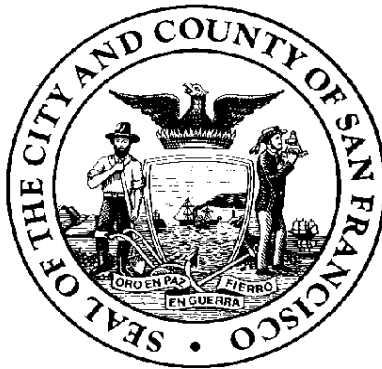


# **SAN FRANCISCO AIRPORT COMMISSION**



## **MINUTES**

**September 6, 2016**

**9:00 A.M.**

**Room 400 - City Hall  
#1 Dr. Carlton B. Goodlett Place  
(400 Van Ness Avenue)  
City and County of San Francisco**

**EDWIN M. LEE, MAYOR**

### **COMMISSIONERS**

**LARRY MAZZOLA**

**President**

**LINDA S. CRAYTON**

**Vice President**

**ELEANOR JOHNS**

**RICHARD J. GUGGENHIME**

**PETER A. STERN**

**IVAR C. SATERO**

**Airport Director**

**SAN FRANCISCO INTERNATIONAL AIRPORT  
SAN FRANCISCO, CALIFORNIA 94128**

Minutes of the Airport Commission Meeting of  
September 6, 2016

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	1. Award Contracts for On-Demand Shared-Ride Van Service Between SFO and All Bay Area Locations: No. 50093.01 - A.J. California Mini Bus, Inc. dba Airport Express No. 50093.02 - Lorrie's Travel and Tours, Inc. dba Go Lorrie's Airport Shuttle, and No. 50093.03 - SuperShuttle of San Francisco, Inc.		4
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	Services for Fire House No. 3 and South Field Checkpoint Relocation Project - Shah Kawasaki/ YamaMar J.V.	16-0238	11
9.	Modification No. 2 to Contract 9379 - Computer Based Training Revision, Support and Maintenance - Safety and Security Instruction, Inc.	16-0239	11
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H.	CORRESPONDENCE:		13
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J.	ADJOURNMENT:		14

AIRPORT COMMISSION MEETING MINUTES  
September 6, 2016

A. CALL TO ORDER:

The regular meeting of the Airport Commission was called to order at 9:00 AM in Room 400, City Hall, San Francisco, CA.

\* \* \*

B. ROLL CALL:

Present: Hon. Larry Mazzola, President  
Hon. Linda S. Crayton, Vice President  
Hon. Richard J. Guggenlime  
Hon. Peter A. Stern

Absent: Hon. Eleanor Johns

\* \* \*

C. ADOPTION OF MINUTES:

The minutes of the special meeting of August 23, 2016 were adopted unanimously.

No. 16-0231

\* \* \*

D. ITEMS INITIATED BY COMMISSIONERS:

There were no items initiated by Commissioners.

\* \* \*

E. ACTION ITEMS RELATING TO ADMINISTRATION, OPERATIONS & MAINTENANCE:

Item No. 1 was removed from the Calendar.

1. Award of Contracts for On-Demand Shared-Ride Van Service Between SFO and All Bay Area Locations:  
No. 50093.01 - A.J. California Mini Bus, Inc. dba Airport Express  
No. 50093.02 - Lorrie's Travel and Tours, Inc. dba Go Lorrie's Airport Shuttle, and  
No. 50093.03 - SuperShuttle of San Francisco, Inc.

Resolutions awarding Contract No. 50093.01 to A.J. California Mini Bus, Inc. dba Airport Express; No. 50093.02 to Lorrie's Travel and Tours, Inc. dba Go Lorrie's Airport Shuttle; and No. 50093.03 to SuperShuttle of San Francisco, Inc. to operate on-demand shared-ride service between San Francisco International Airport and the following counties: Alameda, Contra Costa, San Francisco, San Mateo, and Santa Clara for a period of three years effective October 1, 2016 with two one-year renewal options exercisable at the sole discretion of the Commission.

