

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

Room 400, City Hall
Philadelphia, Pennsylvania
Tuesday, December 2, 2014
2:35 p.m.

PRESENT:

COUNCILMAN KENYATTA JOHNSON, CHAIR
COUNCILWOMAN CINDY BASS
COUNCILMAN WILLIAM K. GREENLEE
COUNCILMAN BOBBY HENON
COUNCILMAN ED NEILSON
COUNCILWOMAN BLONDELL REYNOLDS BROWN
COUNCILMAN MARK SQUILLA

BILL 140898 - An ordinance authorizing the
Procurement Commissioner and the Deputy Mayor,
Transportation and Utilities, on behalf of the
City of Philadelphia, to enter into a
concession agreement for the management of the
food, beverage, retail and passenger services
program at Philadelphia International
Airport...

- - -

1
2 COUNCILMAN JOHNSON: Good
3 afternoon, everyone. This hearing is
4 called to order. This is a public
5 hearing of the Transportation and Public
6 Utilities Committee. My name is
7 Councilman Kenyatta Johnson, Chair of the
8 Committee.

9 A quorum is present in the
10 presence of Councilwoman Cindy Bass,
11 Councilman Mark Squilla, Councilman
12 Greenlee.

13 Will the Clerk please read the
14 title of the bill.

15 THE CLERK: Bill No. 140898,
16 entitled "Authorizing the Procurement
17 Commissioner and the Deputy Mayor,
18 Transportation and Utilities, on behalf
19 of the City of Philadelphia to enter into
20 a concession agreement for the management
21 of the food, beverage, retail and
22 passenger services program at the
23 Philadelphia International Airport, and
24 ancillary Additional Services Agreement,
25 all under certain terms and conditions.

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2 COUNCILMAN JOHNSON: Will the
3 Clerk please call the first witness.

4 THE CLERK: Mark Gale.
5 (Witnesses approached witness
6 table.)

7 COUNCILMAN JOHNSON: Please
8 state your name for the record and
9 proceed with your testimony.

10 MR. GALE: Good afternoon,
11 Chairman Johnson and members of the
12 Committee of Transportation and Public
13 Utilities. My name is Mark Gale. I'm
14 Chief Executive Officer for Philadelphia
15 International Airport. I have a brief
16 testimony that I'd like to give to you
17 today, if that's fine with you.

18 With me today are James
19 Tyrrell, my Deputy Director of Aviation
20 for Property Management and Business
21 Development, as well as Barbara Oliver,
22 our Director of Compliance for the
23 Division of Aviation. I'm pleased to
24 have this opportunity to testify before
25 you today in support of Bill No. 140898.

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This bill will authorize the City of Philadelphia, through its Procurement Department and Department of Commerce, to enter into a concession agreement for the management of food, beverage, retail and passenger service concession program at PHL, Philadelphia International Airport, under certain terms and conditions. The current contract will expire on December 31st of this year, 2014, and the proposed contract will take effect January 1, 2015.

As you are aware, Philadelphia International Airport is owned and operated by the City of Philadelphia. There will be no impact to the General Fund. As a self-supporting unit, the Airport does not use local tax dollars for funding. In fact, the Airport is the region's premier economic engine, generating more than \$14 billion annually in regional economic activity. The Airport also accounts for more than

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2 140,000 direct and indirect jobs in this
3 region.

4 In accordance with the
5 provisions of Section 8-201 of the Home
6 Rule Charter, the City engaged in a
7 competitive process and issued a request
8 for proposals on October 29th, 2013 and
9 six addenda thereafter for the management
10 of an Airport food, beverage, retail and
11 passenger service concession program at
12 PHL. There were two proposals that were
13 submitted in response to this RFP. The
14 Airport initiated an extensive evaluation
15 process that included face-to-face
16 discussions, presentations, and site
17 visits with both proposers. As a result
18 of that process, it was concluded to
19 accept the proposal submitted by
20 MarketPlace and initiate contract
21 negotiations. As a result of those
22 negotiations, we are pleased to submit to
23 you the agreement attached to the
24 ordinance before you today.

25 If approved by City Council,

STREHLOW & ASSOCIATES, INC.
(215) 504-4622

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2 this concession management agreement with
3 MarketPlace PHL, LLC will provide an
4 innovative approach at the Airport and
5 will not only generate a significant
6 revenue stream but also provide for the
7 continued growth and development of the
8 Airport's award-winning concession
9 program. The major innovation in this
10 agreement is that MarketPlace will be
11 paid a fixed percentage of the program
12 gross revenues instead of being
13 reimbursed of all its costs and receiving
14 certain fees. The Airport expects this
15 change in approach will result in
16 significant increases in revenues for the
17 Airport to retain and use.

