



City of Mobile  
Request for Proposals  
RFP Number: 2019-05

**Addendum # 1**

MOBILE ALABAMA CRUISE TERMINAL  
PARKING SHUTTLE SERVICE

The City ("City") of Mobile is amending its Request for Proposals (RFP) for Mobile Alabama Cruise Terminal Parking Management services.

The City is providing supplemental information based on requests for clarifications and additional information.

Additionally, the RFP is corrected to read throughout that Proposal submissions are due by **5:00 pm, local time in Mobile, AL, Tuesday, October 22, 2019.**

Below are questions received and responses:

1. The current operator charges a flat transaction fee for every credit card transaction. Their flat transaction fee is \$5.00 per transaction. Would the MACT allow for actual fees (no mark-up) for credit card transactions to be passed on to the MACT as an operating expense of the facility? This would save the MACT thousands of dollars per year if true and actual fees were charged to the MACT instead of a \$5.00 transaction fee.

**Answer:** The current vendor does not charge MACT or customers a fee for credit card transactions. MACT pays the vendor a \$5.00 fee for every customer payment transaction, including every charged commercial bus terminal visit. MACT pays the vendor a \$2.00 fee for every charged limousine or shuttle visit. MACT will consider alternative fee arrangements.

2. Commercial Vehicle Access Fees (page 4-5 of RFP) – states that it is requesting to track and charge for commercial vehicle drop off and pick up as well as a head count of passengers in each vehicle. The current operation, from what has been observed on cruise days, is keeping track of only drop offs and are not documenting head counts of passengers in each vehicle. Requesting confirmation that the MACT wants to charge for both drop off and pick up as well as providing head counts of passengers in each Commercial Vehicle.

**Answer:** Yes, MACT charges some commercial vehicles per each terminal passenger visit; this includes both drop off and pick up visits. Each of these commercial operators (except for charter buses) is required to create a

registration and payment account with the vendor. The current vendor tracks terminal visits and invoices those commercial operators.

Passenger head counts are no longer required – that provision can be removed from the specifications.

Here are how the MACT charges commercial passenger operations accessing the terminal.

Transportation Network Companies (TNC) and Taxi companies: assessed a one-time account set-up fee of \$50.00 and a \$50.00 per month fee for the privilege of their network vehicles and taxicabs picking up and dropping off passengers at the Terminal. There are no per-visit charges

Limousines, shuttles, and courtesy shuttles: assessed a \$50.00 one-time account setup fee for each vehicle accessing the terminal and an \$8.00 (limousine) or \$12.00 (shuttle) access fee for every visit.

Charter Buses: pay a \$60 access fee and shall be in compliance with State of Alabama insurance and applicable regulations.

Any commercial vehicle or bus parking at the terminal for the duration of the cruise are not required to pay an access fee, but instead pay the parking rate.

3. On average how many RV's and Buses are parking on the 4 Day and 5 Day cruises.

**Answer:** Approximately 10 per year.

4. Please provide the past 12 months of MACT parking revenues collected (broken down by month).

Month	Total Rev
Oct 2018	\$ 312,540.50
Nov 2018	\$ 238,835.50
Dec 2018	\$ 312,600.00
Jan 2019	\$ 153,919.50
Feb 2019	\$ 279,404.00
Mar 2019	\$ 299,855.00
Apr 2019	\$ 318,940.00
May 2019	\$ 297,382.00
Jun 2019	\$ 333,259.50
July 2019	\$ 273,692.00
Aug 2019	\$ 323,433.50
Sep 2019	\$ 293,130.00

5. How many citations has MACT's current parking manager written for non-payment of enforcement citations over the past 12 months?

**Answer:** The vendor identifies approximately 10 vehicles per cruise that are not registered by tag as having paid. Approximately 5 of those are issued enforcement citations. Note that MACT does not allow the vendor to immobilize non-registered vehicles. The vendor is expected to use alternative measures to ensure payment compliance.

6. What are the current enforcement fees for non-payment of parking as well as commercial for hire vehicles drop offs and pick-ups at MACT?

**Answer:** \$50.00

7. Please provide for the past 12 months, the number of transactions for hire "commercial vehicles" such as taxi-cabs, limos, hotel shuttles, TNC's (Uber and Lyft).

**Answer:** See the following transaction counts that show commercial visit volumes.

- a. Does MACT's current vendor track these transactions by prepayments and all non-prepayments; if so, can you please share this breakdown?

**Answer:** Commercial vendors are invoiced. Generally about 40% of private vehicles pay in advance through the web page. The rest pay through the kiosk, app, or text.

- b. Can you confirm that Uber and Lyft drivers are not currently charged at MACT for drop offs and pick-ups but taxis are required to pay a \$50 annual permit fee?

**Answer:** See the answer to question 2.





8. Page 3 Item III General Specifications C. - Please confirm MACT's requirement for payment by all vehicles using cruise terminal parking facilities, regardless of collection of revenue from these vehicles.

**Answer:** Yes. Vendor is required to pay MACT for all of revenues owed for parking or commercial vehicle visits. Garaged vehicle and commercial drop off/pick up counts and customer prepayment reservations are used to determine amount vendor owes to MACT. Vendor owed amount may be reduced by customer requested and vendor refund of "no show" prepaid reservations, and other agreed upon circumstances. Discrepancies between these counts and reservations, and vendor payment receipts, can arise due to electronic or data transaction errors, mistaken tag entry, or customer failure to pay.

9. For the past 12 months has the City received revenue from the current operator when the operator did not collect revenue from a patron?

**Answer:** Yes.