, the RFP and
22 lease require that any tenant
23 improvements be designed to achieve
24 LEED Gold certification, Envision
25 certification or other relevant

1 rating system certification.
2 Finally, we believe that the PNE
3 Aero Center project offers
4 significant value to the City with
5 regard to the economic structure of
6 the agreement, which includes
7 capital investment, minimum
8 expenditure of \$10 million for
9 design and construction of the
10 Phase 1 FBO facilities and
11 \$6 million for the Phase 2
12 expansion facilities, ground rent,
13 monthly payments to the City at a
14 rate determined by a fair market
15 value appraisal, including annual
16 escalations determined by CPI
17 adjustment and formal rent
18 revaluations every 10 years for
19 parity with the then current fair
20 market value.

21 Concession fee, the tenant
22 will pay a concession fee to the
23 City for the privilege of providing
24 FBO services. Economic Opportunity
25 Plan, the agreement is subject to

1 an Economic Opportunity Plan that
2 has been reviewed and approved by
3 the Office of Economic Opportunity.
4 The tenant's project was also
5 featured at the Airport's annual
6 Business Opportunity Forum in 2023
7 to raise local awareness about the
8 forthcoming project.

9 In conclusion, we truly
10 appreciate your consideration of
11 the Airport's recommendation
12 regarding this initiative.
13 Developing the proposed facility
14 enables the Airport to facilitate
15 new private sector investment in
16 city-owned assets in a manner well-
17 aligned with the Administration's
18 goals. It will also help to propel
19 the City's national competitiveness
20 and impact by enhancing the
21 strategic mix of tenants at PNE
22 with specific strengths providing
23 either top-tier aviation
24 manufacturing, aviation training
25 and workforce development, aviation

1 operational services or aviation
2 maintenance services.

3 I'd like to thank you again
4 for the opportunity to present
5 testimony today on Bill 240433. I
6 respectfully ask the Committee for
7 a favorable recommendation and that
8 the rules be suspended to allow for
9 second reading at the next session
10 of Council. Thank you.

11 COUNCILMAN DRISCOLL: Well,
12 thank you, Mr. Mitchell.

13 Are there any comments or
14 questions from the panel?

15 Councilmember Phillips.

16 COUNCILMAN PHILLIPS: Thank
17 you, Adam, for your testimony. I
18 noticed that -- so we have Atlantic
19 Aviation as the FBO serving the
20 airport currently. What has been
21 their thoughts on wanting to remain
22 with the airport? And was it just
23 that grueling that we just couldn't
24 remain with them at all as opposed
25 to the new one?

1 MR. MITCHELL: Okay. Thank
2 you, Councilmember, for your
3 question. Again, that's a very
4 thoughtful question. So Atlantic
5 Aviation is a highly-engaged
6 partner at the airport and they
7 will continue to be an engaged
8 partner at the airport. Atlantic
9 Aviation is providing FBO services
10 at both the PHL campus and the PNE
11 campus today. And to my knowledge,
12 Atlantic Aviation is committed to
13 continuing throughout their term
14 and interested to propose in future
15 RFPs for FBO development.

16 In the case for PNE, the
17 airport is again required to
18 facilitate competition if there is
19 another FBO that is interested to
20 operate at the airport. And PNE is
21 not subject to the same space
22 constraints that we are subject to
23 at the PHL campus. Thus, we're
24 entering into an agreement to have
25 two FBO operators at PNE.

1 COUNCILMAN PHILLIPS: Okay.

2 That was helpful. Thank you.

3 We're looking forward to seeing

4 what, SAR-Trilogy?

5 MR. MITCHELL: Yes, sir.

6 COUNCILMAN PHILLIPS: Okay.

7 COUNCILMAN DRISCOLL: Vice-

8 Chair Young.

9 COUNCILMAN YOUNG: Thank
10 you. So you mentioned competition.

11 Can you tell us how many folks or
12 how many entities applied for the
13 RFP or responded to the RFP
14 officially?

15 MR. MITCHELL: That's
16 another good question. So for this
17 RFP for PNE, SAR-Trilogy was the
18 only respondent for the RFP, and
19 there's a reason why that occurred.
20 This RFP included three schedules.
21 The schedules contemplated minimum
22 required services for the provision
23 of FBO operations, a schedule for
24 an expansion facility and a third
25 schedule which contemplated the

1 development of a four-star hotel on
2 the campus.