Item No. 2 was moved by Commissioner Crayton and seconded by Commissioner Stern. The vote to approve was unanimous.

2. Amendment of Fiscal Year 2016/17 Airport Rates and Charges

16-0232 Resolution adopting Amendment to the Fiscal Year 2016/17 Airport Rates and Charges.

Mr. Leo Fermin, Chief Business & Finance Officer ... last May when we presented you with a schedule of rates and charges effective July 1, 2016, we didn't include a trip fee for the shared ride on-demand shuttle van services. This item restores that per trip fee for the shuttle vans, basically maintaining the status quo for now.

Item No. 3 was moved by Commissioner Crayton and seconded by Commissioner Stern. The vote to approve was unanimous.

3. Modification No. 2 to Contract No. 9357 - Lenel OnGuard Access Control System Maintenance and Integration Services - G4S Secure Integration, LLC - \$1,500,000

No. 16-0233 Resolution approving Modification No. 2 to Contract No. 9357 for Lenel OnGuard Access Control System Maintenance and Integration Services with G4S Secure Integration, LLC to exercise the option to extend the contract term for two years, through September 30, 2018, and increase compensation by \$1,500,000 for a new total contract amount not to exceed \$3,000,000.

Mr. Rob Forester, Sr. Manager, Safety and Security Services ... I'm here today to request approval to exercise Modification No. 2 to Contract 9357 for Lenel OnGuard Access Control System Maintenance and Integration Services with G4S Secure Integration, LLC. The Airport currently uses and maintains two separate access control systems. The legacy system is provided by MDI. The more technologically advanced system that the Airport is migrating to is provided by Lenel. This contract provides maintenance support and master integration services for the Lenel OnGuard Access Control System. This contract was awarded through an RFP bid process in 2013 with an initial not to exceed amount of \$750,000. In June 2016, Modification No. 1 to this contract was approved to expedite the conversion of the MDI system to the Lenel system in the amount of \$750,000. This requested modification will exercise the two year option to extend the contract to provide maintenance and support as well as continue with the conversion of the MDI system to Lenel. This modification includes a request for additional funding of \$1.5 million which will allow for continuity of service during the migration of the remaining components of the MDI system to the Lenel system. It will complete the transition to an industry leading and state of the art access control system that will ensure a secure environment for passengers and employees. G4S has successfully maintained and provided master integration maintenance and support services for the Lenel system for the past three years. To fulfill these measures I recommend the Commission approve Modification No. 2 to Contract 9357 for Lenel OnGuard Access Control System Maintenance and

Integration Services, extending the contract term for a period of two years, thru September 30, 2018 and increasing compensation in an amount of \$1.5 million, for a new total contract amount not to exceed \$3 million.

Item No. 4 was moved by Commissioner Crayton and seconded by Commissioner Guggenlime. The vote to approve was unanimous.

4. Modification No. 3 to Professional Services Contract 10003.43 - Architecture and Engineering Design Services for the Interim Boarding Area B and Security Screening Checkpoint Project - Corgan-LDA Architects J.V. - \$1,425,000

No. 16-0234                      Resolution approving Modification No. 3 to Professional Services Contract No. 10003.43, Architecture and Engineering Design Services for the Interim Boarding Area B and Security Screening Checkpoint Project with Corgan-LDA Architects Joint Venture, in an amount of \$1,425,000 for a new contract amount of \$9,909,000 and with a new contract duration of 28 months.

