



SANDY SPRINGS

GEORGIA

PUBLIC FACILITIES AUTHORITY

Rusty Paul, Chair
John Paulson – Member
Melody Kelley – Member
Melissa Mular – Member
Jody Reichel – Member
Tibby DeJulio – Member
Andy Bauman – Member

Tuesday, March 4, 2025

Special Called Meeting

6:00 PM

The City Council Special Called Meeting will be held in the Studio Theatre, at Sandy Springs City Hall (1 Galambos Way, Sandy Springs, GA 30328).

Live-stream: www.SandySpringsGA.gov/stream

I. Call to Order - Chair Rusty Paul

II. Roll Call - Secretary

III. Approval of Meeting Agenda

IV. Approval of Meeting Minutes

A. **PFA2025-01** October 15, 2024 Public Facilities Authority Special Called Meeting

V. New Business

A. **PFA2025-02** Request for Public Facilities Authority Consideration of a Resolution to Approve the Parking Fee Schedule for the City Springs Development
(Presented by Dave Wells, Director of Facilities/Capital Construction and Building Operations)

B. **PFA2025-03** Request for the Public Facilities Authority's Consideration of a Resolution to Approve a Contract Award to 12 Oaks Parking, LLC for Parking Management Services for the City Springs Complex and to Authorize the General Manager to Execute the Contract
(Presented by Dave Wells, Director of Facilities/Capital Construction and Building Operations)

VI. Adjournment

Individuals with disabilities who require certain accommodations in order to allow them to observe and/or participate in a public meeting, or who have questions regarding the accessibility of the meeting or facilities should contact the City Clerk at 770-730-5600 promptly for assistance.

The City will make reasonable accommodations for those persons.
1 Galambos Way, Sandy Springs, Georgia 30328 • 770-730-5600 • SandySpringsGA.gov



SANDY SPRINGS
CITY CLERK'S OFFICE

TO: Members of the Public Facilities Authority

FROM: Dave Wells, Director of Facilities/Capital Construction and Building Operations

DATE: February 27, 2025 Submission for the March 4, 2025 Public Facilities Authority Meeting

ITEM: Request for Public Facilities Authority Consideration of a Resolution to Approve the Parking Fee Schedule for the City Springs Development

Recommendation:

City Staff and consultants recommend the members of the City of Sandy Springs Public Facilities Authority ("Authority") approve the proposed parking rates for the City Springs development ("City Springs").

Background:

The current parking rates are as follows:

Garage Parking Rates		On Street Parking Rates	
0-2 hours	Free	2 hours	Free
2-3 hours	\$4.00	Over 2 Hours	\$45.00 ticket
3-4 hours	\$6.00	Valet Parking Rates	
4-5 hours	\$8.00	Retail	\$5.00
5-8 hours	\$10.00	Event	\$15.00
8-24 hours	\$18.00		
Lost Ticket	\$24.00		
Event Parking	\$10 up to 24 hours		

Discussion:

City Staff and consultants have studied industry standards for surface and deck parking in developments such as City Springs, and have determined the parking rates in the schedule

attached hereto as Exhibit “A”, to be competitive and appropriate for City Springs. These rates are realistic and consistent with prompting economic activity that benefits City Springs, the arts programming, residents, and visitors.

Garage Parking Rates		On Street Parking Rates		Valet Parking Rates	
0-2 hours	Free	1 hour	Free	Retail	\$10.00
2-3 hours	\$4.00	2 hours	Free	Event	\$20.00
3-4 hours	\$6.00	3 hours	\$8.00		
4-5 hours	\$8.00	4 hours	\$10.00		
5-8 hours	\$10.00	5 hours	\$12.00		
8-24 hours	\$18.00	8 hours	\$14.00		
Lost Ticket	\$24.00	24 hours	\$18.00		
Event Parking	\$10 Varies by event				
City Event	Normal Hourly Rates				

Financial Impact:

An increase in revenue will be expected due to the proposed rates. This additional revenue will be used to offset the costs associated with parking facilities, such as capital charges, utility costs, security, car parking management services, and maintenance.

