

Torres Rojas, Genara

FOI # 13870

From: cking@riker.com
Sent: Monday, March 25, 2013 2:58 PM
To: Duffy, Daniel
Cc: Torres Rojas, Genara; Van Duyne, Sheree
Subject: Freedom of Information Online Request Form

Information:

First Name: Catherine
Last Name: King
Company: Riker Danzig
Mailing Address 1: Headquarters Plaza
Mailing Address 2: 1 Speedwell Avenue
City: Morristown
State: NJ
Zip Code: 07920
Email Address: cking@riker.com
Phone: 973-451-8545
Required copies of the records: Yes

List of specific record(s):

Copies of any Agreements pertaining to operation of parking facilities or shuttle services at any Port Authority properties by ABM Parking Services, formerly known as AMPCO System Parking and any minutes or resolutions pertaining thereto.

FOI Administrator

May 20, 2013

Ms. Catherine King
Riker Danzig
Headquarters Plaza, 1 Speedwell Avenue
Morristown, NJ 07920

Re: Freedom of Information Reference No. 13870

Dear Ms. King:

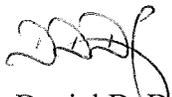
This is a response to your March 25, 2013 request, which has been processed under the Port Authority's Freedom of Information Code (the "Code") for copies of any agreements pertaining to operation of parking facilities or shuttle services at any Port Authority properties by ABM Parking Services, formerly known as AMPCO System Parking and any minutes or resolution pertaining thereto.

Material responsive to your request and available under the Code can be found on the Port Authority's website at <http://www.panynj.gov/corporate-information/foi/13870-LPA.pdf>. Paper copies of the available records are available upon request.

Certain material responsive to your request is exempt from disclosure pursuant to exemption (1) of the Code.

Please refer to the above FOI reference number in any future correspondence relating to your request.

Very truly yours,



Daniel D. Duffy
FOI Administrator

THE PORT AUTHORITY OF NY & NJ

Lillian D. Valenti
Director, Procurement

September 7, 2012

OVERNIGHT MAIL AND VIA FAX (866) 349-0516

D. Scott Hutchison, Vice President Airports
Ampco Parking Services
d/b/a ABM Parking Services
1150 South Olive Street, Suite 1900
Los Angeles, CA 90015

RE: AIRPORT PARKING LOT MANAGEMENT AND OPERATIONS SERVICES AT JOHN F KENNEDY INTERNATIONAL AIRPORT (JFK), LAGUARDIA AIRPORT (LGA) AND NEWARK LIBERTY INTERNATIONAL AIRPORT (EWR); PROPOSAL # 29198; CONTRACT #4600009203; PURCHASE ORDER #4500063465 FOR EWR, PURCHASE ORDER # 4500063466 FOR JFK, PURCHASE ORDER #450063468 FOR LGA AND PURCHASE ORDER # 4500063470 FOR REVENUE/COST SAVINGS INITIATIVES

Dear Mr. Hutchison:

The Port Authority of New York and New Jersey ("Port Authority") hereby offers to enter into an agreement, as hereinafter set forth ("the Agreement") with Ampco Parking Services d/b/a ABM Parking Services, ("the Contractor") for the performance of the above-referenced services.

The Agreement between the parties shall consist of the following, stated in order of precedence in case of conflict or inconsistency:

1. this Letter of Acceptance.
2. the Guarantee Agreement executed by ABM Industries Incorporated ("Guarantor") in favor of the Port Authority with the attached Consent of Directors of Guarantor dated August 30, 2012 and legal opinion of Guarantor's Deputy General Counsel dated September 5, 2012.
3. the Contractor's revised Cost Proposal Form (A) dated August 2, 2012
4. the Contractor's Best and Final Offer dated June 27, 2012 with the exception of Part III, Cost Proposal Form (A), the Contractor's Best, Final Offer letter dated July 3, 2012, and the letter from the Authority dated June 29, 2012 addressing exceptions to the standard terms and conditions.

2 Montgomery Street, 3rd Floor
Jersey City, NJ 07302
T: 201 395 7477

THE PORT AUTHORITY OF NY & NJ

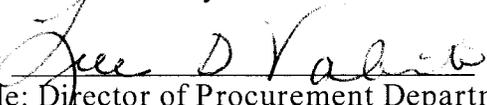
5. the Contractor's responses to the Port Authority's Request for Presentation and Clarification dated June 25, 2012.
6. the following sections of the Contractor's Proposal dated June 12, 2012: Letter of Transmittal; Executive Summary; Certification with Respect to Contractor's Integrity; Management Approach with the exception of references to Stewart International Airport; Technical Experience of the Proposers and the Proposer's Capability to Meet the Requirements of the RFP with the exception of the Section entitled "Financial Capabilities"; Customer Service and Related Programs; Revenue-Generating and Cost Saving Plan; Contractor's Identity Check/Background Screening Plan; M/WBE Participation Plan; Under Additional Information the following sections: Reporting; Green Care; Employee Newsletter.
7. the Port Authority's Request for Proposal (RFP) entitled "Airport Parking Lot Management and Operation Services at John F Kennedy International Airport, LaGuardia Airport and Newark International Airport" and Addenda #1 and #2 thereto issued by the Port Authority.

This Agreement shall be in effect for a five (5) year period commencing on September 15, 2012 and terminating on September 14, 2017 subject to earlier termination or extension as provided in the Agreement. For payment, invoicing and administrative purposes, this Agreement will be assigned Purchase Order #4500063465 for EWR, Purchase Order #4500063466 for JFK, Purchase Order #4500063468 for LGA and Purchase Order # 4500063470 for Revenue/Cost Savings Initiates.

If you are in agreement with the above, please indicate such agreement by signing the duplicate originals of this Letter of Acceptance below and returning both to the attention of Kathy Leslie Whelan, 2 Montgomery Street 3th Floor, Jersey City, New Jersey 07302. A copy is enclosed for your records.

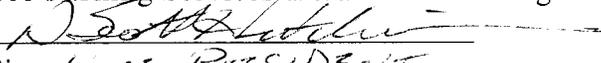
Very truly yours,

The Port Authority of New York & New Jersey

By: 
Title: Director of Procurement Department
Date: 9/13/2012

Agreed:

Ampco Parking Services d/b/a ABM Parking Services

By: 
Title: VICE PRESIDENT
Date: 9/12/2012

GUARANTEE AGREEMENT

In order to induce THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY to accept the proposal submitted by Ampco System Parking d/b/a ABM Parking Services (the "Company") on Contract issued under RFP # 29198, the undersigned, ABM Industries Incorporated ("ABM") which has a material financial interest in the aforementioned corporation submitting said proposal, warrants, undertakes and guarantees that the Company shall well and faithfully do and perform the things agreed by it to be done and performed according to the true terms and true intent and meaning of said Contract, including the payment of all lawful claims of subcontractors, materialmen and workmen arising out of the performance of said Contract.

This undertaking is for the benefit of THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY and all subcontractors, materialmen and workmen having lawful claims arising out of the performance of said Contract, and all such subcontractors, materialmen and workmen (as well as THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY itself) shall have a direct right of action upon this undertaking; but the rights and equities of such subcontractors, materialmen and workmen shall be subject and subordinate to those of THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY.

This undertaking and guarantee shall be in no way impaired or affected by any extensions of time, modification, amendment, omission, addition or change in or to the said Contract or the services to be performed thereunder, or by any payment thereunder before the time required therein, any waiver of any provision or condition thereof (whether precedent or subsequent) or by any assignment, subletting or other transfer thereof, or of any part thereof, or of any services to be performed, or any moneys due or to become due thereunder; and ABM does hereby waive notice of any and all of such extensions, modifications, omissions, additions,

changes, payments, waivers, assignments, subcontracts and transfers, and does hereby expressly stipulate and agree that any and all things done and omitted to be done by and in relation to assignees, subcontractors and other transferees shall have the same effect as to ABM, as though done by or in relation to the Company.

All the terms and conditions of the above guarantee are contained in this instrument, and this instrument may be changed only by express provisions of a writing signed by the party to be charged therewith.

IN WITNESS WHEREOF, the aforementioned guaranteeing corporation, ABM has caused its corporate seal to be affixed hereto and this instrument to be executed by its duly authorized officer this 30th day of August, 2012.

By:


D. Anthony Scaglione

Title:

Senior Vice President and Treasurer

ABM INDUSTRIES INCORPORATED

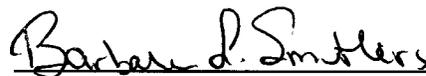
ASSISTANT SECRETARY'S CERTIFICATE

I, BARBARA L. SMITHERS, hereby certify that I am the duly elected and acting Assistant Secretary of ABM INDUSTRIES INCORPORATED, a corporation duly organized and existing under the laws of the State of Delaware, do hereby certify the following:

1. ABM Industries Incorporated ("ABM") is the sole shareholder of Ampco System Parking d/b/a ABM Parking Services (the "Company"), a corporation duly organized and existing under the laws of the State of California.
2. D. ANTHONY SCAGLIONE is the duly appointed and incumbent Senior Vice President and Treasurer of ABM, and is authorized to act in that capacity on behalf of ABM.
3. As Senior Vice President and Treasurer of ABM, Mr. Scaglione is authorized to execute and deliver, on behalf of ABM, any contract of guaranty, guaranteeing the obligations of the Company and ABM, as such guaranty relates to the proposal to provide services to the Port Authority of New York and New Jersey.
4. MARK MUGLICH is the duly appointed and incumbent President of the Company, and is authorized to act in that capacity on behalf of the Company.
5. As President of the Company, Mr. Muglich is authorized to execute and deliver, on behalf of the Company, any and all contracts pertaining to the proposal and contract to provide services to the Port Authority of New York and New Jersey.

IN WITNESS WHEREOF, I have hereunto set my signature on this 30th day of August,

2012.



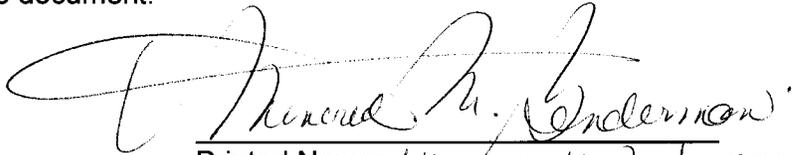
Barbara L. Smithers
Assistant Secretary

Barbara L. Smithers
Assistant Secretary

State of New York §
 § ss.
County of New York §

On August 30, 2012, before me, Minerva M. Benderman, Notary Public, personally appeared Barbara L. Smithers, personally known to me to be the person whose name is subscribed to the within instrument and acknowledged to me that he executed the same in his authorized capacity, and that by his signature on the instrument, the person, or the entity upon behalf of which the person acted, executed the document.

WITNESS my hand and official seal.



Printed Name: Minerva M. Benderman
Notary Public

MINERVA M. BENDERMAN
Notary Public, State of New York
No. 01BE5060064
Qualified in Nassau County
Commission Expires May 13, 2014
Certificate Filed in New York County



Barbara L. Smithers
Vice President, Deputy General
Counsel and Assistant Secretary

Legal Department
551 Fifth Avenue, Suite 300
New York, N.Y. 10176
Office: (212) 297-9746
Fax: (866) 409-8911

barbara.smithers@abm.com

September 5, 2012

The Port Authority of N.Y. and N.J.
Procurement Department
2 Montgomery Street, 3rd Floor
Jersey City, New Jersey 07302

Gentlemen:

I am a Vice President and Deputy General Counsel of ABM Industries Incorporated, a Delaware corporation ("ABM"). In connection with your consideration of the proposal submitted by Ampco System Parking d/b/a ABM Parking Services on the contract issued under RFP # 29198, I am providing this opinion to you, to be relied upon by you in connection with the guaranty executed by ABM in support of such proposal (the "Guaranty").

ABM has full power, right and authority to enter into the Guaranty and perform its obligations under the Guaranty. The execution, delivery, and performance of the Guaranty have been duly and validly authorized by all necessary corporate action of ABM. The Guaranty has been duly executed and delivered by ABM and constitutes the valid and binding obligation of ABM.

I am admitted to the bar in the State of New York and do not express any opinion as to the laws of any other jurisdiction other than the General Corporation Law of the State of Delaware. The opinions set forth herein are rendered as of the date hereof, and I assume no obligation to update such opinions or advise you of changes in my opinions to reflect facts or circumstances which may hereafter come to my attention or changes in the law which may hereafter occur.

Sincerely,

A handwritten signature in black ink that reads "Barbara L. Smithers". The signature is written in a cursive, flowing style.

Santana, Luz

From: Scott Hutchison [Scott.Hutchison@abm.com]
Sent: Thursday, August 09, 2012 1:31 PM
To: Santana, Luz
Cc: Leslie Whelan, Kathy; Mark Muglich; Leonard Carder
Subject: RE: Airport Parking Lot Operations and Management Services at JFK, EWR and LGA, RFP # 29198 - Requested Information
Attachments: PANYNJ bafo 080812.pdf

Luz,
Attached please find the updated Cost Proposal Forms per you request. The Letter of Credit or Parent Guarantee will be submitted in short order. Please review the attached and let me know if it meets your expectations.
Scott

From: Santana, Luz [lsantana@panynj.gov]
Sent: Thursday, August 02, 2012 9:51 AM
To: Scott Hutchison
Cc: Leslie Whelan, Kathy
Subject: Airport Parking Lot Operations and Management Services at JFK, EWR and LGA, RFP #29198 - Requested Information

Good Morning Mr. Hutchinson,

The Port Authority of New York and New Jersey Board of Commissioners has authorized us to enter into an agreement with your firm for the Airport Parking Lot Operations and Management Services at JFK, EWR and LGA. We cannot enter into an agreement until the authorization document is signed, however, we would like to proceed with the award. Please submit the following:

- Please provide either; 1) a \$3 million Letter of Credit* utilizing the standard Port Authority format (see attached) for the successful completion of the Company's proposed services; or 2) a parental guarantee by ABM Industries Incorporated that has been approved by the Port Authority Law Department either of which helps to ensure for the successful completion of the company's proposed services.

*If a Letter of Credit (L/C) is provided it must be reviewed in **DRAFT FORMAT** by our Credit, Collection and Accounts Receivable (CCAR) utilizing the Port Authority standard format (see attached). The L/C **must** be issued by an investment grade rated bank, which resides in the Port Authority's district of operation. If the company uses a bank outside of our district or a bank that is not investment rated or a bank that is unknown, the company must have its bank arrange an advising bank relationship where the advising bank is in our district and either provides for payment or guarantees the L/C.

Please make sure the tenant or its bank contacts Mike Mayurnik of CCAR at 212-435-5838 **prior** to issuing and sending any final version of the L/C.

- A revised cost proposal form is attached with the revised estimated annual hours, as discussed at our negotiation meeting. Kindly review it, fill it out, print it, and signed it to confirm that you are in agreement with the changes. Please note that the unit pricing from your Best and Final Offer (BAFO) must be included.

If you have any questions, feel free to contact me at the number below.

Luz Santana, CPPB
Senior Buyer
Procurement Department

Port Authority of NY & NJ

✉ E-mail: lsantana@panynj.gov

☎ Voice: (201) 395-3449

📠 Fax: (201) 395-3425

DO NOT DISTRIBUTE TO ANYONE OUTSIDE THE TO: OR CC: LINES

NOTICE: THIS E-MAIL AND ANY ATTACHMENTS CONTAIN INFORMATION FROM THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY AND AFFILIATES. IF YOU BELIEVE YOU HAVE RECEIVED THIS E-MAIL IN ERROR, PLEASE NOTIFY THE SENDER IMMEDIATELY, PERMANENTLY DELETE THIS E-MAIL (ALONG WITH ANY ATTACHMENTS), AND DESTROY ANY PRINTOUTS.

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Revised August 2, 2012

PART III (A0 - COST PROPOSAL FORM						
<u>Airport Parking Operations and Management Services - YEAR 1</u>						
	Estimated Annual Hours		Hourly Rate*			Estimated Annual Charge
<u>I. Lane Casher</u>						
JFK-Full Time	150,000	X	26.2604	(A1)	=	\$3,939,055
JFK-Part Time	18,000	X	13.3251	(B1)	=	\$239,852
EWR-Full Time	148,500	X	24.3505	(C1)	=	\$3,616,047
EWR-Part Time	16,500	X	15.0273	(D1)	=	\$247,950
LGA-Full Time	80,000	X	23.2521	(E1)	=	\$1,860,166
LGA-Part Time	9,020	X	13.3051	(F1)	=	\$120,012
<u>II. Attendant (Traffic/Valet)</u>						
JFK-Full Time	27,000	X	\$26.3928	(I1)	=	\$712,605
JFK-Part Time	29,000	X	\$13.5553	(J1)	=	\$393,103
EWR-Full Time	79,000	X	\$23.2481	(K1)	=	\$1,836,597
EWR-Part Time	29,000	X	\$14.2502	(L1)	=	\$413,256
LGA-Full Time	40,500	X	\$23.6203	(M1)	=	\$956,622
LGA-Part Time	50,000	X	\$13.2166	(N1)	=	\$660,830
<u>III. Clerk (Office/Revenue)</u>						
JFK-Full Time	22,500	X	\$25.6162	(O1)	=	\$576,364
EWR-Full Time	34,100	X	\$24.0367	(P1)	=	\$819,651
LGA-Full Time	15,000	X	\$23.9866	(Q1)	=	\$359,799

PART III (A) COST PROPOSAL FORM						
<u>Airport Parking Operations and Management Services YEAR 1</u>						
<u>IV. Supervisor (Field/Office)</u>						
JFK-Full Time	105,000	X	<u>\$27.9532</u>	(R1)	=	\$2,935,083
EWR - Full Time	107,000	X	<u>\$28.2573</u>	(S1)	=	\$3,023,527
LGA- Full Time	47,000	X	<u>\$29.4384</u>	(T1)	=	\$1,383,605
<u>V. Supervisor-in-Charge</u>						
JFK-Full Time	10,800	X	<u>\$31.5391</u>	(V1)	=	\$340,623
EWR-Full Time	17,000	X	<u>\$33.4125</u>	(W1)	=	\$568,013
LGA- Full Time	8,900	X	<u>\$28.9260</u>	(X1)	=	<u>\$257,441</u>
<u>VI. Monthly Management Fee</u>			Monthly Charge **			Estimated Annual Charge
			<u>\$294,322.18</u>	(Y1)		<u>\$3,531,866</u>

VII. Fleet Operating Charge***						
Per Attachment B, Part II, Section 13, entitled "Fleet Operations Services", fuel will be Purchased and supplied by the Port Authority only for vehicles operating exclusively under this Contract at John F. Kennedy International Airport at no charge to the Contractor						
<u>Monthly Operating Charge Per Vehicle</u>	<u>Number of Vehicles</u>	<u>Monthly Operating Charge</u>				<u>Estimated Annual Charge</u>
(a) JFK						
<u>\$1,590.00</u> (Customer Service)	<u>3</u>	<u>\$4,770.00</u>	X	<u>12 months</u>	=	<u>\$57,240</u>
<u>\$2,115.00</u> (10 Passenger)	<u>1</u>	<u>\$2,115.00</u>	X	<u>12 months</u>	=	<u>\$25,380</u>
<u>\$1,522.00</u> (4 wheel drive)	<u>5</u>	<u>\$7,610.00</u>	X	<u>12 months</u>	=	<u>\$91,320</u>
(b) EWR						
<u>\$2,490.00</u> (Customer Service)	<u>7</u>	<u>\$17,430.00</u>	X	<u>12 months</u>	=	<u>\$209,160</u>
	<u>0</u>	<u>\$0.00</u>	X	<u>12 months</u>	=	<u>\$0</u>
<u>\$2,476.00</u> (4 wheel drive)	<u>5</u>	<u>\$12,380.00</u>	X	<u>12 months</u>	=	<u>\$148,560</u>

Revised August 2, 2012

<u>Monthly Operating Charge Per Vehicle</u>	<u>Number of Vehicles</u>	<u>Monthly Operating Charge</u>				<u>Estimated Annual Charge</u>
(c) LGA						
\$2,490.00 (Customer Service)	<u>2</u>	\$4,980.00	<u>X</u>	<u>12 months</u>	<u>=</u>	\$59,760
\$0.00 (10 Passenger)	<u>0</u>	\$0.00	<u>X</u>	<u>12 months</u>	<u>=</u>	\$0
\$2,440.00 (4 wheel drive)	<u>3</u>	\$7,320.00	<u>X</u>	<u>12 months</u>	<u>=</u>	\$87,840
VII - Year 1- Estimated Total Annual Operating Charge:						\$679,260

Estimated Total - Year 1 of 5 - Year Base Amount (A) = \$29,471,327
A = (I)+(II)+(III)+(IV)+(V)+(VI)+(VII)