Mr. Geoff Neumayr, Chief Development Officer ... this item seeks your approval of Modification No. 3 to the Corgan-LDA Engineering Design for Interim Boarding Area B and Security Screening Project to increase the not to exceed amount by \$1.4 million, establish the not to exceed contract amount of \$9.9 million, and increase the contract duration by three months for a new contract duration of 28 months. This modification is funded from the Airport's Five-Year Capital Program. The project remains in budget. The contract provides design services for the Interim Boarding Area B and Security Screening project. This project renovates the existing Boarding Area B in preparation for the upcoming reconstruction of Terminal 1 and construction of the new Boarding Area B. The project includes gate relocations, new passenger loading bridges, relocation of tenants, new interior finishes and furniture, and various operational needs required to supply a fully functional Boarding Area. This modification provides for additional services to accommodate more efficient phasing between the interim project and construction of the new Boarding Area B. These efficiencies were identified during the programming phase of both the new Terminal 1 project and the Boarding Area B project. This modification also includes additional design and construction services required to complete the gate modifications at Boarding Area A resulting from unforeseen conditions, and to extend resources required for the extended construction period resulting from construction modifications resulting from coordination with follow on projects. The City's Contract Monitoring Division has approved the sub-consultant participation change from 25% to 22.3%. This modification was substantiated because of significant increases and non LBE specialty sub-consultant scope related to Airport specific operational systems. The Corgan-LDA Architects Joint Venture is committed to meeting this goal.

Commissioner Mazzola ... how many modifications do we get?

Mr. Neumayr ... this is the close out for this Contract. In fact, we will be doing our gate flip on this particular project in about two weeks.

Commissioner Mazzola ... are these modifications in lieu of going out for rebid?

Mr. Neumayr ... that's correct. This is an on-going contract where unforeseen design issues came up. We had to extend their contract and add monies to support those additional efforts that were required. This is a very challenging project because it was an existing building and there were a lot of things happening all at the same time. We couldn't clearly lay out all of the design services up front until we got into construction.

Item No. 5 was moved by Commissioner Guggenhime and seconded by Commissioner Crayton. The vote to approve was unanimous.

5. Request for Proposals for Professional Services Contract No. 50107 for the Management and Operation of Airport Public and Employee Parking Facilities

No. 16-0235 approving the business terms, minimum qualifications and evaluation criteria, and authorizing staff to issue a Request for Proposals for Professional Services Contract No. 50107 for the management and operation of Airport Public and Employee Parking facilities.

Mr. Fermin ... our five-year parking management contract expires on June 30, 2017 and we are seeking approval to commence a competitive selection process for a new five-year contract. This is a cost reimbursement contract with a management fee. The total contract cost this past fiscal year was \$19.6 million. Our current contractor has 228 employees and has subcontractors to manage employee parking, security guard services, janitorial work and armored car services. This RFP contains the same business provisions as the current contract. There will be a guaranteed maximum price proposed for the first year with annual increases not to exceed 3%. Additionally, the contractor's annual management fee cannot exceed 5% of annual direct and indirect costs. We plan to advertise and issue the RFP document on September 8, 2016 and hold a pre-proposal conference on September 22, 2016. Proposals will be due on October 27, 2016, and oral presentations will be scheduled during November. We will return to you in December for authorization to commence contract negotiations with the highest ranked proposer. In January 2017 we will return to you for award of the contract.

Commissioner Guggenhime ... what are the major differences between this proposal and the last one?

Mr. Fermin ... it is very similar.

Commissioner Crayton ... when does the contract end?

Mr. Fernin ... June 30, 2017. There will be a six month period for the new contractor to get their documents in place and the contract certified. There will be a six month overlap.

Commissioner Mazzola ... how many companies qualify to bid this contract?

Mr. Fermin ... I've heard that there's been recent consolidation in the industry and a number of these large parking companies have consolidated and merged. I think there will be fewer companies than there were in the past. My best guess is probably five or six companies at the most.

Commissioner Mazzola ... that's more companies than I thought.

Commissioner Crayton ... what is the outreach?

Mr. Fermin ... we advertise nationwide.

Item No. 6 was moved by Commissioner Crayton and seconded by Commissioner Guggenhime. The vote to approve was unanimous.

6. Authorization to Issue a Request for Qualifications/Proposals for Contract No. 8465C.66 - Design-Build Services for the Superbay Hangar Fire Suppression System Replacement Project

No. 16-0236                      Resolution authorizing the Director to issue a RFQ/P for Contract No. 8465C.66, Design-Build Services for the Superbay Hangar Fire Suppression System Replacement Project.