3 A part of the reason for
4 the recommendation to include the
5 option to propose for a hotel is
6 because of some of the inquiries
7 that we have received from a subset
8 of PNE campus tenants who offer
9 national trainings and are unable
10 to secure hotel accommodations in
11 proximity to their facility for
12 those trainings.

13 During the RFP process, we
14 received declinations from several
15 potential proposers because of the
16 inclusion of the hotel option, that
17 they did not believe they would be
18 able to meet and that they believed
19 would make their proposal less
20 competitive. SAR-Trilogy
21 ultimately became the sole
22 respondent under the requirements
23 for the FBO phase and they did not
24 propose for the hotel.

25 COUNCILMAN YOUNG: So in

1 the spirit of competition and
2 realizing that you're not going to
3 get, I guess, competitive bids, was
4 it possible or is it possible to
5 just have two separate RFPs where
6 the hotel proposal will be one and
7 then you'll have the other two
8 schedules and another one?

9 MR. MITCHELL: The way that
10 the RFP was structured, that wasn't
11 an option for us to be able to
12 pull --

13 COUNCILMAN YOUNG: Well,
14 what I'm saying is could you have
15 restructured the RFP, right, into
16 two separate RFPs? Was that a
17 possibility or is that a
18 possibility to create more
19 competition to get a better price
20 for the City essentially is what
21 I'm asking?

22 MR. MITCHELL: So my
23 response to that question is I
24 believe that it would be possible
25 or it would have been possible

1 before the recommendation for the
2 selected respondent to have
3 essentially pulled the RFP, if
4 that's what you're asking, and to
5 re-issue it. The way that the RFP
6 was structured, however, is that --
7 and why I think that it's still
8 within the best interest of the
9 City to proceed with what was
10 proposed is that the RFP language
11 the way it was structured did
12 explain that if entities were
13 interested to propose, that the
14 City had the option to look at the
15 proposals under the separate
16 schedules rather than require
17 everyone to propose under all three
18 schedules. That information was
19 communicated to proposers that
20 attended the public meeting
21 regarding the RFP and that asked
22 follow-up questions regarding their
23 proposals and how they would be
24 treated.

25 COUNCILMAN YOUNG: I mean,

1 I understand that process, right.
2 But if I'm being told this is what
3 we want and I'm trying to bid on it
4 and I see that what I can provide
5 doesn't meet that standard, I'm
6 going to back away. I'm not going
7 to waste my money, my energy on
8 trying to bid on something where I
9 know the City has these specific
10 criteria.

11 For me, it just makes it
12 look like that the RFP is designed
13 for a certain responder. That's
14 all. And that for me looks like it
15 creates less competition.

16 Thank you, Mr. Chair.

17 COUNCILMAN DRISCOLL: In
18 that spirit, did you have an idea
19 of what to expect pricing-wise?
20 Was it in the range of what you
21 were expecting? I'm concerned as
22 the Vice-Chair to make sure we get
23 the best price possible.

24 MR. MITCHELL: Yes. Again,
25 when we let the RFP in the 2020

1 time period during the pandemic, we
2 performed initial analyses with
3 respect to what we anticipated the
4 industry response would be. We did
5 consult with RFP developers and
6 operators in the industry with
7 regard to what a baseline
8 presumption would be in terms of
9 concession fee structure and rent
10 structure and also capital
11 investment.

12 At that time because of the
13 financing environment and the
14 uncertainty with respect to the
15 public health situation and how
16 that impacted the aviation
17 industry, we received no proposals
18 at that time. Because we are also
19 subject to time-constraints as
20 demand utilization is increasing at
21 PNE, we did want to go back to
22 market as soon as possible.