Revised August 2, 2012

PART III (A0 - COST PROPOSAL FORM						
<u>Airport Parking Operations and Management Services - YEAR 2</u>						
	Estimated Annual Hours		Hourly Rate*			Estimated Annual Charge
<u>I. Lane Casher</u>						
JFK-Full Time	150,000	X	\$27.0477	(A2)	=	\$4,057,148
JFK-Part Time	18,000	X	\$13.7098	(B2)	=	\$246,777
EWR-Full Time	148,500	X	\$25.0043	(C2)	=	\$3,713,145
EWR-Part Time	16,500	X	\$15.4402	(D2)	=	\$254,763
LGA-Full Time	80,000	X	\$23.8414	(E2)	=	\$1,907,311
LGA-Part Time	9,020	X	\$13.6892	(F2)	=	\$123,477
<u>II. Attendant (Traffic/Valet)</u>						
JFK-Full Time	27,000	X	\$27.1819	(I2)	=	\$733,912
JFK-Part Time	29,000	X	\$13.9468	(J2)	=	\$404,456
EWR-Full Time	79,000	X	\$23.8782	(K2)	=	\$1,886,381
EWR-Part Time	29,000	X	\$14.6614	(L2)	=	\$425,181
LGA-Full Time	40,500	X	\$24.2483	(M2)	=	\$982,058
LGA-Part Time	50,000	X	\$13.5981	(N2)	=	\$679,904
<u>III. Clerk (Office/Revenue)</u>						
JFK-Full Time	22,500	X	\$26.3888	(O2)	=	\$593,749
EWR-Full Time	34,100	X	\$24.8309	(P2)	=	\$846,734
LGA-Full Time	15,000	X	\$24.6174	(Q2)	=	\$369,262

PART III (A) COST PROPOSAL FORM						
<u>Airport Parking Operations and Management Services YEAR 2</u>						
<u>IV. Supervisor (Field/Office)</u>						
JFK-Full Time	105,000	X	<u>\$28.7155</u>	(R2)	=	\$3,015,127
EWR - Full Time	110,000	X	<u>\$28.9981</u>	(S2)	=	\$3,189,792
LGA- Full Time	47,000	X	<u>\$30.3068</u>	(T2)	=	\$1,424,420
<u>V. Supervisor-in-Charge</u>						
JFK-Full Time	10,800	X	<u>\$32.5353</u>	(V2)	=	\$351,381
EWR-Full Time	17,000	X	<u>\$34.4756</u>	(W2)	=	\$586,086
LGA- Full Time	8,900	X	<u>\$29.7346</u>	(X2)	=	<u>\$264,638</u>
<u>VI. Monthly Management Fee</u>			Monthly Charge			Estimated Annual Charge
			**			
			<u>\$300,154.04</u>	(Y2)		<u>\$3,601,848</u>

VII. Fleet Operating Charge***						
Per Attachment B, Part II, Section 13, entitled "Fleet Operations Services", fuel will be Purchased and supplied by the Port Authority only for vehicles operating exclusively under this Contract at John F. Kennedy International Airport at no charge to the Contractor						
<u>Monthly Operating Charge Per Vehicle</u>	<u>Number of Vehicles</u>	<u>Monthly Operating Charge</u>				<u>Estimated Annual Charge</u>
(a) JFK						
<u>\$1,621.80</u> (Customer Service)	<u>3</u>	<u>\$4,865.40</u>	X	<u>12 months</u>	=	<u>\$58,385</u>
<u>\$2,157.30</u> (10 Passenger)	<u>1</u>	<u>\$2,157.30</u>	X	<u>12 months</u>	=	<u>\$25,888</u>
<u>\$1,552.44</u> (4 wheel drive)	<u>5</u>	<u>\$7,762.20</u>	X	<u>12 months</u>	=	<u>\$93,146</u>
(b) EWR						
<u>\$2,539.80</u> (Customer Service)	<u>7</u>	<u>\$17,778.60</u>	X	<u>12 months</u>	=	<u>\$213,343</u>
(10 Passenger)	<u>0</u>	<u>\$0.00</u>	X	<u>12 months</u>	=	<u>\$0</u>
<u>\$2,525.52</u> (4 wheel drive)	<u>5</u>	<u>\$12,627.60</u>	X	<u>12 months</u>	=	<u>\$151,531</u>

Revised August 2, 2012

<u>Monthly Operating Charge Per Vehicle</u>	<u>Number of Vehicles</u>	<u>Monthly Operating Charge</u>				<u>Estimated Annual Charge</u>
<u>(c) LGA</u>						
<u>\$2,539.80</u> (Customer Service)	<u>2</u>	<u>\$5,079.60</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$60,955</u>
<u>\$0.00</u> (10 Passenger)	<u>0</u>	<u>\$0.00</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$0</u>
<u>\$2,488.80</u> (4 wheel drive)	<u>3</u>	<u>\$7,466.40</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$89,597</u>
VII - Year 2- Estimated Total Annual Operating Charge:						<u>\$692,845</u>

Estimated Total - Year 2 of 5 - Year Base Amount (B) = \$30,350,396

B = (I)+(II)+(III)+(IV)+(V)+(VI)+(VII)

Revised August 2, 2012

PART III (A0 - COST PROPOSAL FORM						
Airport Parking Operations and Management Services - YEAR 3						
	Estimated Annual Hours		Hourly Rate*			Estimated Annual Charge
<u>I. Lane Casher</u>						
JFK-Full Time	150,000	X	\$27.8731	(A3)	=	\$4,180,961
JFK-Part Time	18,000	X	\$14.1193	(B3)	=	\$254,148
EWR-Full Time	148,500	X	\$25.6857	(C3)	=	\$3,814,329
EWR-Part Time	16,500	X	\$15.8797	(D3)	=	\$262,016
LGA-Full Time	80,000	X	\$24.4538	(E3)	=	\$1,956,301
LGA-Part Time	9,020	X	\$14.0981	(F3)	=	\$127,165
<u>II. Attendant (Traffic/Valet)</u>						
JFK-Full Time	27,000	X	\$28.0092	(I3)	=	\$756,249
JFK-Part Time	29,000	X	\$14.3635	(J3)	=	\$416,541
EWR-Full Time	79,000	X	\$24.5354	(K3)	=	\$1,938,293
EWR-Part Time	29,000	X	\$15.0991	(L3)	=	\$437,873
LGA-Full Time	40,500	X	\$24.9027	(M3)	=	\$1,008,561
LGA-Part Time	50,000	X	\$14.0041	(N3)	=	\$700,207
<u>III. Clerk (Office/Revenue)</u>						
JFK-Full Time	22,500	X	\$27.1994	(O3)	=	\$611,986
EWR-Full Time	34,100	X	\$25.6645	(P3)	=	\$875,160
LGA-Full Time	15,000	X	\$25.2744	(Q3)	=	\$379,115

Revised August 2, 2012

PART III (A) COST PROPOSAL FORM						
Airport Parking Operations and Management Services YEAR 3						
IV. Supervisor (Field/Office)						
JFK-Full Time	105,000	X	<u>\$29.5095</u>	(R3)	=	\$3,098,495
EWR - Full Time	110,000	X	<u>\$29.7678</u>	(S3)	=	\$3,274,462
LGA- Full Time	47,000	X	<u>\$31.2150</u>	(T3)	=	\$1,467,104
V. Supervisor-in-Charge						
JFK-Full Time	10,800	X	<u>\$33.5812</u>	(V3)	=	\$362,677
EWR-Full Time	18,000	X	<u>\$35.5922</u>	(W3)	=	\$640,659
LGA- Full Time	8,900	X	<u>\$30.5831</u>	(X3)	=	<u>\$272,190</u>
VI. Monthly Management Fee			Monthly Charge **			Estimated Annual Charge
			<u>\$305,989.13</u>	(Y3)		<u>\$3,671,870</u>

VII. Fleet Operating Charge***						
Per Attachment B, Part II, Section 13, entitled "Fleet Operations Services", fuel will be Purchased and supplied by the Port Authority only for vehicles operating exclusively under this Contract at John F. Kennedy International Airport at no charge to the Contractor						
<u>Monthly Operating Charge Per Vehicle</u>	<u>Number of Vehicles</u>	<u>Monthly Operating Charge</u>				<u>Estimated Annual Charge</u>
(a) JFK						
<u>\$1,654.24</u> (Customer Service)	<u>3</u>	<u>\$4,962.71</u>	X	<u>12 months</u>	=	<u>\$59,552</u>
<u>\$2,200.45</u> (10 Passenger)	<u>1</u>	<u>\$2,200.45</u>	X	<u>12 months</u>	=	<u>\$26,405</u>
<u>\$1,599.01</u> (4 wheel drive)	<u>5</u>	<u>\$7,995.07</u>	X	<u>12 months</u>	=	<u>\$95,941</u>
(b) EWR						
<u>\$2,590.60</u> (Customer Service)	<u>7</u>	<u>\$18,134.17</u>	X	<u>12 months</u>	=	<u>\$217,610</u>
	<u>0</u>	<u>\$0.00</u>	X	<u>12 months</u>	=	<u>\$0</u>
(10 Passenger)						
<u>\$2,576.03</u> (4 wheel drive)	<u>5</u>	<u>\$12,880.15</u>	X	<u>12 months</u>	=	<u>\$154,562</u>

Revised August 2, 2012

<u>Monthly Operating Charge Per Vehicle</u>	<u>Number of Vehicles</u>	<u>Monthly Operating Charge</u>				<u>Estimated Annual Charge</u>
(c) LGA						
<u>\$2,590.60</u> (Customer Service)	<u>2</u>	<u>\$5,181.19</u>	<u>X</u>	<u>12 months</u>	<u>≡</u>	<u>\$62,174</u>
<u>\$0.00</u> (10 Passenger)	<u>0</u>	<u>\$0.00</u>	<u>X</u>	<u>12 months</u>	<u>≡</u>	<u>\$0</u>
<u>\$2,538.58</u> (4 wheel drive)	<u>3</u>	<u>\$7,615.73</u>	<u>X</u>	<u>12 months</u>	<u>≡</u>	<u>\$91,389</u>
VII - Year 3- Estimated Total Annual Operating Charge:						<u>\$707,634</u>

Estimated Total - Year 3 of 5 - Year Base Amount (C) = \$31,213,994
(C) = (I)+(II)+(III)+(IV)+(V)+(VI)+(VII)



Parking Services

D. Scott Hutchison
Vice President, Airports
1150 South Olive Street
Los Angeles, CA 90017
801-419-1812 Direct Phone
866-349-0516 Fax
Scott.hutchison@abm.com

June 27, 2012

Ms. Luz Santana
Senior Buyer
Commodities and Services Assignments
The Port Authority of New York & New Jersey
Two Montgomery Street, 3rd Floor
Jersey City, New Jersey 07302

RE: AIRPORT PARKING LOT MANAGEMENT AND OPERATION SERVICES AT JOHN F. KENNEDY INTERNATIONAL AIRPORT, LAGUARDIA AIRPORT, NEWARK LIBERTY INTERNATIONAL AIRPORT, AND STEWART INTERNATIONAL AIRPORT – RFP #29198; BAFO

Dear Ms. Santana:

On behalf of ABM Parking Services, please find our Best and Final Offer (BAFO) in response to the Port Authority of New York and New Jersey's solicitation for proposals to provide parking management and operation services at John F. Kennedy International Airport, Newark Liberty International Airport and LaGuardia Airport. I believe our response has been in keeping with the instructions and desires of the Port Authority. Every effort has been made to ensure that our numbers as proposed are correct. Upon review, please do not hesitate to contact me if there is anything that requires explanation or elaboration. You may reach me anytime at 801-419-1812.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read 'D. Scott Hutchison'. The signature is fluid and cursive, with a long horizontal line extending to the right.

D. Scott Hutchison,
Vice President, Airports
ABM Parking Services

ATTACHMENT B
PART III (A) - COST PROPOSAL FORM

Entry of Prices

- a. The prices quoted shall be written in figures, in ink, preferably in black ink where required in the spaces provided on the Cost Proposal Form(s) attached hereto and made a part hereof.
- b. Proposers are not permitted to alter the Cost Proposal Form (s), Calculation of Average Hourly Rate Form, Calculation of Rate for Annual Salaried Positions Form or Monthly Management Fee Calculation Breakdown Form, other than in the spaces indicated where the Proposer is permitted to provide additional information. The failure to adhere to these instructions may result in a proposal being found nonresponsive. Requests to alter any of these forms should be sent in the form of a question in accordance with Section 1, Paragraph G entitled "Communication Regarding this RFP".
- c. All Proposers are asked to ensure that all charges quoted for similar operations in the Contract are consistent.
- d. Proposers are asked to correctly transpose Hourly Rates from the Calculation of Hourly Rate Form and transpose the Total Monthly Management Fee from the Calculation Breakdown sheet to the Cost Proposal Forms, where indicated.
- e. Prices must be submitted for each Item required on the Cost Proposal Form(s). Proposers are advised that the Items on the Cost Proposal(s) correspond to the required services set forth in the Specifications hereunder.
- f. Proposers must insert all figures as required and verify all computations for accuracy. The Port Authority in its sole judgment reserves the right to: (1) reject Proposals without checking them for mathematical errors or omissions, (2) reject Proposals that contain or appear to contain errors or omissions, and (3) supply corrections to Proposals that contain or appear to contain mathematical errors and omissions, and in this case the Port Authority reserves the right to recompute the Total Estimated Contract Price based upon the Unit Prices inserted by the Proposal which amount shall govern in all cases.
- g. In the event that a Proposal quotes an amount in the Total Estimated column but omits to quote a Unit Price for that amount in the space provided, the Port Authority reserves the right to compute and insert the appropriate Unit Price.
- h. The Total Estimated Contract Price is solely for the purpose of facilitating the comparisons of Proposals. Compensation shall be in accordance with the section of this Contract entitled "Payment".
- i. The failure to follow any of these directions may result in a proposal being found nonresponsive.

PART III (A0 - COST PROPOSAL FORM

Revised June 26, 2012

Airport Parking Operations and Management Services - YEAR 1

	Estimated Annual Hours		Hourly Rate*			Estimated Annual Charge
<u>I. Lane Casher</u>						
JFK-Full Time	162,000	X	26.2604	(A1)	=	\$4,254,179
JFK-Part Time	18,000	X	13.3251	(B1)	=	\$239,852
EWB-Full Time	148,500	X	24.3505	(C1)	=	\$3,616,047
EWB-Part Time	16,500	X	15.0273	(D1)	=	\$247,950
LGA-Full Time	81,180	X	23.2521	(E1)	=	\$1,887,603
LGA-Part Time	9,020	X	13.3051	(F1)	=	\$120,012
<u>II. Attendant (Traffic/Valet)</u>						
JFK-Full Time	29,000	X	\$26.3928	(I1)	=	\$765,390
JFK-Part Time	29,000	X	\$13.5553	(J1)	=	\$393,103
EWB-Full Time	85,000	X	\$23.2481	(K1)	=	\$1,976,085
EWB-Part Time	29,000	X	\$14.2502	(L1)	=	\$413,256
LGA-Full Time	50,000	X	\$23.6203	(M1)	=	\$1,181,015
LGA-Part Time	50,000	X	\$13.2166	(N1)	=	\$660,830
<u>III. Clerk (Office/Revenue)</u>						
JFK-Full Time	30,000	X	\$25.6162	(O1)	=	\$768,485
EWB-Full Time	52,000	X	\$24.0367	(P1)	=	\$1,249,907
LGA-Full Time	22,000	X	\$23.9866	(Q1)	=	\$527,705

PART III (A) COST PROPOSAL FORM

Revised June 26, 2012

Airport Parking Operations and Management Services YEAR 1

IV. Supervisor (Field/Office)

JFK-Full Time	105,000	X	<u>\$27.9532</u>	(R1)	=	\$2,935,083
EWR - Full Time	110,000	X	<u>\$28.2573</u>	(S1)	=	\$3,108,299
LGA- Full Time	50,000	X	<u>\$29.4384</u>	(T1)	=	\$1,471,920

V. Supervisor-in-Charge

JFK-Full Time	10,800	X	<u>\$31.5391</u>	(V1)	=	\$340,623
EWR-Full Time	18,000	X	<u>\$33.4125</u>	(W1)	=	\$601,426
LGA- Full Time	8,900	X	<u>\$28.9260</u>	(X1)	=	<u>\$257,441</u>

VI. Monthly Management Fee

			Monthly Charge **			Estimated Annual Charge
			<u>\$294,322.18</u>	(Y1)		<u>\$3,531,866</u>

VII. Fleet Operating Charge***

Per Attachment B, Part II, Section 13, entitled "Fleet Operations Services", fuel will be Purchased and supplied by the Port Authority only for vehicles operating exclusively under this Contract at John F. Kennedy International Airport at no charge to the Contractor

<u>Monthly Operating Charge Per Vehicle</u>	<u>Number of Vehicles</u>	<u>Monthly Operating Charge</u>				<u>Estimated Annual Charge</u>
(a) JFK						
<u>\$1,590.00</u> (Customer Service)	<u>3</u>	<u>\$4,770.00</u>	X	<u>12 months</u>	=	<u>\$57,240</u>
<u>\$2,115.00</u> (10 Passenger)	<u>1</u>	<u>\$2,115.00</u>	X	<u>12 months</u>	=	<u>\$25,380</u>
<u>\$1,522.00</u> (4 wheel drive)	<u>5</u>	<u>\$7,610.00</u>	X	<u>12 months</u>	=	<u>\$91,320</u>
(b) EWR						
<u>\$2,490.00</u> (Customer Service)	<u>7</u>	<u>\$17,430.00</u>	X	<u>12 months</u>	=	<u>\$209,160</u>
<u>\$0.00</u> (10 Passenger)	<u>0</u>	<u>\$0.00</u>	X	<u>12 months</u>	=	<u>\$0</u>
<u>\$2,476.00</u> (4 wheel drive)	<u>5</u>	<u>\$12,380.00</u>	X	<u>12 months</u>	=	<u>\$148,560</u>
Monthly	Number of	Monthly				Estimated

Operating Charge Per Vehicle	Vehicles	Operating Charge				Annual Charge
(c) LGA						
<u>\$2,490.00</u> (Customer Service)	<u>2</u>	<u>\$4,980.00</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$59,760</u>
<u>\$0.00</u> (10 Passenger)	<u>0</u>	<u>\$0.00</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$0</u>
<u>\$2,440.00</u> (4 wheel drive)	<u>3</u>	<u>\$7,320.00</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$87,840</u>
VII - Year 1- Estimated Total Annual Operating Charge:						\$679,260

Estimated Total - Year 1 of 5 - Year Base Amount (A) = \$31,227,339

A = (I)+(II)+(III)+(IV)+(V)+(VI)+(VII)

PART III (A0 - COST PROPOSAL FORM

Revised June 26, 2012

Airport Parking Operations and Management Services - YEAR 2

	Estimated Annual Hours		Hourly Rate*			Estimated Annual Charge
<u>I. Lane Casher</u>						
JFK-Full Time	162,000	X	\$27.0477	(A2)	=	\$4,381,719
JFK-Part Time	18,000	X	\$13.7098	(B2)	=	\$246,777
EWB-Full Time	148,500	X	\$25.0043	(C2)	=	\$3,713,145
EWB-Part Time	16,500	X	\$15.4402	(D2)	=	\$254,763
LGA-Full Time	81,180	X	\$23.8414	(E2)	=	\$1,935,444
LGA-Part Time	9,020	X	\$13.6892	(F2)	=	\$123,477
<u>II. Attendant (Traffic/Valet)</u>						
JFK-Full Time	29,000	X	\$27.1819	(I2)	=	\$788,276
JFK-Part Time	29,000	X	\$13.9468	(J2)	=	\$404,456
EWB-Full Time	85,000	X	\$23.8782	(K2)	=	\$2,029,650
EWB-Part Time	29,000	X	\$14.6614	(L2)	=	\$425,181
LGA-Full Time	50,000	X	\$24.2483	(M2)	=	\$1,212,417
LGA-Part Time	50,000	X	\$13.5981	(N2)	=	\$679,904
<u>III. Clerk (Office/Revenue)</u>						
JFK-Full Time	30,000	X	\$26.3888	(O2)	=	\$791,665
EWB-Full Time	52,000	X	\$24.8309	(P2)	=	\$1,291,207
LGA-Full Time	22,000	X	\$24.6174	(Q2)	=	\$541,584

PART III (A) COST PROPOSAL FORM

Revised June 26, 2012

Airport Parking Operations and Management Services YEAR 2

IV. Supervisor (Field/Office)

JFK-Full Time	105,000	X	<u>\$28.7155</u>	(R2)	=	\$3,015,127
EWR - Full Time	110,000	X	<u>\$28.9981</u>	(S2)	=	\$3,189,792
LGA- Full Time	50,000	X	<u>\$30.3068</u>	(T2)	=	\$1,515,341

V. Supervisor-in-Charge

JFK-Full Time	10,800	X	<u>\$32.5353</u>	(V2)	=	\$351,381
EWR-Full Time	18,000	X	<u>\$34.4756</u>	(W2)	=	\$620,561
LGA- Full Time	8,900	X	<u>\$29.7346</u>	(X2)	=	<u>\$264,638</u>

VI. Monthly Management Fee

			Monthly Charge **			Estimated Annual Charge
			<u>\$300,154.04</u>	(Y2)		<u>\$3,601,848</u>