18 The term of this agreement is
19 seven years, commencing on January 1,
20 2015 and ending on December 31st, 2021.
21 There are two potential renewal options
22 based on performance criteria that were
23 included in the RFP. The first is a
24 three-year option to renew, followed by a
25 two-year option at the discretion of the

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2 Airport.

3 With respect to diversity and
4 participation, there were two goals that
5 were set in the RFP. First, the
6 concession manager requirement. This was
7 a 30 percent goal mark for joint venture
8 ownership. This diversity participation
9 at the concession manager level is 30
10 percent ownership of the joint venture,
11 MarketPlace PHL, comprised of the
12 following owners:

13 MarketPlace Philadelphia LP
14 (Paul McGinn serving as the President) 70
15 percent ownership, which is not an ACDBE,
16 or Airport Concessions Disadvantaged
17 Business Enterprise, certified.

18 LeJeune and Associates LLC,
19 with Clarence LeJeune serving as
20 President, 30 percent ownership and is
21 ACDBE certified under the federal
22 regulations.

23 Both owners will participate in
24 the management of the company and the
25 concession program. The ACDBE owner is

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2 also responsible for the day-to-day
3 operations of the company and the
4 concession program.

5 The ACDBE, LeJeune and
6 Associates LLC, has two owning members,
7 Clarence LeJeune at 51 percent and Mel
8 Hannah at 49 percent. Clarence and Mel
9 are both local minority business owners
10 and have been part of the management team
11 overseeing the day-to-day operation of
12 the Airport concession program at PHL for
13 the past 16 years. They now have formed
14 their own management company for this
15 proposal.

16 With respect to the concession
17 program goal, overall ACDBE goal of 35
18 percent of gross sales, MarketPlace has
19 committed that a minimum of 35 percent of
20 the concession program gross sales will
21 be from ACDBE subtenants.

22 Labor harmony: This agreement
23 includes strong labor harmony provisions.
24 Unite Here has indicated their support
25 for these provisions and indeed for the

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2 concession agreement, as evidenced by the
3 November 12th, 2014 letter by Rosslyn
4 Wuchinich -- I'm sorry, Rosslyn, if I
5 mispronounce your name -- of Unite Here
6 Local 274 addressed to all members of
7 City Council.

8 I would respectfully request
9 that the Committee report this bill with
10 a favorable recommendation. I further
11 request a suspension of the rules so as
12 to allow the first reading at the next
13 Council session.

14 This concludes my testimony.
15 Thank you for the opportunity to speak in
16 front of you today. My colleagues here,
17 not only at this table but behind me, are
18 prepared to answer any questions you may
19 have.

20 COUNCILMAN JOHNSON: Thank you,
21 Mark.

22 First and foremost, I want to
23 also acknowledge the presence of
24 Councilman Bobby Henon, who is here with
25 us as well, and I just want to make a

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2 brief statement before I allow any of my
3 Council -- any other members of the
4 Committee to ask questions.

5 First and foremost, I want to
6 thank you for, one, addressing an issue
7 regarding being supportive of workers to
8 engage and organizing and making sure
9 that their rights to organize and address
10 the issue of workplace conditions,
11 benefits, and all that come along with
12 making sure that as we have a world-class
13 airport, we have world-class workers who
14 are actually supported. And so I do
15 thank you. I thank the Administration,
16 specifically Rina Cutler and her team,
17 for being supportive in this process and
18 starting at one point in the beginning
19 and working in partnership with all the
20 stakeholders to get to this point.

21 So I do want to make sure that
22 for the record the hard work of all the
23 stakeholders are duly noted, and we just
24 want to thank you for those many
25 meetings, breakfasts that we've had to

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2 get to this point. I wanted to
3 acknowledge that.

4 I also want to thank you for
5 addressing the issue of minority
6 participation and making sure under this
7 new deal there was a level of some goals
8 that will be reached and, most
9 importantly, creating that actual
10 partnership. Again, that goes toward
11 making sure that as we have a world-class
12 airport and as we move forward with the
13 expansion, everyone has an opportunity to
14 participate in the wealth that will be
15 developed as a result of the work that's
16 going to come from that actual expansion.

17 So I just wanted to publicly
18 say thank you.

19 Do any other members of the
20 Committee have any questions?

21 (No response.)