23 Our view of the approach
24 that we took and we believe that we
25 gave a very fair and flexible

1 approach by adding the additional
2 schedule that potentially could
3 have allowed other development
4 partnerships to respond in a
5 teaming approach to consider not
6 just the FBO but also the
7 maintenance expansion facilities
8 and the hotel.

9 We did receive a high level
10 of participation in the public
11 meeting process, but the outcome
12 wasn't what we anticipated with
13 respect to the amount of actual
14 proposals received. And I do know
15 and I can state that the
16 consideration of that additional
17 schedule was a factor that was
18 considered. I don't want to
19 misread into how the interpretation
20 of the language that we included in
21 the RFP was interpreted by
22 potential respondents, but I do
23 believe that the document that was
24 crafted had a very fair analysis of
25 the potential business case. It

1 was structured in a way that gave
2 as much flexibility as possible.

3 And the outcome again, I
4 believe, is also indicative of the
5 current state of the market with
6 respect to how entities are
7 perceiving this specific type of
8 development opportunity at PNE.

9 COUNCILMAN DRISCOLL:
10 Councilmember Curtis Jones.

11 COUNCILMAN JONES: Thank
12 you, Mr. Chairman.

13 And thank you for this
14 well-presented analysis. I just
15 have a few questions: One, when
16 you let this bid in 2020, you said?

17 MR. MITCHELL: Yes, sir,
18 either in late 2020 or early 2021.

19 COUNCILMAN JONES: What was
20 your anticipated implementation and
21 construction schedule? How long
22 from the award to the ribbon-
23 cutting did you anticipate it
24 being?

25 MR. MITCHELL: That's a

1 very good question as well. And
2 the anticipated development
3 schedule that we are projecting
4 would be an 18- to 36-month
5 schedule, not just including the
6 actual award but also considering
7 FAA review of the development
8 requirements for the site, which is
9 still in process. And we don't
10 have a firm date as to when that
11 would be achieved.

12 COUNCILMAN JONES: In
13 today's economy under today's
14 construction restraints, do you
15 still anticipate it being an 18- to
16 36-month construction schedule?

17 MR. MITCHELL: Post-FAA
18 approval of the development
19 requirements, yes.

20 COUNCILMAN JONES: So are
21 we doing this bid in anticipation
22 of the celebration of the country
23 and the World Cup and all of this?
24 Is that one that --

25 MR. MITCHELL: That was a

1 complimentary consideration and
2 should we be able to beat the
3 projection, which admittedly is
4 conservative, it would be an added
5 value. However, the need and the
6 basis for this type of facility
7 will extend beyond the 2026 --

8 COUNCILMAN JONES: It's a
9 good infrastructure improvement for
10 the City of Philadelphia. So
11 briefly tell me again. The two
12 sides of the RFP was the hotel and
13 what was the other one, the other
14 side?

15 MR. MITCHELL: So there are
16 three schedules that were included
17 in the RFP. Schedule 1 essentially
18 is the minimum required scope of
19 services, which is for the fixed-
20 based operator facility that
21 includes a terminal building, a
22 hanger and some ancillary
23 maintenance facilities.

24 Schedule 2 was for an
25 expansion hanger or maintenance

1 facility. Schedule 3 was for a
2 four-star hotel.

3 COUNCILMAN JONES: So in my
4 days as Finance Deputy Finance
5 Director in charge of procurement,
6 in difficult compound bidding do
7 you think it's feasible to break
8 the bids up into three different
9 smaller packages?

10 MR. MITCHELL: Conceptually
11 I think that it could be approached
12 in that way, yes.

13 COUNCILMAN JONES: Do you
14 think -- so I'm willing to go with
15 what the group says, but I think a
16 consideration should be that if we
17 need one of those hangers in time
18 for the celebration and you may
19 say, well, we'll break it up and we
20 can get that. And then there might
21 be a hotel chain that's willing to
22 put up the upfront capital to build
23 that kind of infrastructure in
24 light of the robust number of
25 events this City has scheduled.