VII. Fleet Operating Charge***

Per Attachment B, Part II, Section 13, entitled "Fleet Operations Services", fuel will be Purchased and supplied by the Port Authority only for vehicles operating exclusively under this Contract at John F. Kennedy International Airport at no charge to the Contractor

Monthly Operating Charge Per Vehicle	Number of Vehicles	Monthly Operating Charge				Estimated Annual Charge
(a) JFK						
<u>\$1,621.80</u> (Customer Service)	<u>3</u>	<u>\$4,865.40</u>	X	<u>12 months</u>	=	<u>\$58,385</u>
<u>\$2,157.30</u> (10 Passenger)	<u>1</u>	<u>\$2,157.30</u>	X	<u>12 months</u>	=	<u>\$25,888</u>
<u>\$1,552.44</u> (4 wheel drive)	<u>5</u>	<u>\$7,762.20</u>	X	<u>12 months</u>	=	<u>\$93,146</u>
(b) EWR						
<u>\$2,539.80</u> (Customer Service)	<u>7</u>	<u>\$17,778.60</u>	X	<u>12 months</u>	=	<u>\$213,343</u>
(10 Passenger)	<u>0</u>	<u>\$0.00</u>	X	<u>12 months</u>	=	<u>\$0</u>
<u>\$2,525.52</u> (4 wheel drive)	<u>5</u>	<u>\$12,627.60</u>	X	<u>12 months</u>	=	<u>\$151,531</u>
Monthly	Number of	Monthly				Estimated

Operating Charge Per Vehicle	Vehicles	Operating Charge				Annual Charge
(c) LGA						
<u>\$2,539.80</u> (Customer Service)	<u>2</u>	<u>\$5,079.60</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$60,955</u>
<u>\$0.00</u> (10 Passenger)	<u>0</u>	<u>\$0.00</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$0</u>
<u>\$2,488.80</u> (4 wheel drive)	<u>3</u>	<u>\$7,466.40</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$89,597</u>
VII - Year 2- Estimated Total Annual Operating Charge:						<u>\$692,845</u>

Estimated Total - Year 2 of 5 - Year Base Amount (B) = \$32,071,201

B = (I)+(II)+(III)+(IV)+(V)+(VI)+(VII)

PART III (A0 - COST PROPOSAL FORM

Revised June 26, 2012

Airport Parking Operations and Management Services - YEAR 3

	Estimated Annual Hours		Hourly Rate*			Estimated Annual Charge
<u>I. Lane Casher</u>						
JFK-Full Time	162,000	X	\$27.8731	(A3)	=	\$4,515,438
JFK-Part Time	18,000	X	\$14.1193	(B3)	=	\$254,148
EWR-Full Time	148,500	X	\$25.6857	(C3)	=	\$3,814,329
EWR-Part Time	16,500	X	\$15.8797	(D3)	=	\$262,016
LGA-Full Time	81,180	X	\$24.4538	(E3)	=	\$1,985,157
LGA-Part Time	9,020	X	\$14.0981	(F3)	=	\$127,165
<u>II. Attendant (Traffic/Valet)</u>						
JFK-Full Time	29,000	X	\$28.0092	(I3)	=	\$812,267
JFK-Part Time	29,000	X	\$14.3635	(J3)	=	\$416,541
EWR-Full Time	85,000	X	\$24.5354	(K3)	=	\$2,085,505
EWR-Part Time	29,000	X	\$15.0991	(L3)	=	\$437,873
LGA-Full Time	50,000	X	\$24.9027	(M3)	=	\$1,245,137
LGA-Part Time	50,000	X	\$14.0041	(N3)	=	\$700,207
<u>III. Clerk (Office/Revenue)</u>						
JFK-Full Time	30,000	X	\$27.1994	(O3)	=	\$815,981
EWR-Full Time	52,000	X	\$25.6645	(P3)	=	\$1,334,554
LGA-Full Time	22,000	X	\$25.2744	(Q3)	=	\$556,036

PART III (A) COST PROPOSAL FORM

Revised June 26, 2012

Airport Parking Operations and Management Services YEAR 3

IV. Supervisor (Field/Office)

JFK-Full Time	105,000	X	<u>\$29.5095</u>	(R3)	=	\$3,098,495
EWR - Full Time	110,000	X	<u>\$29.7678</u>	(S3)	=	\$3,274,462
LGA- Full Time	50,000	X	<u>\$31.2150</u>	(T3)	=	\$1,560,749

V. Supervisor-in-Charge

JFK-Full Time	10,800	X	<u>\$33.5812</u>	(V3)	=	\$362,677
EWR-Full Time	18,000	X	<u>\$35.5922</u>	(W3)	=	\$640,659
LGA- Full Time	8,900	X	<u>\$30.5831</u>	(X3)	=	<u>\$272,190</u>

VI. Monthly Management Fee

			Monthly Charge **			Estimated Annual Charge
			<u>\$305,989.13</u>	(Y3)		<u>\$3,671,870</u>

VII. Fleet Operating Charge***

Per Attachment B, Part II, Section 13, entitled "Fleet Operations Services", fuel will be Purchased and supplied by the Port Authority only for vehicles operating exclusively under this Contract at John F. Kennedy International Airport at no charge to the Contractor

Monthly Operating Charge Per Vehicle	Number of Vehicles	Monthly Operating Charge				Estimated Annual Charge
(a) JFK						
<u>\$1,654.24</u> (Customer Service)	<u>3</u>	<u>\$4,962.71</u>	X	<u>12 months</u>	=	<u>\$59,552</u>
<u>\$2,200.45</u> (10 Passenger)	<u>1</u>	<u>\$2,200.45</u>	X	<u>12 months</u>	=	<u>\$26,405</u>
<u>\$1,599.01</u> (4 wheel drive)	<u>5</u>	<u>\$7,995.07</u>	X	<u>12 months</u>	=	<u>\$95,941</u>
(b) EWR						
<u>\$2,590.60</u> (Customer Service)	<u>7</u>	<u>\$18,134.17</u>	X	<u>12 months</u>	=	<u>\$217,610</u>
(10 Passenger)	<u>0</u>	<u>\$0.00</u>	X	<u>12 months</u>	=	<u>\$0</u>
<u>\$2,576.03</u> (4 wheel drive)	<u>5</u>	<u>\$12,880.15</u>	X	<u>12 months</u>	=	<u>\$154,562</u>
Monthly	Number of	Monthly				Estimated

Operating Charge Per Vehicle	Vehicles	Operating Charge				Annual Charge
(c) LGA						
\$2,590.60 (Customer Service)	<u>2</u>	<u>\$5,181.19</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$62,174</u>
\$0.00 (10 Passenger)	<u>0</u>	<u>\$0.00</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$0</u>
\$2,538.58 (4 wheel drive)	<u>3</u>	<u>\$7,615.73</u>	<u>X</u>	<u>12 months</u>	<u>=</u>	<u>\$91,389</u>
VII - Year 3- Estimated Total Annual Operating Charge:						<u>\$707,634</u>

Estimated Total - Year 3 of 5 - Year Base Amount (C) = \$32,951,088
(C) = (I)+(II)+(III)+(IV)+(V)+(VI)+(VII)

Airport Parking Operations and Management Services - SUMMARY

A) Year 1 - Estimated Total Annual Price	=	<u>\$31,227,339</u>
B) Year 2 - Estimated Total Annual Price	=	<u>\$32,071,201</u>
C) Year 3 - Estimated Total Annual Price	=	<u>\$32,951,088</u>
D) Years 4 and 5 UNADJUSTED ESTIMATED ANNUAL PRICE (ITEM C TIMES 2)	=	<u>\$65,902,175</u>
E) Total Estimated Five (5) Year Contract Price (A+B+C+D=E)	=	<u>\$162,151,803</u>

***Note: Pricing for Year 4 and 5 are subject to CPI Adjustment in accordance with Part I, Section 3 entitled Adjustments.**

The quantities set forth in the Cost Proposal are estimated only for the purpose of Proposal comparison. The Port Authority makes no representations as to what the actual quantities may be. The Contractor's compensation will be computed based solely on the actual services provided.

For purposes of calculating cost, the Estimated Annual Hours listed for the Lane Cashiers, Attendants (Traffic/Valet), Clerks (Office/Revenue), Supervisor (Field/Office) and Supervisor-in-Charge includes 288 Estimated Annual Hours of Customer Care Training and Leadership Training (12 months x 24 hours per month) to be conducted by the Contractor pursuant to Part II-Specifications, Section 8 entitled Training Provided By the Contractor and Port Authority.

Please Note: No direct reimbursement is provided in the Contract for, among other things, the various Management, office clerical staff, drivers for posting employees, office supplies, telephone service, etc. and accordingly the Contractor should include these costs in its management fee.

*Note: In computing the Hourly Rate in sections I through V, the Contractor is referred to Part I – Contract Specific Terms and Conditions for Facility Services, Section 11 entitled Wages, Health and Supplemental Benefits, wherein certain Minimum Direct Hourly Wages and Benefits are specified. The Hourly Rate should be transposed from the Calculation of Hourly Rate Form for the corresponding Employee Category on to the Pricing Sheet(s). Supplemental Benefits and Health benefits are not to be included as part of the Monthly Management Fee.

**Note: These items subject but not limited to Regional Contract Manager, General Managers, Operations Managers salaries, office clerical staff, drivers for posting employees, office supplies, computer and telephone service. The Proposer is encouraged to include these costs in its Management Fee. In computing, the Management Fee above, the Proposer is referred to Part I – Contract Specific Terms and Conditions for Facility Services, Section 11, entitled Wages, Health and Supplemental Benefits. The Total Management Fee should be transposed from the Monthly Management Fee Calculation Breakdown sheet on to the Cost Proposal Form(s).

**ATTACHMENT B
PART III (B) – CALCULATION OF AVERAGE HOURLY RATE FORM**

INSTRUCTIONS FOR CALCULATION OF AVERAGE HOURLY RATE FORM

PROPOSERS ARE NOT PERMITTED TO MODIFY THESE FORMS IN ANY WAY. THEY MUST BE SUBMITTED IN THE FORM AND FORMAT PROVIDED BY THE PORT AUTHORITY. PROPOSERS ARE PERMITTED TO SUBMIT ADDITIONAL INFORMATION WHERE REQUESTED.

Attached are the “Calculation of Average Hourly Rate” forms for the enumerated positions under this Contract, for each year of the Base Term. A separate form is required for each employee category at each facility for each of the 3 years. The PROPOSER shall use these forms in support of the Wages, Health and Supplemental Benefits Clause required under this Contract. These forms shall comprise the basis for the Hourly Rates set forth on the Cost Proposal Form. The Total Hourly Rate quoted at the bottom of each Hourly Rate Form must match the amount on the Cost Proposal Form. When completing this form, please refer to the definitions located in the aforementioned clause.

A PROPOSER’s entries in these forms for Item#1, Item#2 and Item #3 shall become requirements if the proposal is accepted by the Port Authority and the PROPOSER must maintain the averages quoted at all times.

Nothing in the forms shall modify the requirements of the clause entitled, “Wages, Health and Supplemental Benefits” or the terms and conditions of the subject Contract.

PROPOSER’s must add Items 1 through 5 to arrive at the Hourly Rate which will be billed to the Port Authority for the applicable position at the specified location. Failure to accurately transpose accurately the applicable Hourly Rate (the total of Items 1 through 5) onto the Cost Proposal Form may result in your proposal being deemed non-responsive.

ATTACHMENT B
PART III (C) - CALCULATION OF RATE FOR ANNUAL SALARIED POSITION FORMS

INSTRUCTIONS FOR CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS FORMS

PROPOSERS ARE NOT PERMITTED TO MODIFY THESE FORMS IN ANY WAY. THEY MUST BE SUBMITTED IN THE FORM AND FORMAT PROVIDED BY THE PORT AUTHORITY. PROPOSERS ARE PERMITTED TO SUBMIT ADDITIONAL INFORMATION WHERE REQUESTED.

Attached are the "Calculation of Rate for Annual Salaried Positions" forms for the enumerated positions under this Contract, for each year of the Base Term. A separate form is required for each salaried employee category at each facility for each of the 3 years.

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - General Manager - JFK - Year 1

Item #1 Minimum Direct Salary \$ 76,125.00
Item #2 Health Benefits \$ 14,400.00

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>10</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>5,823.56</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>4,544.66</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance Specify NYC PR Tax _____	\$ <u>258.83</u>
Total (Item #4)	\$ <u>11,167.21</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify Car Allowance, 401K, Bonus _____	\$ <u>17,922.50</u>
General Administrative Costs, Overhead and Profit _____	\$ <u>0.00</u>
Total (Item #5)	\$ <u>17,922.50</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 119,614.71 (AA1)

Name of Proposed JFK General Manager Orlando Rodriguez

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - General Manager - JFK - Year 2

Item #1 Minimum Direct Salary \$ 77,647.50
Item #2 Health Benefits \$ 15,552.00

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>15</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits	\$ _____	
Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>5,940.03</u>
N.Y.S.U.I	\$ <u>292.25</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>4,635.56</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance	\$ _____
Specify <u>NYC PR Tax</u>	\$ <u>264.00</u>
Total (Item #4)	\$ <u>11,317.12</u>

Item # 5: Additional Components
(if Applicable)

Other Components	
Specify <u>Car Allowance, 401K, Bonus</u>	\$ <u>18,112.95</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>18,112.95</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 122,629.57 (AA2)

Name of Proposed JFK General Manager Orlando Rodriguez

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - General Manager - JFK - Year 3

Item #1 Minimum Direct Salary	\$	79,200.45	
Item #2 Health Benefits	\$	16,796.16	
Item #3 Supplemental Benefits			Number of
(Items not required by law)			Days
Holiday Allowance	\$		11
Vacation Allowance	\$		15
Sick Time Allowance	\$		6
Pension	\$		
Other Supplemental Benefits			
Specify _____	\$		
Total (Item #3)	\$	0.00	
Item # 4 Taxes and Insurance			
(Items required by law)			
F.I.C.A	\$	6,058.83	
N.Y.S.U.I	\$	354.88	
F.U.I.	\$	105.00	
Worker's Compensation	\$	4,728.27	
General Liability Insurance	\$	0.00	
Disability Insurance	\$	80.28	
Other Taxes and Insurance			
Specify NYC PR Tax	\$	269.28	
Total (Item #4)	\$	11,596.54	
Item # 5: Additional Components			
(if Applicable)			
Other Components			
Specify Car Allowance, 401K, Bonus	\$	18,307.21	
General Administrative Costs, Overhead and Profit	\$	0.00	
Total (Item #5)	\$	18,307.21	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$	125,900.36	(AA3)

Name of Proposed JFK General Manager

Orlando Rodriguez

Revised June 26, 2012

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - General Manager - LGA - Year 1

Item #1 Minimum Direct Salary	\$	<u>74,970.00</u>	
Item #2 Health Benefits	\$	<u>14,400.00</u>	
Item #3 Supplemental Benefits (Items not required by law)			Number of Days
Holiday Allowance	\$	<u> </u>	<u>11</u>
Vacation Allowance	\$	<u> </u>	<u>10</u>
Sick Time Allowance	\$	<u> </u>	<u>6</u>
Pension	\$	<u> </u>	
Other Supplemental Benefits Specify <u> </u>	\$	<u> </u>	
Total (Item #3)	\$	<u>0.00</u>	
Item # 4 Taxes and Insurance (Items required by law)			
F.I.C.A	\$	<u>5,735.21</u>	
N.Y.S.U.I	\$	<u>354.88</u>	
F.U.I.	\$	<u>105.00</u>	
Worker's Compensation	\$	<u>4,475.71</u>	
General Liability Insurance	\$	<u>0.00</u>	
Disability Insurance	\$	<u>80.28</u>	
Other Taxes and Insurance Specify <u>NYC PR Tax</u>	\$	<u>254.90</u>	
Total (Item #4)	\$	<u>11,005.97</u>	
Item # 5: Additional Components (if Applicable)			
Other Components Specify <u>Car Allowance, 401K, Bonus</u>	\$	<u>15,899.40</u>	
General Administrative Costs, Overhead and Profit	\$	<u>0.00</u>	
Total (Item #5)	\$	<u>15,899.40</u>	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$	<u>116,275.37</u>	(BB1)

Name of Proposed LGA General Manager Haroon Akhtar

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - General Manager - LGA - Year 2

Item #1 Minimum Direct Salary \$ 76,469.40
Item #2 Health Benefits \$ 15,552.00

Item #3 Supplemental Benefits (Items not required by law)		Number of
		Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>15</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits	\$ _____	
Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>5,849.91</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>4,565.22</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance	\$ _____
Specify <u>NYC PR Tax</u>	\$ <u>260.00</u>
Total (Item #4)	\$ <u>11,215.28</u>

Item # 5: Additional Components
(if Applicable)

Other Components	\$ _____
Specify <u>Car Allowance, 401K, Bonus</u>	\$ <u>16,049.39</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>16,049.39</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 119,286.07 (BB2)

Name of Proposed LGA General Manager Haroon Akhtar

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - General Manager - LGA - Year 3

Item #1 Minimum Direct Salary	\$	<u>77,998.79</u>	
Item #2 Health Benefits	\$	<u>16,796.16</u>	
Item #3 Supplemental Benefits (Items not required by law)			Number of Days
Holiday Allowance	\$	<u> </u>	<u>11</u>
Vacation Allowance	\$	<u> </u>	<u>15</u>
Sick Time Allowance	\$	<u> </u>	<u>6</u>
Pension	\$	<u> </u>	
Other Supplemental Benefits			
Specify _____	\$	<u> </u>	
Total (Item #3)	\$	<u>0.00</u>	
Item # 4 Taxes and Insurance (Items required by law)			
F.I.C.A	\$	<u>5,966.91</u>	
N.Y.S.U.I	\$	<u>354.88</u>	
F.U.I.	\$	<u>105.00</u>	
Worker's Compensation	\$	<u>4,656.53</u>	
General Liability Insurance	\$	<u>0.00</u>	
Disability Insurance	\$	<u>80.28</u>	
Other Taxes and Insurance			
Specify <u>NYC PR Tax</u>	\$	<u>265.20</u>	
Total (Item #4)	\$	<u>11,428.79</u>	
Item # 5: Additional Components (if Applicable)			
Other Components			
Specify Car Allowance, 401K, Bonus	\$	<u>16,202.38</u>	
General Administrative Costs, Overhead and Profit	\$	<u>0.00</u>	
Total (Item #5)	\$	<u>16,202.38</u>	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$	<u>122,426.11</u>	(BB3)

Name of Proposed LGA General Manager Haroon Akhtar

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - General Manager - EWR - Year 1

Item #1 Minimum Direct Salary	\$	<u>78,225.00</u>	
Item #2 Health Benefits	\$	<u>14,400.00</u>	
Item #3 Supplemental Benefits (Items not required by law)			Number of Days
Holiday Allowance	\$	<u> </u>	<u>11</u>
Vacation Allowance	\$	<u> </u>	<u>15</u>
Sick Time Allowance	\$	<u> </u>	<u>6</u>
Pension	\$	<u> </u>	
Other Supplemental Benefits Specify <u> </u>	\$	<u> </u>	
Total (Item #3)	\$	<u>0.00</u>	
Item # 4 Taxes and Insurance (Items required by law)			
F.I.C.A	\$	<u>5,984.21</u>	
N.J.S.U.I	\$	<u>409.05</u>	
F.U.I.	\$	<u>105.00</u>	
Worker's Compensation	\$	<u>4,670.03</u>	
General Liability Insurance	\$	<u>0.00</u>	
Disability Insurance	\$	<u>0.00</u>	
Other Taxes and Insurance Specify <u>Newark City PR Tax</u>	\$	<u>782.25</u>	
Total (Item #4)	\$	<u>11,950.55</u>	
Item # 5: Additional Components (if Applicable)			
Other Components Specify <u>Car Allowance, 401K, Bonus</u>	\$	<u>17,964.50</u>	
General Administrative Costs, Overhead and Profit	\$	<u>0.00</u>	
Total (Item #5)	\$	<u>17,964.50</u>	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$	<u>122,540.05</u>	(CC1)

Name of Proposed EWR/SWF General Manager Stanley Petersen

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - General Manager - EWR - Year 2