Alternatives:

Members of the Authority may choose not to approve the proposed rates and provide Staff with further guidance.

Review:

Raquel Gonzalez, City Clerk

Created/Initiated -
2/27/2025

Dave Wells, Director of Facilities/Capital Construction and Building Operations

Approved - 2/28/2025

Toni Carlisle, Chief Financial Officer
Dan Lee, City Attorney
Eden Freeman, City Manager

Approved - 2/28/2025
Approved - 2/28/2025
Final Approval -
2/28/2025

Attachments:

1. Parking Fee Resolution Final

**STATE OF GEORGIA
FULTON COUNTY**

**A RESOLUTION OF THE CITY OF SANDY SPRINGS PUBLIC FACILITIES AUTHORITY TO
APPROVE THE PARKING FEE SCHEDULE FOR THE CITY SPRINGS DEVELOPMENT**

WHEREAS, the City of Sandy Springs (the “City”) Public Facilities Authority (“Authority”) owns certain property at the development known as “City Springs” located at 1 Galambos Way, Sandy Springs (Fulton County), Georgia 30328; and

WHEREAS, City Springs contains parking facilities for the benefit of the City and visitors to City Springs; and

WHEREAS, there are certain costs associated with parking facilities, such as capital charges, utility costs, security, car parking management services, as well as upkeep and maintenance (collectively referred to as the “Costs”); and

WHEREAS, the Authority desires to modify the previously established set fees for parking at City Springs to assist with the Costs; and

WHEREAS, City Staff and consultants have worked together to research and recommends the fee schedule for parking at City Springs, attached hereto as Exhibit “A”.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE PUBLIC FACILITIES AUTHORITY OF THE CITY OF SANDY SPRINGS, GEORGIA THAT:

1. The parking fee schedule, attached hereto as Exhibit “A”, is hereby approved; and
2. The General Manager, and appropriate City Staff, are hereby authorized to take such actions as may be deemed necessary to effectuate the intent of this Resolution.

SO RESOLVED this 4th day of March 2025.

Approved:

Russell K. Paul, Chairman

Attest:

Raquel D. González, Secretary

(SEAL)

EXHIBIT "A"
CITY SPRINGS PARKING FEE SCHEDULE

Garage Parking Rates		On Street Parking Rates		Valet Parking Rates	
0-2 hours	Free	1 hour	Free	Retail	\$10.00
2-3 hours	\$4.00	2 hours	Free	Event	\$20.00
3-4 hours	\$6.00	3 hours	\$8.00		
4-5 hours	\$8.00	4 hours	\$10.00		
5-8 hours	\$10.00	5 hours	\$12.00		
8-24 hours	\$18.00	8 hours	\$14.00		
Lost Ticket	\$24.00	24 hours	\$18.00		
Event Parking	\$10 Varies by event				
City Event	Normal Hourly Rates				



SANDY SPRINGS

CITY CLERK'S OFFICE

TO: Members of the Public Facilities Authority

FROM: Dave Wells, Director of Facilities/Capital Construction and Building Operations

DATE: February 27, 2025 Submission for the March 4, 2025 Public Facilities Authority Meeting

ITEM: Request for the Public Facilities Authority's Consideration of a Resolution to Approve a Contract Award to 12 Oaks Parking, LLC for Parking Management Services for the City Springs Complex and to Authorize the General Manager to Execute the Contract

Recommendation:

City Staff recommends the Public Facilities Authority ("PFA") approve a contract award to 12 Oaks Parking, LLC to provide Parking Management services for the City Springs complex, as it relates to Request for Proposal No. 24-060 (RFP No. 24-060), and request authorization for the General Manager to execute the contract.

Background:

The City of Sandy Springs (the "City") issued RFP 24-060 for Parking Management Services on June 3, 2024, seeking proposals from experienced parking management contractors capable of providing well-rounded Parking Management services for the City Springs complex. The City's Purchasing Department held a non-mandatory pre-proposal conference on June 19, 2024. Addendums to the RFP were issued on July 2, July 5, July 11, and July 12, 2024. Three (3) parking management companies, Lanier Parking Meter Services, LLC, 12 Oaks Parking, LLC and Legacy Parking Company, LLC, were invited to submit proposals for the management of the City Springs complex based on the current parking rates.