Mr Geoff. Neumayr ... this proposed resolution authorizes the Director to issue a Request for Qualifications/Proposals for professional services and design build services for the Superbay Hangar Fire Suppression replacement project. This past February the existing aging fire suppression system within the Superbay Hangar failed and the Airport declared an emergency to provide emergency fire watch and make immediate required repairs as interim measures to provide for code required safety of the facility occupants. This contract will provide for design and construction services for the complete replacement of the existing Fire Suppression System and provides for an automated permanent long term viable solution and eliminate the need for any future fire watches. The estimated value of this contract is \$57 million, with a duration of 28 months. Staff will convene a selection panel to review and score these proposals and conduct oral interviews. Following successful completion of negotiations with the highest ranked responsive proposer, staff will return with a recommendation to award. The City's Contract Monitoring Division has approved a 23% LBE sub-contracting goal for design services, and a 20% LBE goal for construction services.

Commissioner Guggenhime ... why did it take you 47 years to look at it?

Mr. Neumayr ... this is a building that the Airport took over, but I don't remember the year. The system has been maintained throughout all these years. We are planning a complete renovation of the Superbay. This was one of those projects that's being advanced forward and there were steps being taken to keep it on line. It just got so big so fast. There was nothing we could do. But it's not something we weren't aware of and our Maintenance staff has done everything in their power to keep the system operational. It's a very complex system .



Item No. 7 was moved by Commissioner Crayton and seconded by Commissioner Guggenlime. The vote to approve was unanimous.

7. Approve Revised Minimum Qualification Requirements and Authorization to Solicit and Accept Proposals for the Terminal 3 Pop-Up Retail Concession Program

No. 16-0237                      Resolution approving the revised minimum qualification requirements and authorizing staff to solicit and accept proposals for the Terminal 3 Pop-Up Retail Concession program.

Ms. Cheryl Nashir, Business & Finance ... in 2013 you authorized commencement of a five-year Pop-Up Retail program. This program consists of two locations in Terminal 3 Boarding Area E constructed by the Airport and intended as incubators for small businesses so that they can test the Airport marketplace. Likewise, the program gives the Airport the opportunity to experience new concepts and new tenants and see if they're ready to do business with us on a longer term basis. In response to this initial RFP we received eight proposals and awarded to six proposers. Each lease term is one year so those six proposers would have gotten us through the first three years of the five year program. One proposer subsequently backed out, so we issued a second RFP in 2015 to fill that spot.

We are now desirous of issuing an RFP again for the two spaces that come available in April 2017 and we'd like to make one change to the minimum qualifications. We'd like to limit proposers to those who are not currently or have not been an Airport tenant or permittee. That's the minimum qualification change we'd like to make. The intention, as I mentioned, is to give small businesses an opportunity to experience operating in the Airport environment without making a long term commitment and building out a facility. We've had good luck in this regard so far, and of the 14 proposers we've seen in those two RFP processes, 12 of them have been local. All spaces have been awarded to local firms so far. One of those leases did go to a firm who has an existing concession at the Airport. Even more validating and gratifying is of the four pop-up tenants who have finished their tenancy, three have shown up as a part of larger proposals since then, and one has directly proposed on a specialty retail space we had open last year. They weren't successful but it was great having them in the running. That's the intention of this program. The tenants we currently have are Exploratorium and FGR Chocolate Collection, both very nice concepts. A minimum acceptable proposal amount for these spaces are \$27,000 / year for the smaller space, \$36,000 / year for the larger space, and each tenant pays a tenant improvement reimbursement fee. This represents reimbursement to the Airport for the cost of our investment in building those spaces.

With your approval, we'd like to go ahead and issue the Pop-Up Retail Program RFP with that change to the minimum qualifications prohibiting existing or former tenants from proposing. We will return to you for award of those leases.