Item #1 Minimum Direct Salary	\$	<u>79,789.50</u>	
Item #2 Health Benefits	\$	<u>15,552.00</u>	
Item #3 Supplemental Benefits (Items not required by law)			Number of Days
Holiday Allowance	\$	<u> </u>	<u>11</u>
Vacation Allowance	\$	<u> </u>	<u>15</u>
Sick Time Allowance	\$	<u> </u>	<u>6</u>
Pension	\$	<u>1,595.79</u>	
Other Supplemental Benefits Specify <u> </u>	\$	<u> </u>	
Total (Item #3)	\$	<u>1,595.79</u>	
Item # 4 Taxes and Insurance (Items required by law)			
F.I.C.A	\$	<u>6,103.90</u>	
N.J.S.U.I	\$	<u>409.05</u>	
F.U.I.	\$	<u>105.00</u>	
Worker's Compensation	\$	<u>4,763.43</u>	
General Liability Insurance	\$	<u>0.00</u>	
Disability Insurance	\$	<u>528.45</u>	
Other Taxes and Insurance Specify <u>Newark City PR Tax</u>	\$	<u>797.90</u>	
Total (Item #4)	\$	<u>12,707.72</u>	
Item # 5: Additional Components (if Applicable)			
Other Components Specify <u>Car Allowance, 401K, Bonus</u>	\$	<u>18,155.79</u>	
General Administrative Costs, Overhead and Profit	\$	<u>0.00</u>	
Total (Item #5)	\$	<u>18,155.79</u>	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$	<u>127,800.80</u>	(CC2)

Name of Proposed EWR/SWF General Manager

Stanley Petersen

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - General Manager - EWR - Year 3

Item #1 Minimum Direct Salary	\$	<u>81,385.29</u>	
Item #2 Health Benefits	\$	<u>16,796.16</u>	
Item #3 Supplemental Benefits (Items not required by law)			Number of Days
Holiday Allowance	\$	<u> </u>	<u>11</u>
Vacation Allowance	\$	<u> </u>	<u>15</u>
Sick Time Allowance	\$	<u> </u>	<u>6</u>
Pension	\$	<u>1,627.71</u>	
Other Supplemental Benefits Specify <u> </u>	\$	<u> </u>	
Total (Item #3)	\$	<u>1,627.71</u>	
Item # 4 Taxes and Insurance (Items required by law)			
F.I.C.A	\$	<u>6,225.97</u>	
N.J.S.U.I	\$	<u>409.05</u>	
F.U.I.	\$	<u>105.00</u>	
Worker's Compensation	\$	<u>4,858.70</u>	
General Liability Insurance	\$	<u>0.00</u>	
Disability Insurance	\$	<u>539.01</u>	
Other Taxes and Insurance Specify <u>Newark City PR Tax</u>	\$	<u>813.85</u>	
Total (Item #4)	\$	<u>12,951.59</u>	
Item # 5: Additional Components (if Applicable)			
Other Components Specify <u>Car Allowance, 401K, Bonus</u>	\$	<u>18,350.91</u>	
General Administrative Costs, Overhead and Profit	\$	<u>0.00</u>	
Total (Item #5)	\$	<u>18,350.91</u>	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$	<u>131,111.66</u>	(CC3)

Name of Proposed EWR/SWF General Manager Stanley Petersen

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Operations Manager - JFK - Year 1

Item #1 Minimum Direct Salary \$ 65,625.00
Item #2 Health Benefits \$ 14,400.00

Item #3 Supplemental Benefits (Items not required by law)	Number of Days
Holiday Allowance	<u>11</u>
Vacation Allowance	<u>15</u>
Sick Time Allowance	<u>6</u>
Pension	
Other Supplemental Benefits	
Specify _____	
Total (Item #3)	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>5,020.31</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>3,917.81</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance	
Specify NYC PR Tax _____	\$ <u>223.13</u>
Total (Item #4)	\$ <u>9,701.41</u>

Item # 5: Additional Components
(if Applicable)

Other Components	
Specify Gas Allowance, 401K, Bonus	\$ <u>7,912.50</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>7,912.50</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 97,638.91 (DD1)

Name of Proposed JFK Operations Manager Dimas Perez

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Operations Manager - JFK - Year 2

Item #1 Minimum Direct Salary \$ 66,937.50
Item #2 Health Benefits \$ 15,552.00

Item #3 Supplemental Benefits (Items not required by law)	Number of Days
Holiday Allowance	<u>11</u>
Vacation Allowance	<u>15</u>
Sick Time Allowance	<u>6</u>
Pension	
Other Supplemental Benefits	
Specify _____	
Total (Item #3)	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>5,120.72</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>3,996.17</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance	
Specify <u>NYC PR Tax</u>	\$ <u>227.59</u>
Total (Item #4)	\$ <u>9,884.63</u>

Item # 5: Additional Components
(if Applicable)

Other Components	
Specify <u>Gas Allowance, 401K, Bonus</u>	\$ <u>8,022.75</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>8,022.75</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 100,396.88 (DD2)

Name of Proposed JFK Operations Manager Dimas Perez

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Operations Manager - JFK - Year 3

Item #1 Minimum Direct Salary \$ 68,276.25
Item #2 Health Benefits \$ 16,796.16

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>10.5</u>
Vacation Allowance	\$ _____	<u>15</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>5,223.13</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>4,076.09</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance Specify <u>NYC PR Tax</u>	\$ <u>232.14</u>
Total (Item #4)	\$ <u>10,071.52</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify <u>Gas Allowance, 401K, Bonus</u>	\$ <u>8,135.21</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>8,135.21</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 103,279.13 (DD3)

Name of Proposed JFK Operations Manager Dimas Perez

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Operations Manager - LGA - Year 1

Item #1 Minimum Direct Salary	\$ 55,650.00	
Item #2 Health Benefits	\$ 14,400.00	
Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$	11
Vacation Allowance	\$	14
Sick Time Allowance	\$	6
Pension	\$	
Other Supplemental Benefits Specify _____	\$	
Total (Item #3)	\$ 0.00	
Item # 4 Taxes and Insurance (Items required by law)		
F.I.C.A	\$ 4,257.23	
N.Y.S.U.I	\$ 354.88	
F.U.I.	\$ 105.00	
Worker's Compensation	\$ 3,322.31	
General Liability Insurance	\$ 0.00	
Disability Insurance	\$ 80.28	
Other Taxes and Insurance Specify NYC PR Tax _____	\$ 189.21	
Total (Item #4)	\$ 8,308.90	
Item # 5: Additional Components (if Applicable)		
Other Components Specify Gas Allowance, 401K, Bonus	\$ 7,713.00	
General Administrative Costs, Overhead and Profit	\$ 0.00	
Total (Item #5)	\$ 7,713.00	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$ 86,071.90	(EE1)

Name of Proposed LGA Operations Manager Raymond Maurice

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Operations Manager - LGA - Year 2

Item #1 Minimum Direct Salary	\$	56,763.00	
Item #2 Health Benefits	\$	15,552.00	
Item #3 Supplemental Benefits (Items not required by law)			Number of Days
Holiday Allowance	\$		11
Vacation Allowance	\$		14
Sick Time Allowance	\$		6
Pension	\$		
Other Supplemental Benefits Specify _____	\$		
Total (Item #3)	\$	0.00	
Item # 4 Taxes and Insurance (Items required by law)			
F.I.C.A	\$	4,342.37	
N.Y.S.U.I	\$	354.88	
F.U.I.	\$	105.00	
Worker's Compensation	\$	3,388.75	
General Liability Insurance	\$	0.00	
Disability Insurance	\$	375.94	
Other Taxes and Insurance Specify NYC PR Tax _____	\$	192.99	
Total (Item #4)	\$	8,759.93	
Item # 5: Additional Components (if Applicable)			
Other Components Specify Gas Allowance, 401K, Bonus	\$	7,819.26	
General Administrative Costs, Overhead and Profit	\$	0.00	
Total (Item #5)	\$	7,819.26	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$	88,894.19	(EE2)

Name of Proposed LGA Operations Manager

Raymond Maurice

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Operations Manager - LGA - Year 3

Item #1 Minimum Direct Salary \$ 57,898.26
Item #2 Health Benefits \$ 16,796.16

Item #3 Supplemental Benefits

(Items not required by law)

Holiday Allowance \$ _____
 Vacation Allowance \$ _____
 Sick Time Allowance \$ _____
 Pension \$ _____
 Other Supplemental Benefits _____
 Specify _____ \$ _____
Total (Item #3) \$ 0.00

**Number of
Days**

11
14
6

Item # 4 Taxes and Insurance

(Items required by law)

F.I.C.A \$ 4,429.22
 N.Y.S.U.I \$ 354.88
 F.U.I. \$ 105.00
 Worker's Compensation \$ 3,456.53
 General Liability Insurance \$ 0.00
 Disability Insurance \$ 383.46
 Other Taxes and Insurance _____
 Specify NYC PR Tax \$ 196.85
Total (Item #4) \$ 8,925.93

Item # 5: Additional Components

(if Applicable)

Other Components _____
 Specify Gas Allowance, 401K, Bonus \$ 7,927.65
 General Administrative Costs, Overhead
 and Profit \$ 0.00
Total (Item #5) \$ 7,927.65

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 91,548.00 (EE3)

Name of Proposed LGA Operations Manager Raymond Maurice

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Operations Manager - EWR - Year 1

Item #1 Minimum Direct Salary	\$	<u>58,710.00</u>	
Item #2 Health Benefits	\$	<u>14,400.00</u>	
Item #3 Supplemental Benefits (Items not required by law)			Number of Days
Holiday Allowance	\$	<u> </u>	<u>11</u>
Vacation Allowance	\$	<u> </u>	<u>14</u>
Sick Time Allowance	\$	<u> </u>	<u>6</u>
Pension	\$	<u> </u>	
Other Supplemental Benefits Specify <u> </u>	\$	<u> </u>	
Total (Item #3)	\$	<u>0.00</u>	
Item # 4 Taxes and Insurance (Items required by law)			
F.I.C.A	\$	<u>4,491.32</u>	
N.J.S.U.I	\$	<u>409.05</u>	
F.U.I.	\$	<u>105.00</u>	
Worker's Compensation	\$	<u>3,504.99</u>	
General Liability Insurance	\$	<u>0.00</u>	
Disability Insurance	\$	<u>0.00</u>	
Other Taxes and Insurance Specify <u>Newark City PR Tax</u>	\$	<u>587.10</u>	
Total (Item #4)	\$	<u>9,097.45</u>	
Item # 5: Additional Components (if Applicable)			
Other Components Specify <u>Gas Allowance, 401K, Bonus</u>	\$	<u>7,774.20</u>	
<u>General Administrative Costs, Overhead and Profit</u>	\$	<u>0.00</u>	
Total (Item #5)	\$	<u>7,774.20</u>	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$	<u>89,981.65</u>	(FF1)

Name of Proposed EWR/SWF Operations Manager Keith Urban

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Operations Manager - EWR - Year 2

Item #1 Minimum Direct Salary	\$	<u>59,884.20</u>	
Item #2 Health Benefits	\$	<u>15,552.00</u>	
Item #3 Supplemental Benefits			Number of
(Items not required by law)			Days
Holiday Allowance	\$	<u> </u>	<u>11</u>
Vacation Allowance	\$	<u> </u>	<u>14</u>
Sick Time Allowance	\$	<u> </u>	<u>6</u>
Pension	\$	<u> </u>	
Other Supplemental Benefits			
Specify _____	\$	<u> </u>	
Total (Item #3)	\$	<u>0.00</u>	
Item # 4 Taxes and Insurance			
(Items required by law)			
F.I.C.A	\$	<u>4,581.14</u>	
N.J.S.U.I	\$	<u>409.05</u>	
F.U.I.	\$	<u>105.00</u>	
Worker's Compensation	\$	<u>3,575.09</u>	
General Liability Insurance	\$	<u>0.00</u>	
Disability Insurance	\$	<u>0.00</u>	
Other Taxes and Insurance			
Specify <u>Newark City PR Tax</u>	\$	<u>598.84</u>	
Total (Item #4)	\$	<u>9,269.12</u>	
Item # 5: Additional Components			
(if Applicable)			
Other Components			
Specify <u>Gas Allowance, 401K, Bonus</u>	\$	<u>7,881.68</u>	
General Administrative Costs, Overhead and Profit	\$	<u>0.00</u>	
Total (Item #5)	\$	<u>7,881.68</u>	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$	<u>92,587.00</u>	(FF2)

Name of Proposed EWR/SWF Operations Manager Keith Urban

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Operations Manager - EWR - Year 3

Item #1 Minimum Direct Salary	\$ 61,081.88	
Item #2 Health Benefits	\$ 16,796.16	
Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>14</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ 0.00	
Item # 4 Taxes and Insurance (Items required by law)		
F.I.C.A	\$ 4,672.76	
N.J.S.U.I	\$ 409.05	
F.U.I.	\$ 105.00	
Worker's Compensation	\$ 3,646.59	
General Liability Insurance	\$ 0.00	
Disability Insurance	\$ 0.00	
Other Taxes and Insurance Specify Newark City PR Tax	\$ 610.82	
Total (Item #4)	\$ 9,444.22	
Item # 5: Additional Components (if Applicable)		
Other Components Specify Gas Allowance, 401K, Bonus	\$ 7,991.32	
General Administrative Costs, Overhead and Profit	\$ 0.00	
Total (Item #5)	\$ 7,991.32	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$ 95,313.58	(FF3)

Name of Proposed EWR/SWF Operations Manager Keith Urban

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Contract Manager - Year 1

Item #1 Minimum Direct Salary \$ 121,000.00
Item #2 Health Benefits \$ 14,400.00

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>20</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>8,415.00</u>
N.J.S.U.I	\$ <u>409.05</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>7,223.70</u>
General Liability Insurance	\$ _____
Disability Insurance	\$ _____
Other Taxes and Insurance Specify <u>Newark City PR Tax</u>	\$ <u>1,210.00</u>
Total (Item #4)	\$ <u>17,362.75</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify <u>Car, Gas Allowance, 401k, Bonus</u>	\$ <u>24,220.00</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>24,220.00</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 176,982.75 (GG1)

Name of Proposed Regional Contract Manager Michael Joseph

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Contract Manager - Year 2

Item #1 Minimum Direct Salary \$ 123,420.00
Item #2 Health Benefits \$ 15,552.00

Item #3 Supplemental Benefits (Items not required by law)		Number of
		Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>20</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits		
Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>8,415.00</u>
N.J.S.U.I	\$ <u>409.05</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>7,368.17</u>
General Liability Insurance	\$ _____
Disability Insurance	\$ _____
Other Taxes and Insurance	
Specify <u>Newark City PR Tax</u>	\$ <u>1,234.20</u>
Total (Item #4)	\$ <u>17,531.42</u>

Item # 5: Additional Components
(if Applicable)

Other Components	
Specify <u>Car, Gas Allowance, 401k, Bonus</u>	\$ <u>24,488.40</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>24,488.40</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 180,991.82 (GG2)

Name of Proposed Regional Contract Manager Michael Joseph

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Contract Manager - Year 3

Item #1 Minimum Direct Salary	\$ 125,888.40	
Item #2 Health Benefits	\$ 16,796.16	
Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	11
Vacation Allowance	\$ _____	20
Sick Time Allowance	\$ _____	6
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ 0.00	
Item # 4 Taxes and Insurance (Items required by law)		
F.I.C.A	\$ 8,415.00	
N.J.S.U.I	\$ 409.05	
F.U.I.	\$ 105.00	
Worker's Compensation	\$ 7,515.54	
General Liability Insurance	\$ _____	
Disability Insurance	\$ _____	
Other Taxes and Insurance Specify Newark City PR Tax	\$ 1,258.88	
Total (Item #4)	\$ 17,703.47	
Item # 5: Additional Components (if Applicable)		
Other Components Specify Car, Gas Allowance, 401k, Bonus	\$ 24,762.17	
General Administrative Costs, Overhead and Profit	\$ 0.00	
Total (Item #5)	\$ 24,762.17	
Total (Items #1, 2, 3, 4 5) = Annual Salary Rate	\$ 185,150.20	(GG3)

Name of Proposed Regional Contract Manager Michael Joseph

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Human Resources Coordinator - Year 1

Item #1 Minimum Direct Salary \$ 72,100.00
Item #2 Health Benefits \$ 14,400.00

Item #3 Supplemental Benefits (Items not required by law)	\$	Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>10</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>5,515.65</u>
N.J.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>4,304.37</u>
General Liability Insurance	\$ _____
Disability Insurance	\$ _____
Other Taxes and Insurance Specify Newark PR Tax	\$ <u>721.00</u>
Total (Item #4)	\$ <u>11,000.90</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify Gas Allowance, 401k, Bouns General Administrative Costs, Overhead and Profit	\$ <u>5,642.00</u>
Total (Item #5)	\$ <u>5,642.00</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 103,142.90 (HH1)

Name of Proposed Regional Human Resources Coordinator Debra Walker

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Human Resources Coordinator - Year 2

Item #1 Minimum Direct Salary \$ 73,542.00
Item #2 Health Benefits \$ 15,552.00

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>10</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>5,625.96</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>4,390.46</u>
General Liability Insurance	\$ _____
Disability Insurance	\$ _____
Other Taxes and Insurance Specify <u>Newark PR Tax</u>	\$ <u>735.42</u>
Total (Item #4)	\$ <u>11,211.72</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify <u>Gas Allowance, 401k, Bouns</u>	\$ <u>5,754.84</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>5,754.84</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 106,060.56 (HH2)

Name of Proposed Regional Human Resources Coordinator Debra Walker

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Human Resources Coordinator - Year 3

Item #1 Minimum Direct Salary \$ 75,012.84
Item #2 Health Benefits \$ 16,796.16

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>10</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>5,738.48</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>4,478.27</u>
General Liability Insurance	\$ _____
Disability Insurance	\$ _____
Other Taxes and Insurance Specify Newark PR Tax	\$ <u>750.13</u>
Total (Item #4)	\$ <u>11,426.75</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify Gas Allowance, 401k, Bouns General Administrative Costs, Overhead and Profit	\$ <u>5,869.94</u>
Total (Item #5)	\$ <u>0.00</u>
	\$ <u>5,869.94</u>

**Total (Items #1, 2, 3, 4 5) = Annual
Salary Rate** \$ 109,105.69 (HH3)

Name of Proposed Regional Human Resources Coordinator Debra Walker

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Customer Service/Training Coordinator - Year 1

Item #1 Minimum Direct Salary \$ 84,078.60
Item #2 Health Benefits \$ 14,400.00

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>14</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>6,432.01</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>5,019.49</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance Specify NYC PR Tax _____	\$ <u>285.87</u>
Total (Item #4)	\$ <u>12,277.53</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify Car Allowance, 401K, Bonus General Administrative Costs, Overhead and Profit	\$ <u>13,081.57</u>
Total (Item #5)	\$ <u>13,081.57</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 123,837.70 (III)

Name of Proposed Regional Customer Service/Training Coordinator Cate Moran

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Customer Service/Training Coordinator - Year 2

Item #1 Minimum Direct Salary \$ 85,760.17
Item #2 Health Benefits \$ 15,552.00

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>14</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>6,560.65</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>5,119.88</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance Specify <u>NYC PR Tax</u>	\$ <u>291.58</u>
Total (Item #4)	\$ <u>12,512.28</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify <u>Car Allowance, 401K, Bonus</u>	\$ <u>13,199.20</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>13,199.20</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 127,023.65 (II2)

Name of Proposed Regional Customer Service/Training Coordinator Cate Moran

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Customer Service/Training Coordinator - Year 3

Item #1 Minimum Direct Salary \$ 87,475.38
Item #2 Health Benefits \$ 16,796.16

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>14</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>6,691.87</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>5,222.28</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance Specify NYC PR Tax _____	\$ <u>297.42</u>
Total (Item #4)	\$ <u>12,751.72</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify Car Allowance, 401K, Bonus General Administrative Costs, Overhead and Profit _____	\$ <u>13,319.19</u>
Total (Item #5)	\$ <u>13,319.19</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 130,342.44 (II3)

Name of Proposed Regional Customer Service/Training Coordinator Cate Moran

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Finance and Reporting Coordinator - Year 1

Item #1 Minimum Direct Salary	\$ 53,000.00
Item #2 Health Benefits	\$ 14,400.00
Item #3 Supplemental Benefits	
(Items not required by law)	
Holiday Allowance	\$ _____
Vacation Allowance	\$ _____
Sick Time Allowance	\$ _____
Pension	\$ _____
Other Supplemental Benefits	\$ _____
Specify _____	\$ _____
Total (Item #3)	\$ 0.00

Number of Days

10

15

6

Item # 4 Taxes and Insurance	
(Items required by law)	
F.I.C.A	\$ 4,054.50
N.Y.S.U.I	\$ 354.88
F.U.I.	\$ 105.00
Worker's Compensation	\$ 3,164.10
General Liability Insurance	\$ 0.00
Disability Insurance	\$ 80.28
Other Taxes and Insurance	\$ _____
Specify NYC PR Tax	\$ 180.20
Total (Item #4)	\$ 7,938.96

Item # 5: Additional Components	
(if Applicable)	
Other Components	\$ _____
Specify 401K, Bonus	\$ 5,260.00
General Administrative Costs, Overhead and Profit	\$ 0.00
Total (Item #5)	\$ 5,260.00

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 80,598.96 (JJ1)

Name of Proposed Regional Finance and Reporting Coordinator Pedro Cabrera

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Finance and Reporting Coordinator - Year 2