Discussion:

The procurement was conducted using the Performance Price Trade-off process as described in the RFP. This process evaluates the proposal based on three (3) performance criteria: a) Capabilities and Approaches; b) Cost/Price proposal; and c) Performance Confidence.

Responses to the Solicitation were evaluated by individuals selected by the Director of Facilities (“Evaluation Committee”). Members of the Evaluation Committee were:

- Chris Owens, Assistant City Manager
- Dave Wells, Director of Facilities, Capital Construction and Building Operations
- Ramin Djaved, General Manager, Performing Arts Center
- Carl Ziegenmeyer, Facilities Manager
- Ericka Kelley, Purchasing Department Buyer

Performance Price Trade-Off Analysis

Offeror	Capabilities and Approaches	Cost/Price Proposal			Performance Confidence
		Labor and Operating Costs	Base Management Fee	Percentage of Rent / Incentive Fee to the City	
Lanier Parking Meter Services, LLC	Acceptable	\$120,000.00 Billed to the City	\$7,200.00	2% over \$250,000 in Revenue	Limited
12 Oaks Parking, LLC	Acceptable	\$208,462 - \$280,000 Not Billed to the City	\$0	50% over \$375,000 in Revenue	Satisfactory
Legacy Parking Company, LLC	Nonresponsive	Nonresponsive	Nonresponsive	Nonresponsive	Nonresponsive

The Evaluation committee evaluated each offer’s proposal to the above criteria. Based on the assessment of the proposals described herein, Staff recommends that the proposal submitted by 12 Oaks Parking, LLC, for the Parking Management services for the City Springs complex represent the best value for the City.

Financial Impact:

The contract with 12 Oaks Parking, LLC would be a neutral cost impact to the City.

Alternatives:

Members of the PFA may choose not to approve the proposal and provide Staff with further guidance.

Review:

Octavia Baynes, Administrative Asst.	Created/Initiated - 2/27/2025
Dave Wells, Director of Facilities/Capital Construction and Building Operations	Approved - 2/28/2025
Toni Carlisle, Chief Financial Officer	Approved - 2/28/2025
Dan Lee, City Attorney	Approved - 2/28/2025
Eden Freeman, City Manager	Final Approval - 2/28/2025

Attachments:

1. 12 Oaks Resolution Final
2. Source Eval Final - RFP 24-060_Parking Management Services

**STATE OF GEORGIA
FULTON COUNTY**

**A RESOLUTION OF THE CITY OF SANDY SPRINGS PUBLIC FACILITIES AUTHORITY TO
APPROVE A CONTRACT AWARD TO 12 OAKS PARKING, LLC FOR PARKING
MANAGEMENT SERVICES FOR CITY SPRINGS COMPLEX AND TO AUTHORIZE THE
GENERAL MANAGER TO EXECUTE THE CONTRACT**

WHEREAS, the City of Sandy Springs (the “City”) Public Facilities Authority (“PFA”) utilizes contracted service providers to provide high-quality Parking Management services for the City of Sandy Springs Facilities properties; and

WHEREAS, the Facilities Department issued Request for Proposals No. 24-060 (“RFP”) for Parking Management services for the City Springs complex on June 3, 2024; and

WHEREAS, the City received three (3) proposals in response to the RFP, including a proposal from 12 Oaks Parking, LLC; and

WHEREAS, the Evaluation Committee utilized the Performance Price Trade-off Procurement Process to determine the City’s Best Value Award. This process utilizes a criterion composed of Offeror’s Capabilities and Approaches, Performance Confidence, and Cost/Price Proposal; and

WHEREAS, City Staff found the proposal submitted by 12 Oaks Parking, LLC for the City Springs complex represents the Best Value to the City, and it is the desire of the City to enter into the Agreement with 12 Oaks Parking, LLC for Parking Management services for facilities properties.

