



FRESNO YOSEMITE International Airport

City of Fresno Airports Department
4995 E Clinton Way, Fresno, California 93727-1525
(559) 621-4500 • flyfresno.com

DATE: September 22, 2022

TO: GEORGEANNE A. WHITE, City Manager
City Manager's Office

FROM: HENRY THOMPSON, A.A.E., C.A.E., IAP, Director of Aviation
Airports Department

SUBJECT: AWARD SOLE SOURCE PURCHASE CONTRACT TO SKIDATA, INC., IN THE AMOUNT OF \$350,340 FOR THE PURCHASE OF SKIDATA LICENSE PLATE RECOGNITION SYSTEM (LPR) AS A PART OF PARKING AND REVENUE CONTROL SYSTEM (PARCS) EQUIPMENT FOR THE PARKING LOT AND GARAGE AT FRESNO YOSEMITE INTERNATIONAL AIRPORT (FAT)

The purpose of this memorandum is to request the City Manager authorize a sole source exception to the procurement requirements as set forth in the Administrative Order (AO) 3-3, so that the Airports Department (Airport) may seek Council approval for the purchase of a License Plate Recognition System (LPR) as a part of the Parking Revenue Control System (PARCS) equipment from SkiData, Inc. (SkiData). This LPR equipment is necessary because it will create a seamless environment for passengers using the parking facilities at Fresno Yosemite International Airport (FAT), in addition to allow for inventory control by the parking management company. The purchase includes warranty on the equipment and will include maintenance for the equipment, which the Airport owns and operates.

1. Following a procurement process, the Airport purchased and installed the current PARCS equipment in 2016. This large capital investment took months to complete. Prior to this, the last time PARCS was replaced was in 1999. PARCS equipment is specialized in operating and collecting revenue for Airport parking lots. Each brand of equipment is proprietary in its operation.
2. In 2019, the PARCS equipment was expanded to include the new credit card only long-term lot and the economy parking lot. This equipment was integrated into the already existing PARCS located at FAT.
3. In 2021, the Airport added the 4-story parking garage. That garage included an expansion of the current PARCS equipment and a new Automated Parking Guidance System (APGS) to assist passengers with finding parking with less idling time.
4. The Airport attempted to complete the LPR part of the project in conjunction with the garage project but found that the costs were double the amount than if the LPR were completed on its own. Funding for the project falls under the Measure C Technology Improvement Grant. No Airport or City funds will be used on this project. This project will allow for the ease of passengers to enter and exit the facility without a ticket and will determine vehicles' length of stay at the Airport.



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5. Based on the information above, it is appropriate for the City to dispense with the competitive bidding requirement in this instance, and to authorize the Airport to purchase the LPR equipment from SkiData under the sole-source exception.

If you have any additional questions, or require additional information and data, please do not hesitate to contact me at 559-621-4600.

City Manager's Sole Source Determination:

Approved Denied



Georgeanne A. White, City Manager



Date