Item #1 Minimum Direct Salary \$ 54,060.00
Item #2 Health Benefits \$ 15,552.00

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>10</u>
Vacation Allowance	\$ _____	<u>15</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>4,135.59</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>3,227.38</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance Specify <u>NYC PR Tax</u>	\$ <u>183.80</u>
Total (Item #4)	\$ <u>8,086.93</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify <u>401K, Bonus</u>	\$ <u>5,365.20</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>5,365.20</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 83,064.13 (JJ2)

Name of Proposed Regional Finance and Reporting Coordinator Pedro Cabrera

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Finance and Reporting Coordinator - Year 3

Item #1 Minimum Direct Salary \$ 55,141.20
Item #2 Health Benefits \$ 16,796.16

Item #3 Supplemental Benefits
(Items not required by law)

		Number of Days
Holiday Allowance	\$ _____	<u>10</u>
Vacation Allowance	\$ _____	<u>15</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits		
Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A. \$ 4,218.30
 N.Y.S.U.I. \$ 354.88
 F.U.I. \$ 105.00
 Worker's Compensation \$ 3,291.93
 General Liability Insurance \$ 0.00
 Disability Insurance \$ 80.28
 Other Taxes and Insurance
 Specify NYC PR Tax \$ 187.48
Total (Item #4) \$ 8,237.87

Item # 5: Additional Components
(if Applicable)

Other Components
 Specify 401K, Bonus \$ 5,472.50
 General Administrative Costs, Overhead
 and Profit \$ 0.00
Total (Item #5) \$ 5,472.50

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 85,647.73 (JJ3)

Name of Proposed Regional Finance and Reporting Coordinator Pedro Cabrera

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Sales and Marketing Coordinator - Year 1

Item #1 Minimum Direct Salary \$ 60,000.00
Item #2 Health Benefits \$ 14,400.00

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>5</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>4,590.00</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>3,582.00</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance Specify NYC PR Tax	\$ <u>204.00</u>
Total (Item #4)	\$ <u>8,916.16</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify Car Allowance, 401K, Bonus	\$ <u>12,600.00</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>12,600.00</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 95,916.16 (KK1)

Name of Proposed Regional Sales and Marketing Coordinator TBD

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Sales and Marketing Coordinator - Year 2

Item #1 Minimum Direct Salary \$ 61,200.00
Item #2 Health Benefits \$ 15,552.00

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>10</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>4,681.80</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>3,653.64</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance Specify <u>NYC PR Tax</u>	\$ <u>208.08</u>
Total (Item #4)	\$ <u>9,083.68</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify <u>Car Allowance, 401K, Bonus</u>	\$ <u>12,708.00</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>12,708.00</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 98,543.68 (KK2)

Name of Proposed Regional Sales and Marketing Coordinator TBD

PROPOSER'S NAME: ABM Parking Services PROPOSAL NUMBER 29198

Airport Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia, Airport, Newark Liberty International Airport, and Stewart International Airport

**CALCULATION OF RATE FOR ANNUAL SALARIED POSITIONS
(One should be completed for Each Salaried Position)**

Position - Regional Sales and Marketing Coordinator - Year 3

Item #1 Minimum Direct Salary \$ 62,424.00
Item #2 Health Benefits \$ 16,796.16

Item #3 Supplemental Benefits (Items not required by law)		Number of Days
Holiday Allowance	\$ _____	<u>11</u>
Vacation Allowance	\$ _____	<u>10</u>
Sick Time Allowance	\$ _____	<u>6</u>
Pension	\$ _____	
Other Supplemental Benefits Specify _____	\$ _____	
Total (Item #3)	\$ <u>0.00</u>	

Item # 4 Taxes and Insurance
(Items required by law)

F.I.C.A	\$ <u>4,775.44</u>
N.Y.S.U.I	\$ <u>354.88</u>
F.U.I.	\$ <u>105.00</u>
Worker's Compensation	\$ <u>3,726.71</u>
General Liability Insurance	\$ <u>0.00</u>
Disability Insurance	\$ <u>80.28</u>
Other Taxes and Insurance Specify <u>NYC PR Tax</u>	\$ <u>212.24</u>
Total (Item #4)	\$ <u>9,254.55</u>

Item # 5: Additional Components
(if Applicable)

Other Components Specify <u>Car Allowance, 401K, Bonus</u>	\$ <u>12,818.16</u>
General Administrative Costs, Overhead and Profit	\$ <u>0.00</u>
Total (Item #5)	\$ <u>12,818.16</u>

Total (Items #1, 2, 3, 4 5) = Annual Salary Rate \$ 101,292.87 (KK3)

Name of Proposed Regional Sales and Marketing Coordinator TBD

ATTACHMENT B

PART III (D) - MONTHLY MANAGEMENT FEE CALCULATION BREAKDOWN FORMS

The Monthly Management Fee Calculation Breakdown Forms shall include the estimated and known costs and components that comprise the Proposer's Monthly Management Fee. The categories included on the sheets are only suggestions and the Proposer should supplement where appropriate. The Port Authority will not provide additional compensation beyond what is submitted on the Cost Proposal Pricing Sheet(s) for items not included in the Management Fee Calculation Sheet. The Contractor is solely responsible for unforeseen and unexpected costs or increases in prices.

**Airport Parking Lot Management and Operation Services
Monthly Management Fee Calculation Breakdown Form - Year 1**

	*Proposed Minimum Salary	Annual Salary Rate	
LISTED SALARIED POSITIONS:			
General Manager (JFK)	*\$ 76,125.00 ↓	\$ 119,614.71 ↓	(AA1)
General Manager (LGA)	*\$ 74,970.00 ↓	\$ 116,275.37 ↓	(BB1)
General Manager (EWR) 78,870	*\$ 78,225.00 ↓	\$ 122,540.05 ↓	(CC1)
Operations Manager (JFK)	*\$ 65,625.00 =	\$ 97,638.91 ↓	(DD1)
Operations Manager (LGA)	*\$ 55,650.00 ↓	\$ 86,071.90 ↓	(EE1)
Operations Manager (EWR)	*\$ 58,710.00 =	\$ 89,981.65 ↓	(FF1)
Regional Contract Manager	*\$ 121,000.00 =	\$ 176,982.75 ↓	(GG1)
Regional Human Resources Coordinator	*\$ 72,100.00 =	\$ 103,142.90 ↓	(HH1)
Regional Customer Service/Training Coordinator	*\$ 84,078.60 =	\$ 123,837.70 ↓	(II1)
Regional Finance and Reporting Coordinator	*\$ 53,000.00 =	\$ 80,598.96 ↓	(JJ1)
Regional Sale and Marketing Coordinator	*\$ 60,000.00 ↑	\$ 95,916.16 ↓	(KK1)
Other Positions (Note what they are) <i>*See Attached</i>		\$ 701,841.91 * ↓	
Insurance Cost (Excluding Health)		\$ 800,686.21 =	
Office Furniture		\$ 14,880.00 =	
Telephone		\$ 70,332.00 =	
Office Machines		\$ 39,732.00 =	
Office Supplies		\$ 301,248.00 =	
Other (Specify) Janitorial Services, Employee Incentive & Relations		\$ 390,545.03 ↑	<i>93,330.00</i>
Total ANNUAL Management Fee		\$ 3,531,866.17	
Total Monthly Management Fee		\$ 294,322.18 (Y1)	

(Total ANNUAL Management Fee / 12 monthly - This is amount should be transposed on to the Cost Proposal Forms)

*The Proposed Minimum Salary and Annual Salary Rate shall be determined by the Proposer.
NOTE: The Monthly Management Fees shall include all fixed costs billable to the Port Authority.

**Airport Parking Lot Management and Operation Services
Monthly Management Fee Calculation Breakdown Form - Year 2**

	*Proposed Minimum Salary	Annual Salary Rate
LISTED SALARIED POSITIONS:		
General Manager (JFK)	*\$ <u>77,647.50</u> ↓	\$ <u>122,629.57</u> ↓ (AA2)
General Manager (LGA)	*\$ <u>76,469.40</u> ↓	\$ <u>119,286.07</u> ↓ (BB2)
General Manager (EWR)	*\$ <u>79,789.50</u> ↓	\$ <u>127,800.80</u> ↓ (CC2)
Operations Manager (JFK)	*\$ <u>66,937.50</u> =	\$ <u>100,396.88</u> ↓ (DD2)
Operations Manager (LGA)	*\$ <u>56,763.00</u> ↓	\$ <u>88,894.19</u> ↓ (EE2)
Operations Manager (EWR)	*\$ <u>59,884.20</u> =	\$ <u>92,587.00</u> ↓ (FF2)
Regional Contract Manager	*\$ <u>123,420.00</u> =	\$ <u>180,991.82</u> ↓ (GG2)
Regional Human Resources Coordinator	*\$ <u>73,542.00</u> =	\$ <u>106,060.56</u> ↓ (HH2)
Regional Customer Service/Training Coordinator	*\$ <u>85,760.17</u> =	\$ <u>127,023.65</u> ↑ (II21)
Regional Finance and Reporting Coordinator	*\$ <u>54,060.00</u> =	\$ <u>83,064.13</u> ↓ (JJ2)
Regional Sale and Marketing Coordinator	*\$ <u>61,200.00</u> ↑	\$ <u>98,543.68</u> ↓ (KK2)
Other Positions (Note what they are) <i>*See Attached</i>		\$ <u>712,609.33</u> * ↓
Insurance Cost (Excluding Health)		\$ <u>816,699.93</u> =
Office Furniture		\$ <u>15,177.60</u> =
Telephone		\$ <u>71,738.64</u> =
Office Machines		\$ <u>40,526.64</u> =
Office Supplies		\$ <u>307,272.96</u> =
Other (Specify) Janitorial Services, Employee Incentive & Relations	9	\$ <u>390,545.03</u> ↑ <i>8 95,024.72</i>
Total ANNUAL Management Fee		\$ <u>3,601,848.48</u>
Total Monthly Management Fee		\$ <u>300,154.04</u> (Y2)

(Total ANNUAL Management Fee / 12 monthly - This is amount should be transposed on to the Cost Proposal Forms)

*The Proposed Minimum Salary and Annual Salary Rate shall be determined by the Proposer.
NOTE: The Monthly Management Fees shall include all fixed costs billable to the Port Authority.

**Airport Parking Lot Management and Operation Services
Monthly Management Fee Calculation Breakdown Form - Year 3**

	*Proposed Minimum Salary	Annual Salary Rate	
LISTED SALARIED POSITIONS:			
General Manager (JFK)	*\$ <u>79,200.45</u> ↓	\$ <u>125,900.36</u> ↓	(AA3)
General Manager (LGA)	*\$ <u>77,998.79</u> ↓	\$ <u>122,426.11</u> ↓	(BB3)
General Manager (EWR)	*\$ <u>81,385.29</u> ↓	\$ <u>131,111.66</u> ↓	(CC3)
Operations Manager (JFK)	*\$ <u>68,276.25</u> =	\$ <u>103,279.13</u> ↓	(DD3)
Operations Manager (LGA)	*\$ <u>57,898.26</u> ↓	\$ <u>91,548.00</u> ↓	(EE3)
Operations Manager (EWR)	*\$ <u>61,081.88</u> =	\$ <u>95,313.58</u> ↓	(FF3)
Regional Contract Manager	*\$ <u>125,888.40</u> =	\$ <u>185,150.20</u> ↓	(GG3)
Regional Human Resources Coordinator	*\$ <u>75,012.84</u> =	\$ <u>109,105.69</u> ↓	(HH3)
Regional Customer Service/Training Coordinator	*\$ <u>87,475.38</u> =	\$ <u>130,342.44</u> ↓	(II3)
Regional Finance and Reporting Coordinator	*\$ <u>55,141.20</u> =	\$ <u>85,647.73</u> ↓	(JJ3)
Regional Sale and Marketing Coordinator	*\$ <u>62,424.00</u> ↑	\$ <u>101,292.87</u> ↓	(KK3)
Other Positions (Note what they are) <u>*See Attached</u>		\$ <u>723,762.71</u> ↓	
Insurance Cost (Excluding Health)		\$ <u>833,033.93</u> =	
Office Furniture		\$ <u>15,481.15</u> =	
Telephone		\$ <u>73,173.41</u> =	
Office Machines		\$ <u>41,337.17</u> =	
Office Supplies		\$ <u>313,418.42</u> =	205+T1-
Other (Specify) Janitorial Services, Employee Incentive & Relations		\$ <u>390,545.03</u> ↑	97,106?
Total ANNUAL Management Fee		\$ <u>3,671,869.60</u>	
Total Monthly Management Fee		\$ <u>305,989.13</u> (Y3)	

(Total ANNUAL Management Fee / 12 monthly - This is amount should be transposed on to the Cost Proposal Forms)

*The Proposed Minimum Salary and Annual Salary Rate shall be determined by the Proposer.
NOTE: The Monthly Management Fees shall include all fixed costs billable to the Port Authority.



Parking Services

D. Scott Hutchison
Vice President, Airports
1150 South Olive Street
Los Angeles, CA 90017
801-419-1812 Direct Phone
866-349-0516 Fax
Scott.hutchison@abm.com

July 3, 2012

Ms. Luz Santana
Senior Buyer
Commodities and Services Assignments
The Port Authority of New York & New Jersey
Two Montgomery Street, 3rd Floor
Jersey City, New Jersey 07302

RE: AIRPORT PARKING LOT MANAGEMENT AND OPERATION SERVICES AT JOHN F. KENNEDY INTERNATIONAL AIRPORT, LAGUARDIA AIRPORT, NEWARK LIBERTY INTERNATIONAL AIRPORT, AND STEWART INTERNATIONAL AIRPORT – RFP #29198; BAFO

Dear Ms. Santana:

Thank you for the opportunity to provide further clarification and/or assurances on behalf of ABM Parking Service regarding our proposal to provide parking management services for the Port Authority of New York & New Jersey at John F. Kennedy International Airport, LaGuardia Airport and Newark Liberty International Airport. I hope the following response meets both the needs and expectations of the selection committee and the PANYNJ.

1. In a comparative review of our BAFO to our original cost submission, the PANYNJ will note a significant reduction in the amount of overhead and profit assigned in the billable hourly rate for hourly employees and the complete removal of overhead and profit from our salaried personnel. In developing our original pricing, we determined to include nearly all employee related costs within the billable rates, both hourly and salaried. In developing said costs, we determined the “anticipated” billable hours to establish the required hourly rate to properly fund these costs. However, in considering our BAFO we determined that the significant difference between our anticipated number of billable hours and the number of billable hours called for on the Cost Proposal Form would possibly cause our proposed rates to be uncompetitive. In determining the pricing for our BAFO, we removed certain fixed costs, specifically the cost of our employee incentive program of nearly \$300,000 (year-one) from the billable hourly rate and placed these costs in the management fee. This move ensured sufficient funding for this highly successful program while enabling our submission of a more competitive Cost Proposal. While this movement of funds from the Billable Hourly Rate to the Management Fee should have increased our year-one management fee by nearly \$300,000 we were able to offset some of the cost by removing any overhead and profit from our salaried personnel and by reducing year-one wage increases for certain salaried positions. The total year-one increase to our management fee of \$182,000 is the net adjustment of the inclusion of employee incentives and the removal and/or reduction of certain salaried personnel costs. These changes have allowed us to submit a much lower Billable Hourly Rate and a much more competitive overall Cost Proposal.

2. I apologize for submitting an incomplete Certificate of Insurance. Please find a corrected COI meeting the requirement of PANYNJ as an attachment to this letter.
3. We have received your response to our requests for exceptions to the terms and conditions of the referenced RFP, dated June 28, 2012. We appreciate the PANYNJ's willingness to make modifications to said terms and conditions as detailed in your response. We withdraw our exception to the terms and conditions that you indicate are unacceptable to the PANYNJ.
4. If awarded the contract to provide parking in connection with RFP #29198, ABM Parking Services will provide the PANYNJ with the requested guarantee of either a \$3 million Letter of Credit in the Port's standard format or the parental guarantee by ABM Industries, also in the Port's standard format. This guarantee would be signed by ABM's Senior Vice President and Treasurer and accompanied by a secretary's certificate that would attest to the authority of the Treasurer to enter into the guarantee under applicable internal ABM governance policies and delegations of authority. We do not believe that an opinion of counsel would be necessary in these circumstances but our in-house counsel would be happy to discuss this with your counsel, if deemed appropriate.
5. I apologize for any confusion caused by the change of the name of our organization. Ampco System Parking is a wholly owned operating division of ABM Industries. We are currently in process of formally changing our name nationally to reflect said affiliation to ABM Parking Services. With the issuance and timing of the referenced RFP, we have not been able to guarantee our name change will have been completed in the State New York and the State of New Jersey in time to submit our proposal as ABM Parking Services. As such, at this time the official name we are required to submit this contract under is Ampco System Parking d/b/a ABM Parking Services.

I hope I have been able to respond to your request for clarification and/or further documentation in a manner to meet the desire of the PANYNJ. Please do not hesitate to contact me at any time if further clarification is desired. You may reach me at 801-419-1812.

Respectfully Submitted,



D. Scott Hutchison,
Vice President, Airports
ABM Parking Services

Attachments (2)

Certificate of Insurance (Con't)

OTHER Coverage

INSR LTR	TYPE OF INSURANCE	ADDL INSR	WVD SUBR	POLICY NUMBER	EFFECTIVE DATE (MM/DD/YY)	EXPIRATION DATE (MM/DD/YY)	LIMIT
A	Garage Keepers Legal Liability			ISAH08245915	11/01/2011	11/01/2012	\$3,000,000 Limit

Additional Remarks Schedule (Continued from Page 1)

Thirty (30) days written notice of cancellation or non-renewal shall be given to the additional insured(s) in the event of cancellation of the general liability, auto liability, workers' compensation and umbrella policy(ies).

The insurer(s) shall not, without obtaining the express advanced written permission from the General Counsel of the Port Authority, raise any defense involving in any way the jurisdiction of the tribunal over the person of the Port Authority, immunity of the Port Authority, its Commissioners, officers, agents or employees, the governmental nature of the Port Authority, or the provisions of any statutes respecting suits against the Port Authority.

PORT AUTHORITY OF NEW YORK AND NEW JERSEY

Named Insured			Endorsement Number
Policy Symbol	Policy Number	Policy Period to	Effective Date of Endorsement
Issued By (Name of Insurance Company)			

Insert the policy number. The remainder of the information is to be completed only when this endorsement is issued subsequent to the preparation of the policy.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

This endorsement modifies insurance provided under the following.

**COMMERCIAL GENERAL LIABILITY COVERAGE FORM
EXCESS COMMERCIAL GENERAL LIABILITY POLICY
BUSINESS AUTO COVERAGE FORM**

We shall not, without obtaining express advance permission from the General Counsel of the Port Authority of New York and New Jersey, raise any defense involving in any way the jurisdiction of the tribunal over the person of the Port Authority, the immunity of the Port Authority, its commissioners, officers, agents or employees, the governmental nature of the Port Authority or the provisions of any statutes respecting suits against the Port Authority.

Authorized Agent

June 29, 2012

VIA FAX (866)349-0516 and email to scott.hutchison@abm.com

ABM Parking Services
1150 South Olive Street
Los Angeles, CA 90015

Attention: Scott Hutchison, Vice President, Airports

RE: AIRPORT PARKING LOT MANAGEMENT AND OPERATION SERVICES AT JOHN F. KENNEDY INTERNATIONAL AIRPORT, LAGUARDIA AIRPORT, NEWARK LIBERTY INTERNATIONAL AIRPORT, AND STEWART INTERNATIONAL AIRPORT - RFP #29198; ADDITIONAL CLARIFICATIONS AND CONCERNS

Dear Mr. Hutchison:

Thank you for meeting with the evaluation committee for the above-referenced RFP. We are requesting additional clarification on the following issues:

1. The pricing on your BAFO for the Monthly Management Fee increased substantially compared to your original submittal. Please explain.
2. Your Insurance certificate is missing the required Port Authority Immunity Clause and the "30 Days" notice of cancellation. Please revise your insurance certificate and forward a copy to me.
3. Confirm that you have reviewed my e-mail dated June 28, 2012 regarding your exceptions to the terms and conditions for the above mentioned RFP. In order for us to consider your Proposal, certain identified exceptions must be withdrawn.
4. If awarded the contract, Ampco System Parking would be required to provide either 1) a \$3 million Letter of Credit utilizing the standard Port Authority format (see attached) for the successful completion of the Company's proposed services or 2) a parental guarantee by ABM Industries Incorporated that has been approved by the Port Authority Law Department either of which helps to ensure for the successful completion of the company's proposed services. Attached is a copy of a parental guarantee.
5. Throughout your Proposal there are several company names mentioned.
For example:
 - The Letter of Transmittal indicates that is ABM Parking Services.
 - The Agreement on Terms of Discussion states that the company is Ampco System Parking d/b/a ABM Parking Services

*Procurement Department
2 Montgomery Street, 3rd Floor
Jersey City, NJ 07302
T: 212 435 7000*

THE PORT AUTHORITY OF NY & NJ

- The Addenda state that the Proposer's firm name is Ampco System Parking d/b/a ABM Parking Services
- The Financials are from ABM Industries Incorporated

If awarded this Contract, what would be the name of the entity that would receive the award?