**NOW, THEREFORE, BE IT RESOLVED BY THE MEMBERS OF THE PUBLIC FACILITIES
AUTHORITY OF THE CITY OF SANDY SPRINGS, GEORGIA THAT:**

1. The Contract with 12 Oaks Parking, LLC for Parking Management services for Facilities properties is hereby approved; and
2. The General Manager is authorized to execute the contract with 12 Oaks Parking, LLC, pending the approval of the City Attorney and Chief Financial Officer; and
3. The General Manager, and appropriate City Staff, are hereby authorized to take such actions as may be deemed necessary to effectuate the intent of this Resolution.

SO RESOLVED this 4th day of March 2025.

Approved:

Russell K. Paul, Chairman

Attest:

Raquel D. González, Secretary

(SEAL)

SOURCE EVALUATION MEMORANDUM

Solicitation Number: RFP 24-060
Parking Management Services for City of
Sandy Springs, Georgia

1. **Introduction and Summary.** The above-referenced procurement was conducted using the Performance Price Trade-Off procedures described in Section 5 of the solicitation documents. As Chairman of the Source Selection Evaluation Team (SSET) for this procurement, I carefully considered the findings of the three (3) panels evaluating proposals: a) Capabilities and Approaches panel; Performance Confidence panel; and Cost/Price Evaluation panel. In conjunction with the panel chairs, I have determined the proposal submitted by 12 Oaks Parking, LLC provides the best overall value to satisfy the City of Sandy Springs' (City) parking management requirements for City Springs. This decision is based on the criteria established in Section 6 of the solicitation and the SSET's assessments of: a) an offeror's capabilities and approaches to provide the subject services; b) the City of Sandy Springs' confidence in an offeror's ability to perform contract requirements; and c) realism and reasonableness of an offeror's proposed prices.

2. **Evaluation Committee.** Responses to the Solicitation were evaluated by individuals selected by the Director of Facilities ("Evaluation Committee"). Members of the Evaluation Committee were:

- a) Chris Owens, Assistant City Manager
- b) Dave Wells, Director of Facilities, Capital Construction, and Building Operations
- c) Ramin Djaved, General Manager, Performing Arts Center
- d) Carl Ziegenmeyer, Facilities Manager
- e) Ericka Kelly, Purchasing Department Buyer

3. **Evaluation Process.** Section 6 of the solicitation sets forth the following areas for evaluation of submitted proposals: a) technical acceptability (Capabilities and Approaches Proposal); b) performance confidence (Performance Confidence Proposal); and c) cost/price (Cost/Price Proposal).

An offeror's *Capabilities and Approaches Proposal* was evaluated for technical acceptability against requirements of the solicitation and assigned a rating of "Acceptable" or "Unacceptable."

An offeror's *Performance Confidence Proposal* was evaluated based on a) description of past and present performance provided by the offeror; b) responses provided by offeror's references; and c) data independently obtained from other sources. An offeror's ability to perform the effort described in the solicitation was assessed and the proposal was assigned an overall performance confidence rating of "Substantial", "Satisfactory", "Limited", or "No Confidence".

An offeror's *Cost/Price Proposal* was evaluated for reasonableness and realism and ranked based on the original submission cost/price and Final Proposal Revisions ("FPRs") cost/price, as applicable.

4. **Best Value Award.** Under the Performance Price Trade-off procedure, if the highest priced, technically acceptable proposal is judged to have a "Substantial Confidence" performance confidence assessment and represents the best value for the City, it would receive the SSET's award recommendation. If the highest priced offer is judged to have a performance confidence

assessment of “Satisfactory Confidence” or lower, the SSET bases its recommendation on an integrated best value assessment of performance confidence and cost/price.

5. **Proposal Receipt**. The City received proposals for Parking Management services for City Springs on Tuesday, July 9, 2024, from the following two (2) firms:

- a) Lanier Parking Meter Services, LLC
- b) 12 Oaks Parking, LLC

Legacy Parking Company, LLC was invited to submit a proposal though was nonresponsive.