22 COUNCILMAN JOHNSON: Seeing no
23 more, can we call the next witness,
24 please.

25 THE CLERK: Rosslyn Wuchinich.

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2 COUNCILMAN JOHNSON: That's
3 cool, Rosslyn, because I get it with
4 Kenyatta. They say Ken who?

5 (Witness approached witness
6 table.)

7 MS. WUCHINICH: Good afternoon.

8 COUNCILMAN JOHNSON: Rosslyn,
9 please state your name for the record,
10 please.

11 MS. WUCHINICH: My name is
12 Rosslyn Wuchinich, and I have just brief
13 testimony this afternoon.

14 My name is Rosslyn Wuchinich.
15 I'm the President of Unite Here Local
16 274. We are the union for hospitality
17 workers who run our city's hotels,
18 stadiums, and airport food and retail
19 operations.

20 The workers at the Airport are
21 the first people that travelers see when
22 they arrive in our city and last people
23 they see when they depart. From talking
24 to so many of the concessions workers at
25 the Philadelphia International Airport, I

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2 know that they are excited about the new
3 and improved operations for their
4 customers.

5 We, Unite Here 274, think that
6 the new lease with MarketPlace is good
7 for everyone. We want to see PHL be the
8 cutting-edge airport that it should be.
9 We want to be able to provide the highest
10 level of service to visitors to our city.
11 We support the direction the Airport is
12 heading in and look forward to working
13 with MarketPlace and the City to create
14 an unparalleled concessions program with
15 great jobs. Unite Here Local 274
16 endorses the proposed lease between
17 Philadelphia International Airport and
18 MarketPlace Development for the
19 management of PHL's concession program.

20 Thank you.

21 COUNCILMAN JOHNSON: Thank you,
22 Rosslyn.

23 Any questions from members of
24 the Committee?

25 (No response.)

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2 COUNCILMAN JOHNSON: Thank you.

3 Next witness here to testify,
4 please call the next witness.

5 THE CLERK: Marilyn Monaco.

6 (Witness approached witness
7 table.)

8 MS. MONACO: Good afternoon.

9 COUNCILMAN JOHNSON: Good
10 afternoon. Please state your name for
11 the record, please.

12 MS. MONACO: Marilyn Monaco.
13 I, first of all, want to greet all the
14 Councilpersons. I am a lawyer and I'm
15 the owner of a women-owned law firm. I'm
16 a certified disadvantaged business
17 enterprise. I am also a former member of
18 Mayor John Street's Advisory Council on
19 Minority Business Enterprises. I have
20 represented minority vendors and, in
21 particular, a longtime ACDBE at the
22 Airport. I am here today on my own
23 behalf, however, as a concerned citizen
24 and an advocate for minority businesses,
25 and I'm here also because the Airport is,

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2 as Mr. Gale said, a huge economic engine
3 for the City and a means by which many
4 minority businesses can get work.

5 I do not present myself as an
6 expert on anti-discrimination matters,
7 and I realize that we are all trying to
8 find our way through the regulations and
9 real life. I speak to you as a small
10 business woman with experience in
11 obtaining work as a DBE, and I speak to
12 you out of a concern that ACDBE programs
13 fail to pay sufficient attention to the
14 ACDBE once he or she is awarded a
15 contract at the Airport.

16 For good reason historically,
17 those who oversee ACDBE programs are
18 concerned to ensure that ACDBE's are in
19 fact legitimate ACDBE's and that the work
20 under contracts they are awarded is in
21 fact performed by the ACDBE and that the
22 services provided are commercially
23 useful.

24 I have not seen, however, that
25 much concern in the way of technical

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2 support for the ACDBE once he or she is
3 working in the Airport. If any of these
4 businesses are to survive and thrive and,
5 quote, graduate from the ACDBE program,
6 they must have help.

7 What kind of help am I talking
8 about? Flexibility in the licensing
9 process. Giving the ACDBE the
10 opportunity to negotiate the license
11 terms, monitoring their sales and
12 problem-solving when the sales drop,
13 advising the ACDBE what foot traffic will
14 be in time enough for them to adjust
15 their inventories, communicating with
16 them on a regular basis about other
17 opportunities, being open to their
18 introducing new products, having in place
19 someone to intercede on their behalf as
20 an advocate whose concern is that they be
21 treated fairly.

22 I honestly do not believe that
23 the officials charged with compliance for
24 the ACDBE programs I have spoken with
25 both at the federal and the local levels

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2 understand that the incubation of the
3 ACDBE is a mission they should be
4 concerned with. And incubation in a real
5 way, not just theoretically. But I
6 believe that this kind of support is
7 essential to achieving the goals of Title
8 6 and all of the regulations that have
9 grown out of this inspired legislation.