Thank you for your interest in doing business with The Port Authority of New York and New Jersey and I look forward to receiving your written response regarding the exceptions and clarification questions (on your firm's letterhead) via e-mail **no later than Tuesday, July 3, 2012 by 12pm.**

If you have any questions, you may contact me at 201-395-3449.

Sincerely,



Luz Santana
Senior Buyer
Commodity and Services Assignments

Procurement Department
2 Montgomery Street, 3rd Floor
Jersey City, NJ 07302
T: 212 435 7000

The Port Authority of New York & New Jersey
225 Park Avenue South, 12th Floor
New York, NY 10003

Date _____

Attn: CREDIT MANAGER

CLEAN IRREVOCABLE STANDBY LETTER OF CREDIT NO. _____(C)_____

At the request of _____(A)_____, we _____(B)_____ hereby open this CLEAN IRREVOCABLE LETTER OF CREDIT NO. _____(C)_____ in your favor up to an aggregate of _____(D)_____ U.S. Dollars, available by your draft(s) on us at sight.

We warrant to you that all your drafts under this CLEAN IRREVOCABLE LETTER OF CREDIT WILL BE DULY HONORED UPON PRESENTATION OF YOUR DRAFT(S) drawn on us and presented to us at _____(E)_____

on or before the expiration date set forth below or future expiration date as indicated below. Our obligation under this Letter of Credit is the individual obligation of the Bank, in no way contingent upon reimbursement thereto, or upon our ability to perfect any lien or security interest.

All drafts must be marked "Drawn Under _____(B)_____ Letter of Credit No. ____ (C)____ dated _____". Partial drawings under this Letter of Credit are permitted.

This CLEAN IRREVOCABLE LETTER OF CREDIT expires at the close of business on _____(F)_____
This CLEAN IRREVOCABLE LETTER OF CREDIT shall be automatically extended without amendment for additional periods of one (1) year from the present or each future expiration date unless we have notified you in writing not less than sixty (60) days before such date that we elect not to extend the Letter of Credit for such additional period, such notice to be sent by registered or certified mail to you at the address herein. Upon receipt by you of such notice you may draw on us at sight for the balance remaining in this Letter of Credit within the then applicable expiration date, no statement required.

EXCEPT AS OTHERWISE EXPRESSLY PROVIDED HEREIN, THIS LETTER OF CREDIT IS SUBJECT TO THE UNIFORM CUSTOMS AND PRACTICE FOR DOCUMENTARY CREDITS (2007 REVISION) INTERNATIONAL CHAMBER OF COMMERCE PUBLICATION NO. 600.

BANK OFFICER/REPRESENTATIVE

LEGEND:

A – INSERT APPLICANT NAME, I.E. TENANT OR LESSEE NAME
B – INSERT NAME OF ISSUING BANK
C – INSERT L/C IDENTIFICATION NUMBER
D – INSERT DOLLAR VALUE OF INSTRUMENT
E – INSERT EXACT ADDRESS OF LOCAL BANK BRANCH
F – INSERT EXPIRATION DATE-ONE YEAR FROM ISSUE DATE

*** Please instruct your Bank to have the Letter of Credit issued in the above format in "Draft" form and fax to Michael Mayurnik, Credit Manger, at (212) 435-5846 for approval **PRIOR** to issuance in "Original" form or email a Word file to MMayurni@panynj.gov. **If the draft is not reviewed in advance, the Letter of Credit can be rejected.** If you are in need of further assistance, Mr. Mayurnik can be reached at (212) 435-5838. ****

GUARANTEE AGREEMENT

In order to induce THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY to accept the proposal submitted by
on Contract

the undersigned,

which has a material financial interest in the
aforementioned corporation submitting said proposal, warrants, undertakes and
guarantees that shall well and faithfully do
and perform the things agreed by it to be done and performed according to the true terms and
true intent and meaning of said Contract, including the payment of all lawful claims of
subcontractors, materialmen and workmen arising out of the performance of said Contract.

This undertaking is for the benefit of THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY and all subcontractors, materialmen and workmen having lawful claims arising out of the performance of said Contract, and all such subcontractors, materialmen and workmen (as well as THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY itself) shall have a direct right of action upon this undertaking; but the rights and equities of such subcontractors, materialmen and workmen shall be subject and subordinate to those of THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY.

This undertaking and guarantee shall be in no way impaired or affected by any extensions of time, modification, amendment, omission, addition or change in or to the said Contract or the construction to be performed thereunder, or by any payment thereunder before the time required therein, any waiver of any provision or condition thereof (whether precedent or subsequent) or by any assignment, subletting or other transfer thereof, or of any part thereof, or of any construction to be performed, or any moneys due or to become due thereunder;

and _____ does hereby waive notice of any and all of such extensions, modifications, omissions, additions, changes, payments, waivers, assignments, subcontracts and transfers, and does hereby expressly stipulate and agree that any and all things done and omitted to be done by and in relation to assignees, subcontractors and other transferees shall have the same effect as to _____, as though done by or in relation to

All the terms and conditions of the above guarantee are contained in this instrument, and this instrument may be changed only by express provisions of a writing signed by the party to be charged therewith.

IN WITNESS WHEREOF, the aforementioned guaranteeing corporation,

_____ has caused its corporate seal to be affixed hereto and this instrument to be executed by its duly authorized officer this

_____ day of _____, 2012

BY _____

Title _____

Certificate of Secretary

I, _____, Secretary of
a corporation organized and existing under the laws of the
State of _____ do hereby certify as follows:

1. That the following is a fully, true and correct copy of the resolution adopted by unanimous vote of the stockholders representing the holders of all the outstanding shares of such corporation entitled to vote, present at a special meeting of stockholders duly called and held on the _____ date of _____, in accordance with law and with the charter and by-laws of the said Corporation; and that the said resolution has not been altered or repealed, and is now in full force and effect:

"RESOLVED, that in order to induce The Port Authority of New York and New Jersey to accept the Proposal submitted by _____ on Contract _____, said contract being entitled _____, this Corporation shall guarantee the obligation of _____ under such Contract; and be it further

"RESOLVED, that in the judgment of the stockholders of this Corporation such action will effectuate the purposes and objects of this Corporation, inure to its benefit and promote, enhance and develop its business, interests and assets; and be it further

"RESOLVED, that the President or Vice-President of this Corporation be and he/she hereby is authorized and directed to make, execute and deliver on behalf and in the name of this Corporation a contract of guaranty, guaranteeing such obligations; and be it further

"RESOLVED, that the officers of this Corporation and each of them are hereby authorized and directed to take such steps, execute such documents and perform such other acts and things as may be necessary and convenient for the purpose of effecting such contract of guaranty."

2. That the purpose of this certificate is to induce The Port Authority of New York and New Jersey to accept the aforementioned proposal and with the intent that the Port Authority, its agents and representatives, shall rely on the truth of the matters contained herein.

IN WITNESS WHEREOF, I have signed my name and affixed the
corporate seal this _____ day of _____, 2012

Secretary
(Corporate Seal)

OPINION ON CORPORATE GUARANTEE

(Letterhead of Counsel)

_____, 2012

The Port Authority of N.Y. and N.J.
Procurement Department
2 Montgomery Street, 3rd Floor
Jersey City, New Jersey 07302

RE: PORT AUTHORITY CONTRACT [CONTRACT NO. - TITLE]

Gentlemen:

In connection with your consideration of the proposal submitted on the above Contract by [name of corporation submitting the bid], our clients (names of corporations guaranteeing the bidder) have requested us to give you our opinion, to be relied upon you, as to the validity and enforceability of the contract of guarantee submitted with said proposal which would support the contractor's obligations under the contract.

The contract of guarantee is valid and enforceable under the law of the State or States applicable thereto and is in accordance with the charter, by-laws and resolutions of the guaranteeing corporations, and the execution thereof is valid and proper and meets with all the requirements of said law and said corporations' charter, by-laws and resolutions.

Very truly yours,

By _____
Partner



Parking Services

D. Scott Hutchison
Vice President, Airports
1150 South Olive Street
Los Angeles, CA 90017
801-419-1812 Direct Phone
866-349-0516 Fax
Scott.hutchison@abm.com

June 25, 2012

Ms. Luz Santana
Senior Buyer
Commodities and Services Assignments
The Port Authority of New York & New Jersey
Two Montgomery Street, 3rd Floor
Jersey City, New Jersey 07302

Dear Ms. Santana:

On behalf of ABM Parking Services, I would like to express our appreciation for the opportunity to provide clarification and greater detail to our proposal to provide parking management and operations services to the Port Authority of New York & New Jersey at JFK International Airport, Newark Liberty International Airport, LaGuardia Airport and Stewart International Airport. We appreciate the opportunity to make corrections to our Cost Proposal Form, Calculation of Average Hourly Rates Forms, Calculation of Rate for Annual Salaried Positions Forms and our Monthly Management Fee Calculation Breakdown Form. We apologize for the formula errors and any inconvenience said errors may have caused the project selection committee. We respectfully submit our revised forms for your due consideration.

Following we provide our response to the question provided by the PANYNJ. While we make our best effort to provide sufficient detail to satisfy the requirements of the PANYNJ, our responses should be considered in total with our oral presentation given before the selection committee on June 25, 2012. Our expectation is that between our written response and our oral presentation, each question will be answered in total.

1. Expand on your firm's proposed incentive program and inform us how much you have awarded in your employee incentive programs in the past year.

At ABM Parking Services we are committed to provide employee incentive and recognition programs that reward employees for meeting and exceeding our high expectations for job performance and customer service. Our employee incentive and reward programs across the country have been created with the flexibility needed to be venue specific in nature. Working with the Port Authority of New York & New Jersey (PANYNJ) our local program is, by design, in concert with PANYNJ's successful Customer Care Program. In our most recent contract year ABM Parking services has provided \$300,000 to our employees providing service at the three PANYNJ airport in which we currently operate in incentive payments. Additionally, we have spent more than \$60,000 in employee recognition and reward programs.

The success of our local employee incentive program and our commitment to providing the highest level of customer service is evident in our continued recognition by the PANYNJ as part of the Customer Care program where our LaGuardia Airport Lane Cashiers were most recently recognized as Best Performance by a Port Authority Contractor.

In review of our Cost Proposal submission, it was discovered that while we built the cost of the employee recognition program into our management fee, we did not carry over the cost of the employee incentive program. This omission has been corrected with the revised Cost Proposal Form submitted with this response to the PANYNJ questions.

2. The MBE and WBE firms proposed by you are currently not certified by the Port Authority. What steps are you taking for them to become certified by the Port Authority?

ABM Parking Services is committed to meet both the letter and intent of the PANYNJ's MBE/WBE participation program. As such we seek to use certified MBE/WBE firms that can provide a real benefit to our parking services. A part of our commitment is to mentor MBE/WBE firms into the airport parking marketplace which might otherwise be closed to smaller firms, due to the high level of financial commitment and expertise that is required to provide a quality parking service at major international airports. One company that we are currently mentoring is U Street Parking of Washington DC. U Street Parking is bona fide parking company specializing in providing high level service in the challenging DC area valet parking market. We have been fortunate to be able to work with U Street Parking at Washington Dulles International Airport, where they provide management of our valet parking service as well as other operational responsibilities. In our commitment to mentor U Street Parking, we invited them to participate with us in our proposal to provide parking management and operations for the PANYNJ at JFK, EWR, LGA and SWF. We assisted U Street Parking in obtaining MBE certification with PANYNJ where they are now listed under Specialty ID/Bid Class 09587200, Parking Management Services.

Each of the WBE firms that we used in our proposal are currently certified as SBE/WBE by either the State of New York and/or the State of New Jersey. We are working closely with these firms to receive like certification with PANYNJ and will provide such support and assistance needed to assist them through the certification process. If for any reason one or more of these firms should not be certified by PANYNJ, we will seek out other opportunities to meet the program goal for participation.

3. Elaborate on your firm's proposed Score 4 system.

As provided in our proposal, Score 4 is an internally developed data collection and storage program that by design will work in concert with venue revenue control systems. The data collected by Score 4 is used by our clients, executives and managers to allow proper oversight of the parking facilities' revenue and transactions. This information is redundant to the internal data provided by most automated PARCS, but is maintained in a format that will allow those with authorize access, the ability to view data in a way meaningful to their purpose. While the internal PARCS will generate reports, utilizing the data a management tool is often restrictive and cumbersome. Data collected by our Score 4 system is designed to be exported into various

management tools, including our Business Intelligence System and our ABM Four Wheel Drive, client access repository. Score 4 has been designed to compliment, not compete with the various sophisticated PARCS currently in use.

4. Clarify your proposed staffing plan. Your proposal indicates a staffing plan in Tab F entitled “Proposal Management Approach” subsection entitled “Employee Management Programs” paragraph viii entitled Staffing Plan. However, those figures do not match what was included on your submitted Calculation of Average Hourly Rate Form.

In review of this question we have determined that a different source of information was used to establish the proposed number of full time and part time employees for Calculation of Hourly Rate Forms than was used in the Proposal Document. To avoid confusion, we will use the number of employees currently on staff for each position which will match our proposed staffing plan. The number of part time employees provided will be the “actual” number of employees currently on staff and not projected full time equivalents. Please note that location totals include our proposed “Overhead” employees assigned to each airport and the General Manager and Operations Manager. To match our revised Calculation of Hourly Rate Forms, our proposal document should be amended to show the following:

Location	FT	PT
EWR	232	7
JFK	192	5
LGA	116	5
SWF	8	5
Regional	5	0

We believe that our staffing schedule meets the spirit of the PANYNJ desire to maximize the use of full time employees.

5. You propose bio-metric reports but are currently unable to supply these reports. Please explain.

Our proposal highlights our commitment to the aggressive use of a bio-metric time keeping system for employee payroll. This system ties to our Work Force Management system and is capable of producing a number of reports to be used as a tool for our management personnel. In researching this question, it is our understanding that a request was made to an Operations Manager of one of our airport parking services and he responded that such a report was not available. Within our operations we have specific individuals trained to produce administrative reports. The reporting capabilities our various systems have not been pushed out to Operations specific individuals. However, as this circumstance clearly demonstrates, there is a need to provide systems training to management of a level that will be communicating directly with PANYNJ contract managers. Such training will be provided to all Operations Managers.

6. Can the bio-metric enrollment program print staffing reports?

Yes, our bio-metric time keeping system will provide payroll related data to our Work Force Management system which can produce a number of staffing reports.

7. Define your marketing strategy; be specific as to who will manage this program and how it will be implemented.

The marketing of airport parking is a rapidly developing segment of our industry. In a very short time period, airport parking marketing has become an essential part of most major airport parking services. In a large part this tremendous growth is due to the unchecked growth of off-airport parking services, but it's growth is also due the introduction and use of new customer transactions mediums. Airport marketing is used to introduce these new technologies to parking patrons and to effect a change in parking habits of a significant portion of the traveling public.

ABM Parking Services understands that a truly effective marketing plan must be able to use successful national products, but must also be tailored to the nuances of the local area. To meet these sometimes contrasting requirements, we have adopted an approach using our corporate strength and local knowledge. At ABM Parking Services our airport marketing programs are developed in conjunction with our Senior Vice President of Marketing and Business Development and our Vice President, Airports, Mr. Scott Hutchison. Each of these executives has more than 30 years of professional parking experience and each has been instrumental in the development of successful parking marketing strategies. Generally, our executives work with local General Managers in developing venue specific marketing programs. However, recently there have been an increasingly growing number of airport locations, including the PANYNJ that request the parking management firm retain a bona fide Marketing Manager.

Within our structure, our airport executive tracks national trends. Our national sales and marketing executive is responsible for the development of programs we determine to be applicable to the needs our clients. Our local Marketing Manager is responsible for the implementation of our national programs and the development of venue specific strategies.

In our experience there are two additional participants in success marketing programs; the airport staff and a local professional marketing firm. It is only when all parties are working in concert that the most successful programs are developed.

8. You state in your proposal that 10% of the total hours will be part-time staff. However, this does not match your figures on your submitted Calculation of Average Hourly Rate Forms. Please explain.

In developing our proposed staffing plans we relied on the PANYNJ directive to maximize the use of full time employees. However, we understand that the effective use of part time employees is an effective means to reducing costly overtime costs and to develop a ready employee pool. As the incumbent provider of parking services at JFK, LGA and EWR, we determined our obligation to use the current employee census in completing our revised Calculation of Average Hourly Rate Forms. Our goal is to build up a part time pool to 10% of our Lane Cashier and Attendant positions. It is not our intention to use part time employees in clerical or supervisory

positions. As we have an obligation to honor our labor harmony agreement, our part time pool of employees will be developed through the natural attrition of full time employees.

9. How does ABM intend to implement Sure Park?

Sure Park is a program designed to expand parking information to airport patrons via both traditional and social media. The intent of Sure Park is to provide parking service information which benefits the overall customer satisfaction of the service. Information is provided to the media through the operating PACRS. At airports that currently use a Sure Park type program, the parking operator has worked in close coordination with the PARCS vender and the airport to develop and market such programs. It is our understanding the PARCS vender for the PANYNJ has been developing the necessary applications to facilitate the implementation of a Sure Park system at JFK, LGA and EWR. As the PANYNJ's parking management service provider, ABM Parking Services will work closely with Federal APD to facilitate the completion of this program.

10. Will the employees of the subcontractor for the Valet Parking receive the same training, direct wages and benefits as the ABM employees? How will you ensure that the subcontractor will comply with Part I – Contract Specific Terms and Conditions, Page 51, Section 11 entitled “Wages, Health and Supplemental Benefits” of the RFP?

It is our understanding and expectation that all employees working at any of the parking services for the PANYNJ airports for either for ABM Parking Services or U Street Parking will be provided the same wages and benefits provided in our revised Calculation of Hourly Rate Forms. As our subcontractor, U Street Parking will be held to the same standards of training as our employees do. We clearly understand that ABM Parking Service is solely responsible for the proper payment to employees and the documentation and reconciliation employee wages and benefits and will provide sufficient safeguards to ensure compliance.

11. Please expand on the background of the proposed Regional Sales & Marketing Coordinator.

With the start of this new contract, the PANYNJ is requiring that their parking service provider recruit and provide a wholly professional marketing and sales professional to develop and implement the new marketing programs and strategies used to enhance the success of the airport parking services. Our selected candidate will have experience in both the development, implantation and management of dynamic sales and marketing programs.

In our proposal we provided one possible candidate from within our current employee base. However, it is our expectation to conduct and regional search for other qualified candidates and with the concurrence of the PANYNJ, select the best candidate for the position.

In our proposal we listed Ms. Keisha Johnson as our Regional Sales and Marketing Coordinator. Currently, Ms, Johnson is our Customer Service Manager at JFK. However, as indicated hereafter, she has a depth of marketing experience and may be considered for this new position.

Prior to joining the Parking Operation at JFK International Airport, Ms. Johnson spent 18 years in the Advertising Sales & Marketing industry. Beginning as an Account Coordinator, she honed her organizational and people skills so much so that, in just two years, she was promoted to Manager. During her year as a Manager, Keshia's contribution to the development of a national multi-market proposal, and negotiating skills in a \$13,000,000 Outdoor Network project, propelled her to Account Executive in less than a year.

During her ten years as an Account Executive, Keshia worked in the Eastern Region for CBS Outdoor. She handled the budgets and advertising for The Mayor's Office, Department of Health, MTA, DOT, Dr. Perricone, Uniqlo, Bridezilla and WE network to name a few.

In her current role as On-Site Customer Service and Training Manager for our JFK operation, Ms. Johnson has developed a working relationship with the Contract Administrator to maintain customer satisfaction, increased employee morale and participation with company events, and was integral in the employee evaluation incentive protocol. Keshia's input in our Manager's Training Boot Camp has been essential in getting Managers to be more introspective and to self-evaluate the type of Manager they are. She has provided tools, tests, and information on how to obtain that. Keshia has traveled to airports the company has acquired to help in the Customer Service training and structure of their departments.

While Ms. Johnson may not be candidate finally selected to fill the vital position, she does carry the dual benefit of a strong professional history in the marketing and sales industry and an intimate understanding of the parking industry. Such a combination of experience is rare and is due consideration.

12. In the current contract there is a Reserved Parking Program that is revenue generating. However, there is no mention of this program in your submitted proposal. Please explain.

In the development of our proposal we created a detailed description of the various cost saving or revenue generating programs that ABM Parking Services has provided over the years to the PANYNJ. However, in the final production of our proposal document, this narrative was inadvertently missed and not included. Following is a concise version of our missing narrative:

COST REDUCTIONS AND REVENUE GENERATORS

ABM Parking Services has been proactive in a joint effort and partnership working with the Port Authority in the management of the Parking Lot Services at the NY/NJ airports.

Over the years managing the NY/NJ airports parking operations, ABM Parking Services has brought effective proposals to the Port Authority in reducing costs, increased revenues and/or improved service.

Cost Reductions:

- In an joint effort with the Port Authority has reduced billable labor since 2008 to date by over \$3M due to a decrease in volume, mobile LPI/LPR and the implementation of unmanned lanes.
- Negotiated better parking ticket price and reduced cost and other consumables by 50%.