6. **Initial Evaluation and Competitive Range Decisions**. The Capabilities and Approaches, Performance Confidence, and Cost/Price panels completed their initial evaluation of proposals received from the two (2) responsive offerors referenced above and reported their findings to the SSET on July 31, 2024. Based on an integrated assessment of the panels’ findings, the SSET determined that the two (2) proposals had a reasonable expectation of receiving an award; therefore, two (2) proposals were included in the competitive range.

7. **Interview Evaluation**. An interview was requested from the offerors. Upon completing the interviews on August 14, 2024, the panels completed evaluation of presentations and reported their findings on August 30, 2024. Using the Performance Price Trade-off procedure described in Section 7 of the solicitation, the SSET formed the following source selection recommendations:

Lanier Parking Meter Services, LLC

Capabilities and Approaches: This offeror’s Capabilities and Approaches Proposal responded appropriately to the General requirements and presented limited approaches to the Task Specific requirements of the solicitation. Offeror did not recommend any new technology solutions and offered limited management support. The Capabilities and Approaches Proposal was rated “Acceptable”.

Performance Confidence: This offeror’s Performance Confidence Proposal presented limited evidence of the firm’s ability to perform Parking Management services. Evidence of performing all tasks related to the delivery of Parking Management services for the City Springs complex and of similar scope and services as described in the solicitation was presented. References were satisfied with the service that Lanier Parking Meter Services, LLC provided. As the Parking Management contractor currently managing parking for City Springs, City Staff has experience with Lanier and has limited confidence with the services rendered. As a result, Lanier Parking Meter Services, LLC received a “Limited” confidence assessment.

Cost / Price: The offeror presented a Cost/Price Proposal for the Parking Management services that was responsive and competitive. The proposal was judged to be a higher rate to the City against the other proposal.

12 Oaks Parking, LLC

Capabilities and Approaches: This offeror’s Capabilities and Approaches Proposal responded appropriately to the General requirements and presented a sound approach to the Task Specific requirements of the solicitation. The Capabilities and Approaches Proposal was rated “Acceptable”.

Performance Confidence: This offeror’s Performance Confidence Proposal presented excellent evidence of the firm’s ability to perform Parking Management services for City Springs. Evidence

of performing all tasks related to the delivery of Parking Management services for the City Springs complex and of similar scope and services as described in the solicitation, was presented. References were very satisfied with the service that 12 Oaks Parking, LLC is providing. As a new contractor to the City, 12 Oaks Parking LLC, received a “Satisfactory” confidence assessment.

Cost / Price: The offeror presented a responsive and competitive Cost/Price Proposal for the Parking Management services that was deemed realistic against the other proposals but is higher in value. The proposal was judged to be reasonable and realistic against the other proposals.

8. **Analyses.** The following chart shows the Performance Price Trade-off Analyses that resulted in the selection recommendations and the total Contract Price associated with the recommendations. The SSET’s recommendations for award of the contract are based on the Performance Price Trade-off Analyses, with the best value offer receiving a base year task order.

a) **Performance Price Trade-off Analyses:**

Offeror	Capabilities & Approaches	Performance Confidence	Cost/Price Proposal		
			Labor and Operating Costs	Base Management Fee	Percentage of Rent / Incentive Fee to the City
Lanier Parking Meter Services, LLC	Acceptable	Limited	\$120,000.00 Billed to the City	\$7,200.00	2% over \$250,000 in Revenue
12 Oaks Parking, LLC	Acceptable	Satisfactory	\$208,462 - \$280,000 Not Billed to the City	\$0	50% over \$375,000 in Revenue

b) **Recommendation.** Based on the assessment of proposals described herein, the SSET recommends that the proposal submitted by 12 Oaks Parking, LLC represents the best value to the City of Sandy Springs for Parking Management services for the City Springs complex.

The SSET’s recommendations with respect to the award of contracts are as follows: That the City Manager negotiate terms for a contract with 12 Oaks Parking, LLC to provide Parking Management services for the City Springs complex, subject to review by the City Attorney and Chief Financial Officer.

Dave Wells
 Director of Facilities, Capital Construction, and Building Operations
 Chairman, Source Selection Evaluation Team February 24, 2025