

(ITEM) From the Director, Department of Transportation, and the Interim Airport Director requesting authorization to execute a Professional Services Contract with Unison Consulting, Inc., for the provision of financial consulting services for the Department of Transportation-Airport Division and the Department of Administrative Services for a five-year period effective January 1, 2015, through December 31, 2019, with an option to extend the contract for an additional five-year period beginning January 1, 2020, and ending December 31, 2024, by recommending adoption of the following:

A RESOLUTION

WHEREAS, General Mitchell International Airport (GMIA) staff solicited proposals from qualified firms for financial consulting services for the Milwaukee County Department of Transportation-Airport Division on August 11, 2014, for a term of five years with an optional extension of an additional five-year period; and

WHEREAS, Airport staff advertised Official Notice 6950 for the Request for Proposals (RFP) in the following publications: Milwaukee Journal Sentinel, Milwaukee Business Times, Spanish Journal, the Daily Reporter, and also on the websites of Milwaukee County Procurement and GMIA under business opportunities; and

WHEREAS, ads were also placed on the websites of American Association of Airport Executives and Airport Council International-North America; and

WHEREAS, a total of four proposals were received and an evaluation panel of six individuals familiar with County policies and procedures and Airport financing performed independent evaluations of the proposals based upon criteria included in the RFP; and

WHEREAS, three of the firms were brought in to make a presentation to the panel; and

WHEREAS, as a result of the evaluation, the firm of Unison Consulting, Inc., was recommended; and

WHEREAS, Unison Consulting, Inc., is a 100% Disadvantaged Business Enterprise (DBE) firm headquartered in Chicago, Illinois, and as part of this proposal has teamed up with a local firm, Andrea and Orendorff, LLP, also 100% DBE certified; and

WHEREAS, this offers 100% DBE participation throughout this contract; and

WHEREAS, Unison Consulting, Inc., has demonstrated their commitment to GMIA having been the Airport's financial consultant for more than 15 years, and over

the years has provided the financial expertise for the Capital Improvement Plan (CIP), Passenger Facility Charge (PFC) applications, feasibility studies, Continuing Disclosures for Revenue Bond Issuance and bond rating agencies, airline lease negotiations, and more; and

WHEREAS, the ongoing need for continuing airport financial consulting services is significant and the following projects are a sample of the involvement the consultant will have with Airport management:

- Assistance in the negotiation of a five-year extension of the current Airline Use and Lease Agreement which expires at the end of 2015, including but not limited to financial projections and calculations of airline rates and charges.
- Assistance in the preparation of the ongoing airport Capital Improvement Program, including the identification of available funding sources.
- Assistance in the preparation of Amendments to Passenger Facility Charge (PFC) applications #10-17 and preparation of future PFC applications.
- Preparation of the General Airport Revenue Bond annual continuing disclosure statement, feasibility study, and report revisions for the bond companies and Department of Administrative Services.
- Assistance in the preparation of information for bond rating agencies during annual reviews, new bond issues, and bond refundings.

; and

WHEREAS, the Committee on Transportation, Public Works, and Transit, at its meeting of December 3, 2014, recommended adoption of the Department's request (vote 6-1); and

WHEREAS, the Committee on Finance, Personnel, and Audit, at its meeting of December 11, 2014, also recommended adoption of the Department's request (vote 7-1); now, therefore,

BE IT RESOLVED, the Director, Department of Transportation, and the Interim Airport Director are authorized to execute a Professional Services Contract with Unison Consulting, Inc., to provide the Airport Division and the Department of Administrative Services with Airport related financial consulting services and to approve a five-year contract for the period beginning January 1, 2015, and ending December 31, 2019, with an option to extend for an additional five-year period beginning January 2, 2020, and ending December 31, 2024.

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