

Meeting of the Sandy Springs Public Facilities Authority was held on March 4, 2025 6:00 PM, Chair Rusty Paul presiding.

*Before calling the meeting to order Mayor Rusty Paul recognized Councilmember John Paulson for an introduction.*

**Councilmember Paulson** said Sandy Springs was a novel idea twenty years ago, and studied by a variety of individuals from different countries and cities. **Professor Tomio Yoshikawa, President of the International Public Policy Institute** is a longstanding follower of Sandy Springs and is visiting today. We spent the afternoon talking about the formation of Sandy Springs, and how the City migrated from a contracted service to a mix of public private partnership, and employees as well. We also had an interesting discussion of how government works in Japan. Thank you for visiting the City of Sandy Springs. You are welcomed here at any time.

**Mayor Paul** said he has been to City three times. He met with **Former City of Sandy Springs Mayor Eva Galambos** after inception of the City. Also, seven years ago, we spent time together, and today, **Councilmember Paulson** was his host. Thank you for coming back and we hope that you will return again.

#### I. Call to Order

**Chair Rusty Paul** called the meeting to order at 6:01 p.m.

#### II. Roll Call and General Announcements

**Members Present:** Chair Rusty Paul, Member John Paulson, Member Melody Kelley, Member Melissa Mular, Member Tibby DeJulio, Member Andrew Bauman

**Members Absent:** Member Jody Reichel

#### III. Approval of Meeting Agenda

**Motion and vote.** A motion was made by **Councilmember Tibby DeJulio**, seconded by **Councilmember John Paulson**, to approve the meeting agenda. The motion carried by unanimous vote.

#### IV. Approval of Meeting Minutes

**Motion and vote.** A motion was made by **Councilmember John Paulson**, seconded by **Councilmember Tibby DeJulio**, to approve the meeting minutes. The motion carried by unanimous vote.

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

**Dave Wells, Director of Facilities/Capital Construction and Building Operations**, presented a recommendation to approve the parking fee schedule for the City Springs development.

The current parking rates are as follows:

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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		

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, 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.

Recommended Rate 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				

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.

**Motion and second.** A motion was made by **Councilmember Melody Kelley**, seconded by **Councilmember Melissa Mular**, to approve the parking fee schedule for the City Springs development.

**Councilmember John Paulson** asked when will the new rates be effective?

**Eden Freeman, City Manager**, said that is contingent upon the next item moving forward, and they would coincide with one another.

**Vote on the motion.** The motion carried by unanimous vote.

- 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

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**Dave Wells, Director of Facilities/Capital Construction and Building Operations**, presented a recommendation 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.

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.

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.

**Motion and second.** A motion was made by **Councilmember Melody Kelley**, seconded by **Councilmember Melissa Mular**, 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.

**Councilmember Kelley** said assuming this will pass, when will it be effective? Will there be a warning period, similar to speed cameras at the schools?

**Director of Facilities/Capital Construction and Building Operations Wells** said this may take effect mid-April or the beginning of May. The contract must be signed, and we are in communication with 12 Oaks Parking. They will meet with me, residents, and retail before launching the new rates to ensure they are aware. The major change to the parking rate structure is the On Street parking. Instead of paying the \$45 ticket after two hours, people will now have the option to use the app to adjust their time if eating at a restaurant for instance.

**Councilmember Kelley** asked how do you define the boundaries for On Street parking?

**Director of Facilities/Capital Construction and Building Operations Wells** said any parking inside City Springs complex in On Street parking. This includes the South Parking Lot, Mount Vernon Highway, Galambos Way, Blue Stone, Market Square, and the six parking spaces on Sandy Springs Circle.

**Councilmember Kelley** asked is signage there?

**Director of Facilities/Capital Construction and Building Operations Wells** said there is plenty and there will be more signage.

**Councilmember Kelley** asked will there be discussions on how to use the proceeds?

**Eden Freeman, City Manager**, said the City will not receive any revenue until certain performance thresholds are met. At that point, we can have a discussion for that.

**Councilmember Kelley** asked is the City locked in to anything at this point?

**City Manager Freeman** said no. That would be counted in the next year's budget, and not in the current year's budget.

**Councilmember John Paulson** said most of us have been stuck behind someone who could not figure out how to get the gate in front of them to go up. In the new system, there will no longer be gates. Please provide more details of how this new system will operate in lieu of the gates being there. For example, will there be plate readers?

**Jeremy Scott, 12 Oaks Parking, Co-Owner and CEO**, said the technology system we are recommending will install all of our new parking facilities that we have operated in the Metro Atlanta area, most recently the southern post development in Roswell. When you enter the facility, there will not be the traditional encumbrance of the gate, and you will free flow into the facility. Once you enter, your license plate is read on entry, and signage will direct you to use either a scan to pay, or a text to pay system. There is also the ability to have pay stations. When you pay using the system, you enter your license plate, and it will be in the database. When you leave the facility, there is no need to wait for a gate as your license plate is scanned again on exit. The system will cross references to ensure the license plate successfully completed a transaction at start of the session, or did not. We receive a list of license plates that did not successfully perform that transaction. We can review it, and have the ability to send a citation automatically to their home, cross referencing publicly available data. We then have a customer service agent available for people to call and ask questions, and we have the ability to wave first time violations. When this transition happens, there will be an abundance of ambassadors around to help with the new system.

**Councilmember Paulson** asked will the system remember someone's license plate and the credit card used to pay?

**12 Oaks Parking Co-Owner and CEO Scott** said yes, the system can remember that.

**Councilmember Mular** asked what major credit cards will or will not be accepted?

**12 Oaks Parking Co-Owner and CEO Scott** said all major credit cards are accepted.

**Councilmember Tibby DeJulio** asked is it correct that the system will retain credit card information?

**12 Oaks Parking Co-Owner and CEO Scott** said it is a third-party credit card processor that manages credit card compliance and more. It is not my company or the City retaining it.

**Councilmember DeJulio** asked is there is someone retaining citizens credit card information?

**12 Oaks Parking Co-Owner and CEO Scott** said yes, it can be retained online.

**Councilmember DeJulio** asked does the citizen have a choice if they want it retained or not?

**12 Oaks Parking Co-Owner and CEO Scott** said a citizen does not have to save their credit card.

**Vote on the motion.** The motion carried by unanimous vote.

#### **VI. Adjournment**

**Motion and vote.** A motion was made by **Councilmember Tibby DeJulio**, seconded by **Councilmember John Paulson**, to adjourn the meeting. The motion carried by unanimous vote.

The meeting adjourned at 6:15 p.m.