



**Massachusetts Bay
Transportation Authority**

Parking Facilities Management Contract

Bruno Lopes – Director of Parking and Station Access

MBTA Board of Directors

February 24, 2022

Parking System Overview

- 101 Authority-owned parking facilities
- 10 garages and 91 surface lots – 14.5M square feet.
- Over 44,000 parking spaces, 35,000 daily parkers pre-pandemic
- Nearly 75% of facilities are located on the Commuter Rail Network
- Parking prices range from \$2 to \$9 per day, monthly permits available at many locations
- Parking system generated over \$53M gross revenue in FY19, for comparison the system generated \$7.3M in FY21. Parking utilization was down nearly 85% in FY21 due to Covid-19.



RFP Overview: Parking Facilities Management

- Current management agreement with Republic Parking covers a five (5) year term, from April 1, 2017, to March 31, 2022.
- The Authority released a best value RFP in November of 2021.
- The Scope of Work includes:
 - Operations and Maintenance of all parking facilities, including snow and ice services
 - Revenue Collection and Parking Enforcement
 - On-Call parking operation related specialist services beyond the scope of the RFP
- Fixed fee pricing inclusive Operations and Maintenance services including equipment , materials and labor
- Performance Standard KPI and SLA with penalties established



RFP Technical Pricing Response

- The Authority received responses from five (5) vendors.
 - The three (3) vendors with the highest Technical scores were shortlisted before prices were opened
 - Selection Committee's Technical evaluation centered on, qualifications and experience; start up plan; approach to maintenance and snow; supplier diversity.

Vendor	Original Price	BAFO – With Snow as Pass through
Keolis	\$25,508,311	\$19,029,515
LAZ	\$28,633,006	\$20,670,867
PCI	\$24,456,000	\$16,033,789
REEF/Republic Parking	\$24,245,074	N/A
SP+	\$29,539,769	N/A



RFP Outcome

- Best Value Decision: Taking both a technical and price perspective the Selection Committee recommended Keolis Commuter Service.
- Keolis provides commuter rail service at nearly 75% of MBTA stations where parking facilities are located.
- Keolis received highest technical score and submitted second lowest cost; demonstrated experience managing similar sized commuter parking operations; proposed strong project start up plan and a DEI commitment of \$500k annually.
- Under the proposed agreement, snow and ice management will be a direct cost pass through with no mark up.



Proposed Board Vote

VOTED:

To authorize the General Manager, or his designee, to award and execute a contract and all necessary ancillary documents between the MBTA and Keolis Commuter Services for Parking Facilities Management, in a form approved by the General Counsel, in an amount not to exceed \$19,029,515.65.