Commissioner Crayton ... did you say the new proposals would prohibit existing tenants from applying?

Ms. Nashir ... yes, existing or former tenants.

Commissioner Crayton ... why are you doing it now when you allowed it before?

Ms. Nashir ... in the first round we awarded a lease to Emporio Rulli, an existing Airport concessionaire. As we've gotten more knowledgeable about this program we thought that's really not the intent. We don't want to incubate people that already do business with us. It's an enhancement I wish we would have thought of when we initially started this program.

Commissioner Stern ... are we seeing many new concepts coming through the RFP process, items or services that we haven't seen previously?

Ms. Nashir... we're seeing that the concepts are new but the merchandise itself is not. We had a Bath & Body shop, which we've had before. Olive Oil was a new concept and something we haven't had before. McEvoy was one of our first tenants, and they did well. But since then, the Exploratorium, for example, is not unlike SFMOMA. So, the concepts haven't been that different than what we already have in the Airport, just the operators are new.

Commissioner Crayton ... and none of these are in the International Terminal?

Ms. Nashir ... correct. They are in Terminal 3.

Commissioner Guggenhime ... and you're convinced that you'll get equal quality or better service by banning anyone who has an operation there? I don't have a problem with looking for and giving some preference to entities that aren't there yet, but to ban people who are there from competing doesn't concern me but it does perplex me.

Ms. Nashir ... I think it's really conceptual in our minds. For instance, Gary Rulli did \$5 million with us.

Commissioner Guggenhime ... so you go back again, right?

Ms. Nashir ... yes. If we received a lot of proposals that weren't acceptable to us, we would return to you and ask to reissue the RFP. The quality has been excellent among the six tenants we've had, and their performance is very similar on a sales per square foot basis to our other more experienced retailers. This program really adds some spice to our overall retail offering. Something special, local, unique.

Mr. Ivar Satero, Airport Director ... there are two other pieces to this. First, we hope to see new concepts, and second, it's a wonderful small business opportunity for new firms that aren't in the Airport market. It gives them an opportunity and a foot hold to pursue bigger leases at SFO and at other airports.

\* \* \*

F. CONSENT CALENDAR OF ROUTINE ADMINISTRATIVE MATTERS:

The Consent Calendar, Item Nos. 8 through 14, was moved by Commissioner Crayton and seconded by Commissioner Stern. The vote to approve was unanimous.

8. Modification No. 3 to Professional Services Contract 10050.43 - Architecture and Engineering Design Services for the Fire House No. 3 and South Field Checkpoint Relocation Project - Shah Kawasaki/YamaMar J.V. - \$380,094

No. 16-0238 Resolution approving Modification No. 3 to Professional Services Contract No. 10050.43, Architecture and Engineering Design Services for Fire House No. 3 and South Field Checkpoint Relocation Project, with Shah Kawasaki/YamaMar J.V., in an amount of \$380,094 with a new contract amount of \$3,565,258 and with no change in contract duration.

The amount shown for the new total contract amount not to exceed should read \$260,000, not \$250,000. The award amount of the modification is correct.

9. Modification No. 2 to Contract No. 9379 - Computer Based Training Revision, Support and Maintenance - Safety and Security Instruction, Inc. - \$100,000

No. 16-0239 Resolution approving Modification No. 2 to Contract No. 9379 with Safety and Security Instruction, Inc. for Computer Based Training revision, support, and maintenance to exercise the option to extend the contract term for two years, through September 30, 2018, and increase compensation by \$100,000 for a new total contract amount not to exceed \$260,000.

10. Modification No. 1 to Lease L13-0071 with American Airlines, Inc. for a Portion of the Superbay Hangar at Plot 40

No. 16-0240 Resolution approving Modification No. 1 to the Superbay Lease L13-0071 with American Airlines, Inc. for relinquishment to the Airport of approximately 1.69 acres of land of Plot 40 to accommodate the Airport's construction contractor parking demand.