- Worked as a partnership with the Port Authority to implement Reserved Parking at the airports at no cost to the Port in the development of the website.
- ABM parking Services has brought to the Port Authority's attention of the increase of credit card fees and has recommended changing vendor. The Port Authority has switched the credit card processing system which reduced fees from 3% to 2%.

Revenue Generators:

- With the implementation of Reserved Parking at the airports, customers who reserved parking our reports showed that 47% are new customers.
- With the implementation of credit card payments at the Airport Employee Parking Office showed that over the counter sales increased by 4%.
- Introduced long term parking voucher at JFK and LGA in event that the Long Term parking lot is saturated. LGA has shown a more favorable increase in revenue than JFK.

ABM Parking Services has always considered ourselves the Port Authority's partner in managing the NY/NJ airports parking operations and has strived to assist and support any and all changes implemented and will continue to be proactive in managing the properties.

13. Which revenue generating programs have you put in place at other airports that you intend to put in place here? How successful were they (\$'s) and what was the investment (\$'s) on the airport authority's part.

ABM Parking has pioneered numerous revenue generating programs throughout our entire portfolio of airport operations. Such programs include our innovative Reservation System, Frequent Parker program and various advertising campaigns customized for each application. Furthermore, our Business Intelligence and SCORE4 system provide us with the unparalleled ability to ensure maximum revenue by monitoring the critical components of each operation; including revenue analysis and sophisticated revenue projections via rate modification.

By example, the Reservation System deployed within PANYNJ operations was provided at no cost to the Port yet has generated \$1.5M in revenue. Frequent Parker programs have been implemented at various airports at a total cost of \$96K while returning \$3.2M in total revenue. Radio advertising has paid great dividends at St. Louis and ABIA, with a total investment of \$48K while generating \$720K in total revenue.

We have estimated the potential benefit of a modified rate structure at PANYNJ at \$8.6M annually. Based on our experience, we estimate radio advertising within PANYNJ operations to generate a potential \$4.4M in revenue at a cost of \$780K.

14. Is the Smart Drive System to be installed in all vehicles?

Smart Drive is currently installed in all ABM Parking Services fleet vehicles and will be installed in all new fleet vehicles.

15. For the expenditures that you recommend for the marketing plan, what do you see as the results for the Port Authority? Be specific as to who will manage this program and how it will be implemented.

As described in our previous response, the daily oversight of our marketing program will be the responsibility of our local Marketing & Sales Manager. Our marketing program will be developed a team consisting of our Senior Vice President of Marketing, our Vice President, Airport, our Regional Contract Manager and our Marketing and Sales Manager. This team should also include members from the PANYNJ and representatives of our local marketing firm. The team will identify the marketplace and establish site specific market target and program goals. Our Marketing and Sales Manager will manage these programs. Our third party marketing firm will assist in professional market research and provide analytical findings of the success of each program. The third party marketing firm will also use their local market purchasing power to secure best rates for media use and ensure wholly professional production of our program graphic and products.

Our expectation for the results of this program will be create customer loyalty and to bring customers currently using off-airport parking services to shift to our on-airport parking services. Providing a higher level of customer satisfaction and protect and increase parking revenues.

16. Please explain how you will be able to assist us in combating the increase in off-site parking so that additional revenue can be realized. Are there any past practices that you have worked on in this regard on others contract?

As the parking services provider to the PANYNJ, ABM Parking Services will provide our national experience in market development to the PA. Our strategies will include the creation and implantation of customer loyalty programs designed to encourage the traveling public to park at the PA's airport parking facilities.

In addition to developing customer loyalty programs, ABM Parking Services suggests that PANYNJ determine the best mechanism levy user fees or gross revenue sharing program from the many off-airport parking service providers. ABM Parking Services will develop and submit an industry analysis of mythology used at other airports of comparable scope and size to collect revenues from off-airport parking operators.

17. You have indicated that you utilize a significant percentage of "part-timers." Where do you intend to get your labor pool from? Do you intend on using the Welfare to Work Programs that urban centers push? If so, how do you intend to keep these employees engaged and motivated?

When recruiting for part-time openings, we use ABM's online Talent Management System. The part-time openings are posted on ABM's Career page and then forwarded to a contracted third party company that is responsible for taking these job postings and populating them with government sponsored agencies such as; Veterans and State Unemployment offices and free websites that include; Indeed.com, CareerBuilder.com and Yahoo Hot Jobs.

ABM Parking Services will explore the Welfare to Work Programs and make every effort to work with them. We provide excellent customer service training and various employees' events/programs and incentives. Our management team also spends time visiting each of location sites talking with our employees and addressing their issues and concerns. These processes ensure that employees know how important they are to our operations and of the utmost importance to keep our engaged and motivated to be the best that they can be.

- 18. On your Calculation of Average Hourly Rate Forms for Lane Cashiers and Attendants (Traffic/Valet), you specify the same average hourly direct wage for all three years. However, this does not comply with the requirement as set forth in this RFP. Please refer to Part I – Contract Specific Terms and Conditions, Page 51, Section 11 entitled “Wages, Health and Supplemental Benefits” of the RFP. Revise your forms accordingly.**

This has been corrected on the revised Calculation of Hourly Rate Forms.

- 19. Your proposed additional wage and salary positions, e.g. Assistant Human Resources Manager, Payroll Supervisor, Executive Administrator, ect. Please explain what the roles of these individuals shall be.**

As the incumbent parking service provider at JFK, LGA and EWR, ABM Parking Services has a very clear understanding of the scope and complexities of the PANYNJ airport parking services. Our proposed overhead staffing consists only of employees currently in place. In the current contract these positions are billed under the clerical department. Each position plays a key role in administration of this operation. The roles and responsibilities of these employees are as follows:

CIRO AVERHOFF – REGIONAL IT COORDINATOR

The Regional I.T. Coordinator for the NY/NJ airport's parking operations is in charge of maintaining all types of communication at Newark Liberty International, John F Kennedy International Airport and LaGuardia Airports. For the past years there were several databases that were created to assist the various departments of the operation to provide better reporting to the Port Authority of NY and NJ. The IT Coordinator maintained workstations, printers and servers, also, assisted in the coordination of the operations staff at Newark Liberty International Airport when the building was under renovation, created drawings for the construction company showing where the desks/counters needed to be built, network and power outlets should be installed in the renovated building. Worked on upgrading the radio repeaters for EWR and JFK which helped improve communication between parking lots. Implemented CCTV system in the parking offices at JFK, EWR and LGA.

Below are a list of the databases and their uses:

Operations:

- Tour Report Database – is used by the supervisor in charge (SIC) listing the staffing required by the Port Authority for each tour.
- Final Log Database – is used by our vault room supervisors where the daily revenue collected is recorded per tour. After all information is entered, a report is generated and sent to the audit department.
- Main Operation Database – is used by supervisors to track daily information. The following are the categories being tracked:

- Assigned Company vehicles
- Daily/Hourly space count
- Certificate of release (Impound)
- Impound log
- Customer incident report
- Daily auto assistance
- Daily operating funds
- Revenue Control Equipment Keys inventory
- Lot closures
- Radio log/inventory

Customer Service:

- Customer Service Database – is used by customer service department to track customer complaints and refunds issued to customers. If a refund is requested, a report is generated and sent to the Port Authority of NY & NJ for approval. This database reduces the risk of duplicating the same refund request.

Audit:

- Balance Due Database – is used by the audit department to track all the balance dues generated by cashiers. We can also track partial payments from the customer. If no payment has been received we will generate a letter to the customer to notify them of the outstanding balance. If no payment is received, a final letter is sent to the customer. If there is still no response we send the customers information to collections. All these records within the database.
- Vehicle Database – Each time a company vehicle is used employees are required to fill out a vehicle usage reports. This includes mileage, fuel, damages, etc. This information is loaded into the database to be used later by management to check on vehicle activity.

The Regional IT Coordinator worked on the development of the online premium parking reservation system. This system has been implemented at all three airports. This allows our customers to reserve premium parking prior to their travel dates guaranteeing them a space in parking lots. This system is done online and provides the customer with a parking voucher that they can print and display on their dashboard when arriving. On the backend our supervisor staff generates reports to track space availability. If we are close to capacity, the staff will then notify the IT Coordinator to increase the number of available spaces.

One of the other functions is to maintain a VOIP/Internet system. This infrastructure connects all three airports which allow the parking operator to do four digit dialing and conferencing. This also includes internet service.

The Regional I.T. Coordinator coordinates the installation of the biometric clocks which store employee's hours by punching in and out. There are two at EWR, two at JFK and one in LGA.

Currently, working on three additional projects. The first is an "Online Payment" system. This will allow payments to be made to the sales office online. The second project is "online event parking". This allows a location to charge a onetime parking fee for a particular event. A voucher for this event will be printed by the customer and displayed at the time of parking. This can also be considered a "coupon" type of event.

Due to the increase in E-Zpass transactions, the third project is a database to track E-Zpass issues/refunds.

JOSEPH BROWN – JFK H/R ASSISTANT MANAGER

Duties and Job Responsibilities

- Posts jobs internally and externally for part-time and full time openings
- Recruits and interviews candidates for open positions
- Handles job offers and coordinates with the Corporate office on new hire requisites
- Conducts new hire orientation
- Provides back-up assistance for Payroll Manager for Blueforce/EPay system
- Investigates and handles all employee relations issues
- Administers random drug testing for staff
- Maintains close and proper liaison with the Operations and General Manager
- Investigates all internal grievances and discusses the outcome with the Operations and General Manager
- Updates General Manager and Regional Human Resources Manager on all HR related issues that require special attention
- Reviews all vacation requests as well as requests for Leave of Absences and holidays and submits requests for vacation to the Manager for his/her review and approval
- Prepares turnover report on a monthly basis
- Prepares monthly staff hiring roster for the Regional Manager and General Manager
- Monitors lateness and attendance issues and administers warnings to employees
- Handles all Workers' Compensation and Disability claims
- Manage company employee and community communication as well as charitable giving
- Reviews and submits invoices from Local 74 pertaining to healthcare benefit payments
- Ensures that all lunch breaks are properly recorded and signed on lunch sheets by all hourly employees

MOHINI RHAMBAROSE – JFK PAYROLL SUPERVISOR

Job Duties and Job Responsibilities

- Prepares timecards for employee signatures each pay period for 220 employees
- Updates and keeps track of the vacation and sick accrual spreadsheet
- Prepares union dues report
- Maintains personal and floater days for union employees
- Prepares scholarship fund report
- Handles pension fund report
- Prepares medical benefits report for all union employees
- Processes and maintains semi-monthly payroll for union and non-union personnel
- Troubleshoots payroll check issues when needed

ELIZABETH GRELLA – JFK EXEC ADMIN/AP

Duties and Job Responsibilities

- Sets up new vendors in Accounts Payable
- Orders office supplies and obtains price quotes from vendors
- Prints and distributes monthly statements to General Manager

- Sends all invoices to Corporate for payment
- Sends all Port Authority refunds to Corporate
- Purchases uniforms and all supplies for both office and field
- Distributes all uniforms to eligible employees
- Processes, codes and submits invoices to Accounts Payable
- Processes issued uniforms into the computer database
- Keeps track of fuel tickets by gallons, mileage amounts and date on computer spreadsheet
- Updates database for company car repairs, oil changes and car washes

FLOYD ALFORD – EWR H/R ASSISTANT

Duties and Job Responsibilities

- Posts part time and full time job openings internally and externally
- Recruits and interviews candidates for open positions
- Handles job offers for all union personnel
- Schedules drug screening appointments for all new hires
- Prepares new hire requisite and new hire paperwork for the Corporate office
- Serves as a back-up to Payroll Manager for Blueforce/Epay program
- Prepares monthly union bills
- Processes termination paperwork for union employees
- Handles unemployment hearings when they arise
- Manages Workers' Compensation and Disability claims
- Investigates and resolves all employee relations issues
- Administers random drug testing program for all three airports
- Conducts new hire orientation
- Advises management on all grievance proceedings and serves as a representative on union issues
- Maintains close and proper liaison with the Operations/General Manager
- Abides by and ensures adherence to company policies
- Updates Human Resources Manager on HR issues that require special attention
- Prepares turnover report on a monthly basis
- Monitors all lateness and attendance issues and administers warnings to employees when needed

PAOLA ANAYA – EWR PAYROLL

Duties and Job Responsibilities

- Reviews, prepares and manages bi-weekly payroll for both union and non-union employees
- Prepares timecards for every pay period for employees to sign for 240 employees
- Analyzes personnel records to ensure appropriate personnel data
- Verifies and processes 401(k) Retirement benefits along with union/non-union payments
- Maintains floater and personal time for union employees
- Maintains and updates excel spreadsheet for vacation and sick time

- Prepares Local 1212 reports for billing purposes
- Prepares Local 641 reports for billing purposes
- Resolves any payroll check issues when they arise

JESSICA ESPINOSA - EWR H/R RECEPTIONIST/CLERK

Duties and Job Responsibilities

- Inputs all HR information into Access Database
- Creates Attendance/Lateness reports on a weekly basis
- Generates HR reports out of Access Database
- Reviews Lunch Relief reports on a daily basis
- Oversees uniform distribution for all new hires
- Completes new hire paperwork for Corporate
- Produces ID badges for all new hires
- Answers telephone
- Files HR paperwork on a daily basis
- Handles all mailing for the office
- Prepares warning reports
- Resolves misc. employee issues (how to complete HR forms such as vacation or uniform requests)

JOYCE SEAGLE –EWR EXEC ADMIN/AP

Duties and Job Responsibilities

- Processes, codes and submits invoices to Accounts Payable
- Requests PA approval for the purchase of reimbursable supplies and equipment
- Orders office supplies and obtains competitive price quotes from vendors
- Sets up new vendors in Accounts Payable
- Inputs accident reports into Instant Estimator
- Forwards incident reports to the Port Authority Claims Department
- Reports all car accidents pertaining to company vehicles and coordinates claim information and repairs
- Assists as a back-up to all company uniform distribution
- Reports liability claims and sends supporting documentation, such as reports, pictures, daily duty log, etc., to the ABM Claims Department
- Prints financial reports for the monthly Port Authority / ABM meeting
- Prints and distributes monthly statements to the Port Authority and the Corporate Accounting Department

BARBARA GALLARDO – LGA PAYROLL

Duties and Job Responsibilities

- Inputs and oversees payroll for 120 employees
- Prepares union dues report
- Prepares timecards for employee signatures each pay period
- Maintains floater and personal days for union employees
- Maintains HR database
- Handles pension fund report
- Prepares union medical report
- Prepares 401(k) union report
- Updates and maintains Vacation/Sick Accrual spreadsheet
- Prepares Wage Roster report
- Processes and handles orientation for all new hires
- Processes termination paperwork for employees
- Manages Workers' Compensation and Disability claims
- Investigates and resolves all employee relations issues
- Updates General Manager and Human Resources Manager on HR issues that require special attention
- Abides by and ensures adherence to company policies
- Prepares turnover report on a monthly basis

PATRICIA CABRERA – LGA EXEC ADMIN/AP

Duties and Job Responsibilities

- Answers telephone calls and takes messages for the Management team when they are unavailable
- Inputs payroll data into Blueforce/EPay system
- Handles and distributes company uniforms
- Processes, codes and submits invoices to Accounts Payable
- Processes issued uniforms into computer database
- Forwards incident reports to the Port Authority and to the Corporate office
- Processes and issues ID Badges to all new hires
- Handles and distributes all incoming and outgoing mail
- Orders office supplies and obtains price quotes from vendors
- Prints and distributes monthly statements to General Manager
- Sends all invoices to Corporate for payment

LOCATION CUSTOMER SERVICES RESPONSIBILITIES

JFK/EWR/LGA – MARIA VINAS/ STEPHANIE QUICK

The On-Site Customer Service & Training Manager's (CSTM) responsibilities regarding the Parking Operations, under the direction and guidance of the New York/New Jersey Regional Customer

Service and Training Manager (RCSTM), are; but not limited to, all aspects of the following bullets with detailed information below:

1. Customer Contact Concerns
2. Employee Training
3. Mystery Shopping Program
4. Employee Events
5. Incentive Program
6. Miscellaneous

1. Customer Contact Concerns

The CSTM fields all incoming customer inquiries and addresses concerns in timely and applicable manner and then, they are reported monthly to the PA or when needed.

On a daily basis, the CSTM will address customer inquires that come in via phone, email, fax, and regular mail.

Inquires, regardless of arrival method, include but are not limited to:

- Refund requests – lost ticket, overcharge, handicap rate, lot closure, EZ Pass errors, delayed exiting, non-revenue fee incurred adjustments (in conjunction with the Employee Parking Offices), lot closure fee adjustments, and a variety of miscellaneous items.
- General inquires – parking fees, clarification of fee, directions, employee recognition, receipt needed, balance due clarification, status check of claim, and a variety of miscellaneous items.

For any inquiry requiring a written response and possible refund, the CSTM uses the following process:

- Individual Informational Cover Sheet is created
- Research and validation process begins using any one or combination of reports and all applicable support information is printed
- Appropriate fee adjustment is calculated when applicable
- Appropriate written response is prepared
- Applicable PA approvals are sought
- Applicable refund methods are requested (checks from Accounts Payable).
- Applicable waivers or credit card refund transactions are requested (Audit)
- Once all information is set, CSTM sends correspondence to patron (if a fee adjustment is due, a refund check or credit card credit slip is included with the letter)
- A copy of all is kept
- Database is updated with all information
- Applicable information is put into the monthly Refund Survey
- Although it does not happen often, when correspondence is returned by the USPS, investigation as to why is started.

2. Employee Training

CSTM assist the RCSTM in the development and implementation all training. A number of programs are presented throughout the year to all levels of employees. Each CSTM is responsible to implement and ensure that all mandatory training and documentation of such is done at their location.

Programs include:

- New Hire Orientation (Customer Service portion)
- Bi-Annual Customer Service Training (Contractually Required)
- Monthly Safety Training (ABM)
- Leadership Training
- Off-Site Managers Workshop
- Quality of Life (i.e., Driver Safety, CPR, etc.)
- Computer Skills as needed

The components of the various training sessions include the distribution of handouts which are created through the department. In addition, the On-Site CSTM is responsible for the coordination of the development, revisions, and distribution of key training materials for all employees throughout the year. Such materials include:

- All Manuals (Operations, Audit, Valet, Employee Sales Office)
- Study Materials for Supervisor Certification

4. Mystery Shopping Program

The On-Site CSTM addresses all aspects of the Mystery Shopping reports for both the Port and ABM shops. Each month, the CSTM will:

- Reviews and analyzes shops
- Breakdowns pass/fail scores
- Disciplines employees of failed shops
- Addresses failure based on applicable progressive disciplinary action
- Coach employees to success through one-on-one and field visits
- Prepares and distributes personalized recognition letters to all employees with passing shop
- Updates bulletin boards with Mystery Shopper information and/or results
- Reports on shops monthly to the PA or when needed.

5. Employee Events

Throughout the year, a number of Employee Events are held. Using a pre-determined budget and guideline provided by the RCSTM, the CSTM runs these events by securing date, location, caterer, gifts, raffles, invitations, etc.

6. Incentive Program

This is a multi-level employee recognition program. This program marks positive performance with monetary rewards paid out quarterly. Each quarter, the CSTM must provide the RCSTM and applicable employees with accurate and timely information for their locations. This information consists of:

- Tracked Mystery Shopper Scores
- Commendation Letters
- Meeting/Training Attendance
- Write-Ups
- Administer letters to employees about incentive due
- Post incentive results on bulletin board.

7. Miscellaneous

Additional functions and responsibilities of the On-Site CSTM coordinated through the RCSTM are:

- Maintaining the “Learning Library”
- Keeping bulletin boards timely and neat
- Creating and maintaining positive employee relations
- Creating and maintaining positive professional relationships with the Port Authority
- Editing, proofreading, developing and distributing a variety of informational internal memos and correspondence
- Maintaining and updating their skills through outside educational sources.

20. On your Calculation of Average Hourly Rate Forms, there appears to be deficiencies in the amount allocated for the following full time positions: Lane Cashier for years 1, 2 & 3 at EWR – sick time, Lane Cashier for year 3 at SWF – holiday, vacation and sick time, Attendant for years 1,2 & 3 at EWR – vacation and sick time, Attendant for years 1, 2 & 3 at LGA – holiday and sick time, Clerk for years 1,2 & 3 at JFK – holiday and sick time, Supervisor (Field/Office) for years 1, 2 & 3 at JFK – vacation time, Supervisor (Field/Office) year 3 at SWF – holiday, vacation and sick time, Supervisor-in-Charge (Field/Office) years 1,2 & 3 at EWR – vacation and sick time. Revise your forms accordingly.