10 I have said to former Mayors
11 and to the current Mayor that these
12 programs suffer because the beneficiaries
13 of these programs are viewed as charity
14 cases. I would rather see them viewed as
15 budding entrepreneurs, hard-working,
16 ambitious persons who are being invited
17 to the table. The best we can do is to
18 treat them as striving individuals worth
19 our investment.

20 Thank you.

21 COUNCILMAN JOHNSON: Thank you
22 very much. Can we make sure we have a
23 copy of your testimony for the record,
24 please.

25 MS. MONACO: Yes. Thank you.

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2 COUNCILMAN JOHNSON: Is there
3 anyone else here to testify on this bill?

4 (No response.)

5 COUNCILMAN JOHNSON: I'm sorry.
6 Can you come back for a second, please.

7 COUNCILWOMAN BASS: No.
8 Actually, I was going to ask if Mr. Gale
9 could address her comments.

10 COUNCILMAN JOHNSON: Mr. Gale,
11 could you address the comments.

12 Let me do this the right way.
13 Any members of the Committee have any
14 questions?

15 Acknowledging Councilwoman
16 Cindy Bass.

17 MR. GALE: Thank you,
18 Councilman and Councilwoman Bass. I
19 think what I heard within Marilyn's
20 testimony were a series of
21 recommendations, first and foremost, of
22 things that we should consider, but I'd
23 also like to -- and I can ask a couple
24 other folks to come to the table -- that
25 the ACDBE program is, first and foremost,

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2 a federally regulated program to which we
3 are bound by strict guides to those
4 regulations.

5 Joining me at the table is
6 Chellie Cameron, who is our Deputy
7 Director of Aviation for Finance and
8 Administration, who also serves as our
9 appointed DBE liaison officer with the
10 FAA and has been in regular contact, I
11 think, not only with respect to our ACDBE
12 program but overseeing our overall
13 compliance with all DBE programs at the
14 Airport and have been working on these
15 issues for quite some time, along with
16 Barbara Oliver, who was up here earlier.

17 So I'd ask Chellie if she wants
18 to make a couple comments with respect to
19 the testimony, first and foremost.

20 MS. CAMERON: Sure. To echo
21 Mark's comments -- again, Chellie
22 Cameron, Deputy Director of Finance and
23 Administration at the Airport.

24 To echo Mark's comments, we do
25 spend a lot of time and a lot of effort

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2 on our Airport Concession Disadvantaged
3 Business Enterprise Program. First and
4 foremost, we are very concerned to make
5 sure that we are in compliance with all
6 federal laws when it comes to
7 certification of firms and also their
8 compliance in actually monitoring their
9 day-to-day activity, as Ms. Monaco said,
10 to make sure that they're performing the
11 function that they identified and for
12 which they were certified and that
13 everything is in order operationally.

14 However, I would like to say
15 that we do have a mentoring program and
16 we have provided technical assistance on
17 many occasions to a number of ACDBE's.
18 Jim Tyrrell, who is also here, can speak
19 to some of the specifics, but we have
20 charged MarketPlace with establishing a
21 mentorship program for a lot of the
22 ACDBE's. We generally try to focus our
23 efforts on those firms that are new, the
24 ones that don't have a lot of experience
25 at the Airport. It can be a tough

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2 operational environment. They have to
3 get used to bringing product and
4 employees through security, different
5 operational hours, those sorts of things.
6 So we do provide a mentorship program.

7 All of our new opportunities
8 are well advertised. We hold multiple
9 outreach events every year to make sure
10 that existing ACDBE's as well as the
11 community are aware of any new leasing
12 opportunities, and we have on occasion
13 when we've had ACDBE's who have
14 struggled -- and it does happen -- we
15 have provided financial assistance
16 through the form of actually waiving
17 rents and providing all sorts of programs
18 to make sure that if, for example, the
19 operational environment in that terminal
20 changed, that we acknowledge it, that we
21 negotiate sometimes terms of payments,
22 and that we also forgive payments that
23 are due sometimes when they're
24 struggling. So it's really done on a
25 case-by-case basis, but we take it very,

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2 very seriously, and we do put forth a lot
3 of effort for this.

4 I think Ms. Monaco brings up
5 some good points. We'll take those into
6 consideration and take a look and see how
7 we could potentially strengthen the
8 program in the future.