11. Modification No. 1 to Lease L04-0058 with United Airlines, Inc. for a Portion of the Superbay Hangar at Plot 40

No. 16-0241 Resolution approving Modification No. 1 to the Superbay Lease L04-0058 with United Airlines, Inc. for the recapture of approximately 1.48 acres of land on Plot 40 in exchange for approximately 1.3 acres of land on Plot 40 to accommodate the Airport's construction contractor parking demand.

12. Award Snack and Beverage Vending Lease - Gilly National, Inc. dba Gilly Vending

No. 16-0242 Resolution awarding Snack and Beverage Vending Lease to Gilly National, Inc. dba Gilly Vending.

13. Modification No. 6 to Professional Services Contract No. 9015.9 - Construction Management Services for the Replacement Airport Traffic Control Tower and Integrated Facility Project - T2 Partners, a Joint Venture of Parsons Transportation Group, Inc., EPC Consultants, Inc., and The Allen Group, LLC

No. 16-0243 Resolution approving Modification No. 6 to Professional Services Contract 9015.9, Construction Management Services for the Replacement Airport Traffic Control Tower and Integrated Facility Project, with T2 Partners, a Joint Venture of Parsons Transportation Group, Inc., EPC Consultants, Inc., and The Allen Group, LLC, extending the contract duration by 114 days for services through Sept. 30, 2016. There is no change in the contract value.

14. Agreement No. 50064 with the County of San Mateo for Services Provided by the Airport/Community Roundtable (3 Years at \$220,000 per Fiscal Year)

No. 16-0244 Resolution approving the Agreement No. 50064 with the County of San Mateo for services provided by the Airport/Community Roundtable in an amount not to exceed \$220,000 per fiscal year for fiscal years 2016-2017, 2017-2018, and 2018-2019.

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G. NEW BUSINESS:

Discussion only. This is the "Public Comment" section of the calendar. Individuals may address the Commission on any topic within the jurisdiction of the Airport Commission for a period of up to two (2) minutes. Please fill out a "Request to Speak" form located on the table next to the speaker's microphone and submit it to the Commission Secretary.

Ms. Janry Mak ... my family has run Pacific Airport Shuttle for over 25 years at San Francisco Airport. My parents were high school sweethearts at Eugene McAteer High School, married in San Francisco, had three children in San Francisco all born at CPMC. We all attended San Francisco schools, and we all had our children here. I'm here to speak on Agenda Item No. 1 that was removed from the calendar. We've heard that there's several inaccuracies that are being forwarded and I just want to address them. We've been operating at the Airport for nearly 25 years and if we don't get awarded a contract, or if this RFP goes through, we won't be able to operate this business any longer. Some of you have been told that our drivers have been offered jobs from other companies and our vans would be bought by them. But our drivers weren't offered permanent employment, they were offered to come on and join these companies and when their contract is up, they must go. There's no job security. You may have been

informed that everyone is happy with this, but that's not true. Since 1993, the Airport has issued an RFP every few years trying to eliminate the small businesses. In 1993 our voice was louder because there were over 25 companies operating at the Airport. Even four years ago we had over 10 companies and somehow our voice was still loud. Now, there are only four of us, but we still want our voice known because if we have to shut down this business, a lot of us don't have anything else to fall back on. This is our livelihood and it's actually very stressful that every few years we know this is going to come up again. You might have been told that we won't be compliant with the Airport's CNG policy, and that's also inaccurate. These vans are over \$50,000 and we can't drive them for more than five years at the Airport but, we are all currently compliant, and we all operate CNG vehicles. If we don't, we're not allowed to drive into the Airport. And finally, as a compromise, we met with the Airport on August 18, 2016 and were advised to form a partnership between our companies. Three of the four companies agreed to come together as a partnership under one new company name with one color scheme, so that we could continue to operate at the Airport. We submitted that letter at the Airport's request and it was later denied. They say that we wouldn't be able to compete with the bigger companies like SuperShuttle. We feel that if we go out of business it should be on our terms and not because of the Airport's policy. Thank you.