1 And I just heard a -- the word is
2 that after the World Cup we're not
3 done. We have a whole series of
4 other world-class events. So my
5 question becomes can we do it that
6 way?

7 But the second part of that
8 question is if you put out an RFP
9 and I only do Philadelphia, then
10 I'm going to get this number of
11 respondents. If I do a worldwide-
12 search from the Hilton to the, you
13 know, the W or whoever in almost an
14 international scope, we might get a
15 greater number of respondents.
16 What was the marketing for this
17 RFP?

18 MR. MITCHELL: I apologize,
19 Councilmember. Could you please
20 repeat the question? What was the
21 market --

22 COUNCILMAN JONES:
23 Sometimes I can be long-winded.
24 I'm sorry. When you put the RFP
25 out, who did you put it out to, how

1 far-reaching was the request for
2 proposal?

3 MR. MITCHELL: Okay. Thank
4 you for your question. That is
5 also a very thoughtful question.
6 So this RFP was circulated and the
7 target audience for the RFP is the
8 fixed-based operator community. It
9 was circulated to the industry
10 overall and presented to the major
11 national developers in the aviation
12 space that would contemplate this
13 type of program.

14 COUNCILMAN JONES: My only
15 final comment would be that this is
16 the kind of investment we don't get
17 to do over again, not in our
18 lifetime. So we might want to
19 consider, and we trust you to tell
20 us if it's better, to break it up
21 and go strictly after hotel
22 developers for one portion of it
23 and then the other portion to the
24 more specific service providers
25 that you seek for airports. That

1 might be a way to get a wider
2 number of respondents and better
3 quality responses.

4 Thank you, Mr. Chairman.

5 COUNCILMAN DRISCOLL: Well,
6 if there are no other questions
7 from the members of the Committee
8 and hearing this panel and there
9 are no other panels to testify, we
10 will now transition to our public
11 comment session.

12 Ms. McDonald, will you
13 please call the first person making
14 public comment we have to testify
15 this afternoon on the bill before
16 this Committee today?

17 THE CLERK: No one's signed
18 up for public comment.

19 COUNCILMAN DRISCOLL: I
20 would like to thank you for joining
21 us today, and that will conclude
22 our hearing and we'll now go into a
23 public meeting.

24 There being no further
25 questions from members of the

1 Committee and no other witnesses to
2 testify on Bill No. 240429 or Bill
3 No. 240433, I will ask if there is
4 anyone else present at this hearing
5 whose name we failed to call and
6 that wishes to offer testimony on
7 the bills being considered today?

8 (No response.)

9 COUNCILMAN DRISCOLL:

10 Hearing none, I want to thank the
11 panel and the witnesses for their
12 participation. We value your
13 opinions. This concludes the
14 public hearing of the Committee.
15 We will now go into a public
16 meeting to consider the action to
17 be taken on the bill before this
18 Committee today.

19 We will now convene the
20 public meeting. Ms. McDonald, will
21 you please call the roll to take
22 attendance. Members that are in
23 attendance will please indicate
24 that you are present when your name
25 is called.

1 THE CLERK: Councilmember
2 Brooks.
3 COUNCILWOMAN BROOKS: Here.
4 THE CLERK: Councilmember
5 Jones.
6 COUNCILMAN JONES: Present.
7 THE CLERK: Councilmember
8 Phillips.
9 COUNCILMAN PHILLIPS:
10 Present.
11 THE CLERK: Councilmember
12 Squilla.
13 COUNCILMAN SQUILLA:
14 Present.
15 THE CLERK: Vice-Chair
16 Young.
17 COUNCILMAN YOUNG: Present.
18 THE CLERK: Chair Driscoll.
19 COUNCILMAN DRISCOLL:
20 Present.
21 The Chair recognizes
22 Councilmember Young for a motion on
23 the amendment to Bill No. 240429.
24 COUNCILMAN YOUNG: Thank
25 you, Mr. Chair.