9 COUNCILMAN JOHNSON: Councilman
10 Mark Squilla.

11 COUNCILMAN SQUILLA: Thank you,
12 Mr. Chair.

13 And I do want to just say that
14 this is, I think, an amazing process for
15 the Airport and the Administration and
16 Council and everybody to work on
17 something this big and to be able to have
18 a lot of the details worked out before
19 getting to a hearing. So I want to
20 commend the Airport, their staff,
21 Administration, the union, and Councilman
22 Johnson's office, all. It's amazing to
23 see that if people really put their head
24 together, they can really iron out the
25 difficult challenges, and this was not

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2 easy. So thank you.

3 MR. GALE: Thank you,
4 Councilman. And we really do appreciate
5 each and every one of your support in all
6 Airport matters going forward.

7 Thank you.

8 COUNCILMAN JOHNSON: Thank you.

9 I want to also acknowledge the
10 arrival of my good friend, the maven of
11 all things that move here in the City of
12 Philadelphia, Ms. Rina Cutler. I just
13 want to acknowledge you for your hard
14 work and making this work for the workers
15 here in the City of Philadelphia. Paper,
16 books, definitely a dedicated public
17 servant.

18 I want to acknowledge
19 Councilman Bobby Henon.

20 COUNCILMAN HENON: Thank you,
21 Mr. Chairman. For the record, it was the
22 Deputy Mayor that was in the newspaper
23 the other day.

24 But, again, this is a very
25 clean-cut and simple hearing here today,

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2 and it is because of -- and I just want
3 to echo what my colleagues have said and
4 the Chairman, that this is the way we
5 like things to work, a collaborative
6 effort between all the government
7 agencies.

8 I think the deal on its merits
9 is a good deal for the City and it's a
10 good deal for the workers. So I'm glad
11 to see harmony, no pun intended, amongst
12 this hearing today, because this is
13 forward progress and I think in the best
14 interest of the City financially, best
15 interest of the City as far as
16 opportunities and the best interest of
17 City workers have been addressed through
18 all the diligence and hard work that
19 everybody put into it.

20 So I want to thank all the
21 staff people who have worked hard to make
22 this happen and make today something that
23 we should all be proud of. So thank you.

24 MR. GALE: Thank you,
25 Councilman.

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2 COUNCILMAN JOHNSON: Thank you.

3 Any other questions from
4 members of the Committee?

5 (No response.)

6 COUNCILMAN JOHNSON: Any other
7 witnesses to testify on this bill?

8 (No response.)

9 COUNCILMAN JOHNSON: I want to
10 also acknowledge the arrival of
11 Councilwoman Blondell Reynolds Brown.
12 Thank you for joining us as well.

13 Seeing no one else is in the
14 Chambers to testify, this now concludes
15 the public hearing of the Committee on
16 Transportation and Public Utilities. We
17 will now go into our public meeting.

18 The Chair recognizes Councilman
19 Greenlee --

20 COUNCILMAN GREENLEE: Yeah,
21 remember me?

22 COUNCILMAN JOHNSON: Yeah, I
23 remember you, for the record, and I know
24 the camera is watching. When you're a
25 new father, I'm working off of, what,

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2 maybe two hours sleep. So you have those
3 type of, you know...

4 COUNCILMAN GREENLEE: Wait
5 until you're 61 years old, you'll really
6 have a lot more.

7 COUNCILMAN JOHNSON: No, I'm
8 not looking forward to it.

9 The Chair recognizes Councilman
10 Bill Greenlee.

11 COUNCILMAN GREENLEE: Thank
12 you, Mr. Chairman. I move that Bill No.
13 140898 be reported out of this Committee
14 with a favorable recommendation and that
15 the rules of Council be suspended to
16 allow for first reading at our next
17 session of Council.

18 (Duly seconded.)

19 COUNCILMAN JOHNSON: It has now
20 been moved and properly seconded that
21 Bill No. 140898 be reported from this
22 Committee with a favorable recommendation
23 and further moved that the rules of
24 Council be suspended to permit first
25 reading of this bill at the next session

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2 of Council.

3 All those in favor of the
4 motion will signify by saying aye.

5 (Aye.)

6 COUNCILMAN JOHNSON: The motion
7 carries.

8 Any opposed?

9 (No response.)

10 COUNCILMAN JOHNSON: This
11 concludes the business of the Committee
12 on Transportation and Public Utilities.

13 Thank you very much, everyone.

14 (Committee on Transportation
15 and Public Utilities concluded at 3:00
16 p.m.)

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CERTIFICATE

I HEREBY CERTIFY that the
proceedings, evidence and objections are
contained fully and accurately in the
stenographic notes taken by me upon the
foregoing matter, and that this is a true and
correct transcript of same.

MICHELE L. MURPHY
RPR-Notary Public

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