Ms. Mak ... I have letters of support from Supervisors Avalos and Mar. (Letters are attached)

Mr. B.J. Fatemi, South and East Bay Airport Shuttle ... Basically I'm here for the same reason. We are one of the four companies that can be forced out due to the fact that the other three bigger companies are going to be taking over. San Francisco Airport Ground Transportation's argument was that it reduces congestion. But everybody stages outside the Airport and they go into the Courtyard and pick up that passenger one at a time. So, there's no circulation. And of course, it's needless to say that if we reduce from seven companies to four companies, the price is going to go higher because there's less competition, and that's not good for the traveling public. There are over 100 owner-operators or employees that are going to be without a job. That's basically it. Thank you.

\* \* \*

H. CORRESPONDENCE:

There was no discussion by the Commission.

\* \* \*

I. CLOSED SESSION:

There are no planned agenda items for a Closed Session for the current meeting.

In the event of any urgent matter requiring immediate action which has come to the attention of the Airport Commission after the agenda was issued and which is an item appropriately addressed in Closed Session, the Airport Commission may discuss and vote whether to conduct a Closed Session under Brown Act (California Government Code Sections 54954.2(b)(2) and 54954.5) and Sunshine Ordinance (San Francisco Administrative Code Section 67.11).

If the Airport Commission enters Closed Session under such circumstances, the Airport Commission will discuss and vote whether to disclose action taken or discussions held in Closed Session under the Brown Act (California Government Code Section 54957.1) and Sunshine Ordinance (San Francisco Administrative Code Section 67.12).

\* \* \*

J. ADJOURNMENT:

There being no further calendared business before the Commission the meeting adjourned at 9:27 AM.

***(Original signed by: Jean Caramatti)***

Jean Caramatti

Commission Secretary

Member, Board of Supervisors  
District II



City and County of San Francisco

JOHN AVALOS

September 6, 2016

San Francisco Airport Commission  
San Francisco International Airport  
P.O. Box 8097  
San Francisco, CA 94128-8097

RE: Agenda Item E. 1. On-Demand Shared-Ride Van Service

Dear Commissioners:

I am writing today to express my support for the local small airport shuttle businesses that have been operating at San Francisco International Airport for nearly 30 years. The current RFP and the proposed award of contracts to the three largest companies create the exclusive possession and control of the on-demand shared-ride van service at SFO. This does not promote the City and County of San Francisco's mission to foster, promote, and retain small businesses. Small businesses are a critical component of and major contributor to the strength of our local economy. It is important that we offer local small businesses an opportunity to compete.

The remaining four small businesses that would be forced to go out of business have made significant contributions to our local community and economy. For example, American Airporter is an owner-operator small business. The owner lives in San Francisco and has based his operations in San Francisco for over 26 years. He employs over 30 employees who live and work in San Francisco. Another example is Pacific Airport Shuttle. The owner lives in San Francisco, has raised his family in San Francisco, and has based his operations in San Francisco for over 20 years. Both of these small businesses are longstanding, community-serving businesses that are valuable cultural assets to the City. Additionally, they are on track to potentially becoming Legacy Businesses in San Francisco.

It is my hope that the Commission supports the mission of the City and County of San Francisco and continues to offer local small businesses the opportunity to compete.

Sincerely,

A handwritten signature in black ink, appearing to read "John Avalos".

John Avalos  
Member, SF Board of Supervisors

BOARD of SUPERVISORS



City Hall  
1 Dr. Carlton B. Goodlett Place, Room 244  
San Francisco, CA 94102-4689  
Tel. No. (415) 554-5184  
Fax No. (415) 554-5163  
TDD/TTY No. (415) 554-5227

September 6, 2016

San Francisco Airport Commission  
San Francisco International Airport  
P.O. Box 8097  
San Francisco, CA 94128-8097

RE: Agenda Item E. 1. On-Demand Shared-Ride Van Service

Dear Commissioners,

I am writing today to express my support for the local small airport shuttle businesses that have been operating at San Francisco International Airport for nearly 30 years. The current RFP and the proposed award of contracts to the three largest companies create the exclusive possession and control of the on-demand shared-ride van service at SFO. This does not promote the City and County of San Francisco's mission to foster, promote and retain small businesses. Small businesses are a critical component of and major contributor to the strength of our local economy. It is important that we offer local small businesses an opportunity to compete.