1 I offer an amendment to
2 Bill No. 240429. A copy of the
3 amendment has been circulated to
4 all members of the Committee and I
5 move the amendment to Bill No.
6 240249.

7 (Duly seconded.)

8 COUNCILMAN DRISCOLL: The
9 Chair notes for the record that
10 Councilmember Squilla seconds the
11 motion. It has been moved and
12 properly seconded that the
13 amendment to Bill No. 240429 be
14 approved.

15 All those in favor of the
16 motion will signify by saying aye.

17 (Aye.)

18 COUNCILMAN DRISCOLL: Those
19 opposed?

20 (No response.)

21 COUNCILMAN DRISCOLL: The
22 ayes have it. The motion carries.

23 The Chair recognizes
24 Councilmember Young for a motion on
25 Bill No. 240429 as amended.

1 COUNCILMAN YOUNG: Thank
2 you, Mr. Chair.

3 I move that Bill No. 240429
4 as amended be reported from this
5 Committee with a favorable
6 recommendation and further move
7 that the rules of Council be
8 suspended to permit first reading
9 of this bill at our next session of
10 Council.

11 (Duly seconded.)

12 COUNCILMAN DRISCOLL: The
13 Chair notes for the record that
14 Councilmember Squilla seconds the
15 motion. It has been moved and
16 properly seconded that Bill No.
17 240429 as amended be reported from
18 this Committee with a favorable
19 recommendation and further move
20 that the rules of Council be
21 suspended to permit first reading
22 of this bill at the next session of
23 Council.

24 All those in favor of the
25 motion will signify by saying aye.

1 (Aye.)

2 COUNCILMAN DRISCOLL: Those
3 opposed?

4 (No response.)

5 COUNCILMAN DRISCOLL: The
6 ayes have it. The motion carries.

7 The Chair recognizes
8 Councilmember Young for a motion on
9 Bill No. 240433.

10 COUNCILMAN YOUNG: Thank
11 you, Mr. Chair.

12 I move that Bill No. 240433
13 be reported out of this Committee
14 with a favorable recommendation and
15 further move that the rules of
16 Council be suspended to permit
17 first reading of this bill at the
18 next session of Council.

19 (Duly seconded.)

20 COUNCILMAN DRISCOLL: The
21 Chair notes for the record that
22 Councilmember Squilla seconds the
23 motion. It has been moved and
24 properly seconded that Bill No.
25 240433 be reported from this

1 Committee with a favorable
2 recommendation and further move
3 that the rules of Council be
4 suspended to permit first reading
5 of this bill at the next session of
6 Council.

7 All those in favor of this
8 motion will signify by saying aye.

9 (Aye.)

10 COUNCILMAN DRISCOLL: Those
11 opposed?

12 (No response.)

13 COUNCILMAN DRISCOLL: The
14 ayes have it. The motion carries.

15 And that concludes the
16 business before this Committee
17 today on Licenses & -- on Public
18 Transportation and Public
19 Utilities.

20 COUNCILMAN JONES: Thank
21 you, Mr. Chair.

22 COUNCILMAN DRISCOLL: Thank
23 you all for your attendance.

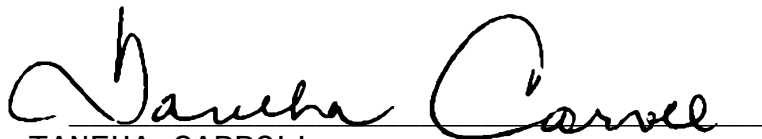
24 COUNCILMAN SQUILLA: Thank
25 you.

1 (Committee on
2 Transportation and Public Utilities
3 concluded at 2:55 p.m.)

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C E R T I F I C A T I O N

I, hereby certify that the proceedings
and evidence noted are contained fully and
accurately in the stenographic notes taken by
me in the foregoing matter, and that this is a
correct transcript of the same.

A handwritten signature in black ink, reading "Taneha Carroll", written over a horizontal line.

TANEHA CARROLL
Court Reporter - Notary Public

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