The remaining four small businesses that would be forced to go out of business have made significant contributions to our local community and economy. For example, American Airporter is an owner-operator small business. The owner lives in San Francisco and has based his operations in San Francisco for over 26 years. He employs over 30 employees who live and work in San Francisco. Another example is Pacific Airport Shuttle. The owner lives in San Francisco, has raised his family in San Francisco, and has based his operations in San Francisco for over 20 years. Both of these small businesses have a longstanding, community-serving business that is a valuable cultural asset to the City. Additionally, they are on track to potentially becoming a Legacy Business in San Francisco.

It is my hope that the Commission supports the mission of the City and County of San Francisco and continues to offer local small businesses the opportunity to compete.

Sincerely,

*ERIC MAR*

Eric Mar  
Member, SF Board of Supervisors



# SuperShuttle

August 12, 2016

Airport Commission  
San Francisco International Airport  
P.O. Box 8097  
San Francisco, CA 94128-8097

Dear Commissioners:

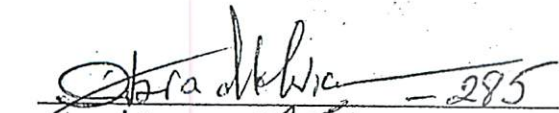

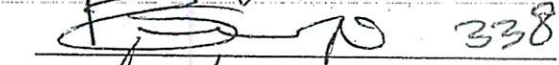

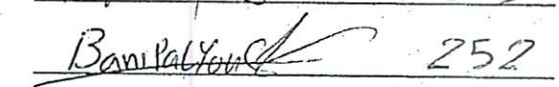
We urge you to pass the proposal to award the shared ride van permits to those chosen by the airport staff. Our small businesses have suffered greatly due to disorganization at the curb as well as other factors such as the permitting of TNCs. If you do not pass this resolution, our businesses will be gone.

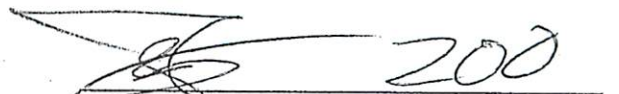
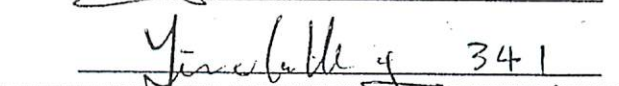


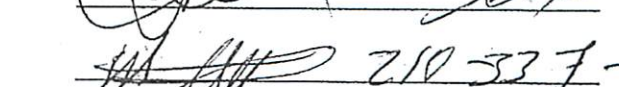
We have made and continue to make investments to meet the San Francisco International Airport's standards. We have embraced your environmental goals and purchased new vans. We have abided by your rules for decades and yet we have watched as companies such as Uber and Lyft have come in and shown no regard for your regulations and chipped away at our business.

We are each a small business that has bought into the larger support system of Supershuttle. Yes, Supershuttle is a recognizable nationwide brand which is increasingly important in the changing market of shared ride services. However, it is us as individuals that have put down our own money to have a van, purchase insurance, get inspections and all the other costs associated with serving SFO passengers. It would be negligent and a slap in the face to our small businesses if you dismiss the fact that passing this contract will have a significant impact on our ability to stay in business.

Shared ride van service is our livelihood and its existence faces elimination. If you vote to bring better organization to the curb you give us a fighting chance. If you vote no, you almost surely seal our demise.

Sincerely,

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# SuperShuttle.

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# SuperShuttle.

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*[Signature]* 322

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Cc: Ivar Satero, San Francisco International Airport  
San Francisco Board of Supervisors