In a review of the deficiencies listed we have made a careful review of each payroll benefit for all billable hour positions. In our review we noted that some of the deficiencies were due to transposition errors when completing the form, some were due to rounding issues and others had improper formula assumptions for escalating the costs for years two and three. We have made the following adjustments:

- Replicated all Calculation of Average Hourly Rate Forms in an Excel format to reduce the possibility of transposition errors,

- Expanded the number format used in calculating payroll benefit days to use two decimal points to reduce rounding issues,
- Reformulated all payroll costs with a consistent methodology as provided hereafter.

Payroll Benefit Calculation Model

As the incumbent provider of parking management services for the Port Authority of New York and New Jersey, ABM Parking Services has both the ability and the obligation to develop our hourly cost proposal based on the actual employee demographic, replacing assumptions with actual figures. Each of our employee groups has varying degree of tenure with payroll benefits governed by said tenure as dictated by various Collective Bargaining Agreements. In building the various costs to the billable hourly rate that are driven by payroll and employee tenure, such as vacation, holiday and sick time, we understand that we must pay our employees the total amount of each benefit, but can only be compensated for the total amount paid to the employee during the time that they are actually working in a billable hour. Therefore, our payroll benefits cost are developed using the calculated number of billable hours which is net of vacation time and sick time. Within each employee classification, tenure is different providing differing average paid time off for vacation and paid holidays.

In developing our response we first created the actual average time for each benefit by position, creating a position specific net billable hours rate which became the foundation of our calculation. We then divided the number of annual hours of each benefit for each position by the average net billable hours for employee in each position. This percentage is multiplied by the average hourly rate by position for each year to create the amount included in the total billable hourly rate for each benefit.

21. On your Calculation of Average Hourly Rate Forms, the number of days in the holiday allowance for Clerks (Office/Revenue) and Supervisors (Field/Office) at LGA went from 11 in year 1 to 10 for year 2 and 3. Please explain.

This was a transposition error that will be corrected with the resubmission of our Calculation of Hourly Rate Forms.

22. On your Calculation of Average Hourly Rate Forms, you allocate money for time off for part-timers, however, no specific number of days were provided for the following part time positions: Lane Cashier at JFK for years 1,2 &3 – holidays, Lane Cashier at EWR for year 1, 2 & 3 – holidays, vacation and sick time, Attendants at JFK for year 1, 2 & 3 – holidays, Attendants at EWR for year 1, 2 & 3 – holidays, vacation and sick time, Attendants at SWF at SWF for year 1,2 & 3 – holidays. Please explain.

Within our CBA agreements, part time employees are entitled certain payroll benefits which are accrued based on the number of hours worked. While a full time employee is entitled to be paid for 8 hours for one day of holiday, the number of hours a part time employee earns is solely dependent upon the number of hours worked. A full time may only work 6 hours on a holiday but still be given the total of 8 hours of holiday pay in addition to the 6 hours of regular pay. A part time employee working 6 hours on a holiday will get only 6 hours of holiday pay. The

accrual for hours is based on the same percentage of the Average Direct Hourly Rate by position as full time. The actual benefit a part time employee earns will be determined by the hours worked. In order to avoid confusion, we will modify our Calculation of Hourly Rate Forms to include the same days of benefit as a full time employee for benefits agreed to in the CBA, but will continue our calculation base on percentage of the hourly wage.

As previously mentioned, with this document, ABM Parking Services respectfully submits our revised pricing proposal to provide parking management and operations for the PANYNJ. As the PANYNJ discovered a significant number of formula errors, we took this opportunity to completely review our formulas and calculations used in the development of our original submission. The results of our review was surprising as we were please to notice a few formula errors that significantly inflated our total five year contract expense value. As providing in with this submission, our new five year total is truly significant less that provided in our original submission.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "D. Scott Hutchison", with a long horizontal flourish extending to the right.

D. Scott Hutchison,
Vice President, Airports
ABM Parking Services



ABMPROD

Powered by Epay Systems™ BlueForce™ Technology



Messages



To Do



My Profile

ABM INDUSTRIES : James Alexander - You signed in at: 12:20 AM CST

Documents Foner™ Numbers | Logout



Home

Quick >>



Dashboard



Sites



Employees



Time Cards



Timesheets



Payroll



Reports



Import/Export

- Timecards

- [Add/Edit](#)
- [Audit Report](#)
- [Hours Variance Report](#)
- [Foner Calls Only](#)
- [Caller ID Report](#)
- [Mass Upload PTO](#)
- [Import PTO](#)
- [PTO Request](#)
- [Search Timecards](#)

Selected Site(s) [Select..](#) [Clear..](#)

25801531-NEWARK AIRPORT

Total Selected Site :- 1

Timecard Search

Site: All Selected site(s) Employee: All Employees Date From: 6/23/2012 Date To: 6/24/2012 Source: All Punches

Search Add Timecard Back

Show Zero Punches
 Show Only Open Punches

Timecard Legend

Zero out selected Timecard(s) Edit Selected Timecard(s) Approve Selected Timecard(s) Export To Excel

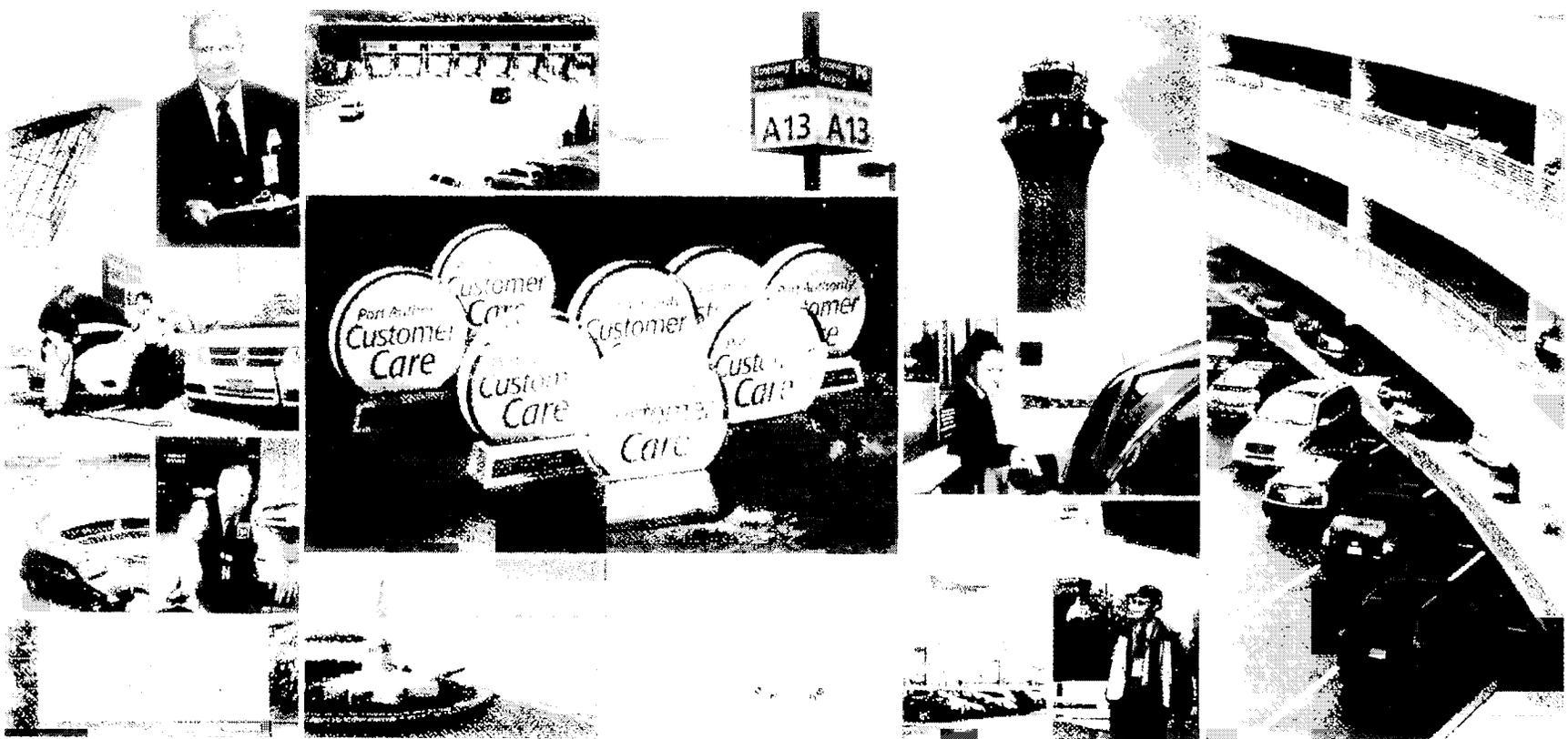
<input type="checkbox"/>	Status	Employee	Site	Task	Work Order	GI Code	Rate Type	Time-In	Time-Out	Rounded Hours	Modified On
<input type="checkbox"/>	Details Waiting for IN punch	Greenhowe, Chronda (6721122)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)		New York Port Authority (NYPA)	Reg		06/23/12 23:23	00:00	06/23/12 23:23:49
<input type="checkbox"/>	Details Waiting for OUT punch	Parker, Shaquonah (7026896)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	644648-Cashier (644648)	New York Port Authority (NYPA)	Reg	06/23/12 23:06		00:00	06/23/12 23:23:49
<input type="checkbox"/>	Details Waiting for OUT punch	Jones, Sakinnah (6721337)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	644652-Parking Attendant (644652)	New York Port Authority (NYPA)	Reg	06/23/12 22:47		00:00	06/23/12 23:23:49
<input type="checkbox"/>	Details Waiting for OUT punch	Cort, Lorraine (6719384)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	644648-Cashier (644648)	New York Port Authority (NYPA)	Reg	06/23/12 22:45		00:00	06/23/12 23:23:49
<input type="checkbox"/>	Details Waiting for OUT punch	Tribie, Gena (6720263)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	644648-Cashier (644648)	New York Port Authority (NYPA)	Reg	06/23/12 22:44		00:00	06/23/12 23:23:49
<input type="checkbox"/>	Details Waiting for OUT punch	Otugo, Vincent (6719379)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	644648-Cashier (644648)	New York Port Authority (NYPA)	Reg	06/23/12 22:42		00:00	06/23/12 23:23:49
<input type="checkbox"/>	Details Waiting for IN punch	Sewell, Crystal (6720846)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	644648-Cashier (644648)	New York Port Authority (NYPA)	Reg		06/23/12 22:23	00:00	06/23/12 23:23:48
<input type="checkbox"/>	Details Waiting for OUT punch	Williamson, Tawanda (6721221)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	645016-Site Lead Supervisor (645016)	New York Port Authority (NYPA)	Reg	06/23/12 22:08		00:00	06/23/12 23:23:48
<input type="checkbox"/>	Details Waiting for OUT punch	Cunningham, Akeem (7018005)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	645016-Site Lead Supervisor (645016)	New York Port Authority (NYPA)	Reg	06/23/12 21:50		00:00	06/23/12 23:23:48
<input type="checkbox"/>	Details Waiting for OUT punch	Workfield, Wakeelah (6721270)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	644648-Cashier (644648)	New York Port Authority (NYPA)	Reg	06/23/12 21:47		00:00	06/23/12 23:23:48
<input type="checkbox"/>	Details Waiting for OUT punch	Kaba, Sekou (6721228)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	645016-Site Lead Supervisor (645016)	New York Port Authority (NYPA)	Reg	06/23/12 21:47		00:00	06/23/12 23:23:48
<input type="checkbox"/>	Details Approval Pending	Armstrong, Rosa (6719388)	25801531-NEWARK AIRPORT	25801531 - NEWARK AIRPORT (25801531)	644648-Cashier (644648)	New York Port Authority (NYPA)	Reg	06/23/12 21:46		00:00	06/23/12 23:23:47

OF NY & NJ

Liberty Stewart
AIRPORT INTERNATIONAL AIRPORT

ABM

Parking Services



PRESENTATION for Airport Parking Lot Management and Operation Services at
John F. Kennedy International Airport, Laguardia Airport, Newark Liberty International Airport,
and Stewart International Airport – RFP No. 29198

• Presented by **ABM Parking Services** on June 25, 2012 •

Our Team

- Mark Muglich, President
- Leonard Carder, Executive Vice President
- Scott Hutchison, Vice President Airports
- Michael Joseph, Regional Manager PANYNJ



INVITATION for Airport Parking Lot Management
and Ancillary Services at John F. Kennedy International Airport,
Laguardia Airport, Newark Liberty International Airport, and Stewart
International Airport – RFP No. 29198

Financial Strength, Tradition of Service



ABM
Building Value

Principal Place of Business: New York, NY

Established: 1909

Revenue: \$4.5 Billion

Employee Base: 101,000

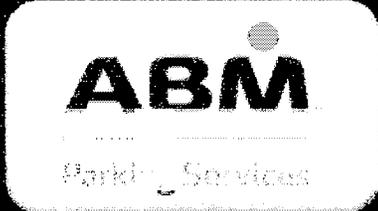
A Family of Services:

ABM Janitorial

ABM Engineering

ABM Security

ABM Parking Services



ABM
Parking Services

ABM Parking Services:

Established: 1966

Revenue: \$618 Million

Employee Base: 12,500

ABM Parking Services

Airport Experience:

- 43 years of airport parking experience
- 37 total airport operations providing parking management, valet, curbside management and shuttle services
- Over 2,000 dedicated airport operations personnel
- Professional Resources Dedicated to Airport Parking, Valet & Transportation Operations



ABM – Proven Airport Experience

ABM/PANYNJ Team:

- 27 years in partnership with PANYNJ!
- Proven Experienced Executive and Regional Management.
- Experienced Designated General Manager and Operations Managers.
- Role Specific Professionals in Regional and Corporate Support Positions.

ABM Airport Services

PARKING, SHUTTLE, VALET PARKING, CURB SIDE MANGEMENT

Austin Airport

Austin–Bergstrom Intl Airport
DFW International Airport
Eastern Iowa Airport
Greenville Spartanburg Airport
John Wayne Airport
McCarran Las Vegas Airport
Oakland International Airport
Raleigh – Durham Intl Airport
San Francisco Intl Airport
Tampa International Airport
Wichita Midcontinent Airport

John F Kennedy Airport

Boise Air Terminal
Denver International Airport
Eppley Airfield
Hilo International Airport
Keyhoe–Kona Intl Airport
Minn. St. Paul Intl Airport
Orlando International Airport
Reagan National Airport
Santa Barbara Airport
Tyler-Pounds Regional Airport
Will Rogers World Airport

Newark Liberty Airport

Colorado Springs Airport
Des Moines International Airport
Gary – Chicago Intl Airport
Honolulu International Airport
Lihue Airport Long Beach Airport
Mineta - San Jose Intl Airport
Phoenix – Mesa Airport
Sacramento Intl Airport
SW Georgia Regional Airport
Washington Dulles Intl Airport
Lambert-St. Louis Intl Airport

Management Commitment

- Transparent Accounting in Revenue Collection and Accountability
- Sarbanes Oxley Compliant, GAAP , PCI
 - Client Access to Company Data via ABM Four-Wheel-Drive, ibots, B.I.
- Provide Quality Employees with Customer Service Training and Job Specific Training:
 - Quarterly Employee Training Program

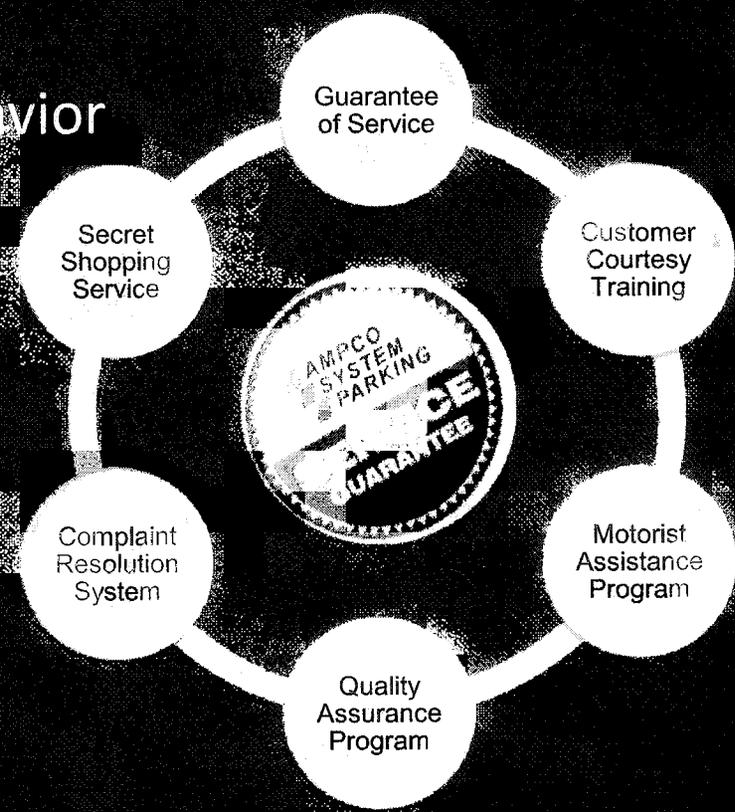


Management Commitment

- Provide Employees and Customers with a Safe Environment:
 - Ongoing Corporate, Regional and Local Safety Programs
 - Drug Free Work Place
- Best Practices in Expense Management
 - Automated Payroll & Timekeeping
 - Procurement Programs & National Purchasing Power

Customer Service

- Total Company Commitment
- Structured Program
- Reinforce Positive Behavior
- Proven Success



Customer Service Proven Success at PANYNJ!



Commitment to Safety

**First Observer
Program**

**Smart Drive In-
Vehicle Camera
System**

**Specialized Safety
Training**



Enhanced Management Practices

Score 4
Revenue
Control
System

Business
Intel
Reporting

Audit-Matic
Handheld
Reporting
System

Client Web
Portal -
ABM 4WD

GPS Bus
Dispatch
System

Instant
Claim
Estimator
System

Work
Force
Mgmt

Smart Drive
System

Online
Payment
System



ABM Parking Accomplishments @ PANYNJ

- ✓ Reduced ticket/consumable cost by 50%
= \$70K annually. **\$ 70K Annually**
 - ✓ Thermal paper rolls for receipt paper
= \$65K annually. **\$ 65K Annually**
 - ✓ Labor savings via reduction in supervisors,
cashiers and traffic attendants. **\$750K Annually**
- Total** **\$885K Annually**





Response to Questions

Employee Incentive Plan

1. Expand on your firm's proposed incentive program and inform us how much you have awarded in your employee incentive programs in the past year.

In the 2011-2012 contract year ABM Parking Services paid the Following amounts toward employee incentive & recognition programs:

	EWR	JFK	LGA	Total
Employee Incentives	\$126,000	\$ 63,000	\$111,000	\$300,000
Employee Programs	\$ 25,462	\$ 14,853	\$ 21,218	<u>\$ 61,533</u>
				\$361,533

Employee Incentive Plan

Annual Funding -

\$350,000 budgeted to be awarded each year as part of the new contract.

Incentive criteria based on a scoring matrix as follows:

Tier One –

\$100 for passing mystery shop (Cashiers, Traffic, Clerks)

\$25 for complimentary letter (Cashiers, Traffic, Clerks)

\$70 quarterly manager evaluation (Clerks)

Tier Two –

\$150 for passing mystery ship (Field Supervisors)

\$150 quarterly SIC evaluation (Field Supervisors)

Employee Incentive Plan

Incentive criteria based on a scoring matrix as follows (cont.):

Tier Three –

\$250 quarterly manager evaluation (Administrative)

Tier Four

\$325 quarterly op's manager evaluation (Supervisors In Charge)

Tier Five

\$350 quarterly manager evaluation (RM/GM/Op's Manager)

Holiday Bonus

MBE/WBE Commitment

The MBE and WBE firms proposed by you are currently not certified by the Port Authority. What steps are you taking for them to become certified by the Port Authority?

- ✓ Our Primary MBE Subcontractor, U Street Parking, has been certified by the PANYNJ as a MBE.
- ✓ Our Selected WBE Subcontractors and Vendors have been certified by either the State of New York or the State of New Jersey as WBE. ABM Parking Services is working with each of these firms to receive PANYNJ certification. The application will be processed by the PANYNJ prior to the contract commencement date.
- ✓ ABM Parking Services is committed to meet both the letter and intent of the PANYNJ MBE/WBE Program.

Score 4

3. Elaborate on your firm's proposed Score 4 system.

Self Contained On-Site Revenue Entry

- ✓ JDE Platform
- ✓ Advanced logic-driven program
- ✓ Transaction count analytics
- ✓ Monthly billing (e-invoicing)
- ✓ On-line payments
- ✓ Portal into ABM BI (Business Intelligence) System
 - Dashboard reports
 - Client Portal

Staffing Plan

4. Clarify your proposed staffing plan. Your proposal indicates a staffing plan in Tab F entitled "Proposal Management Approach" subsection entitled "Employee Management Programs" paragraph viii entitled Staffing Plan. However, those figures do not match what was included on your submitted Calculation of Average Hourly Rate Form.

✓ To match our revised Calculation of Hourly Rate Forms, our proposal document should be amended to show the following:

Location	FT	PT
EWR	232	7
JFK	192	5
LGA	116	5
SWF	8	5
Regional	5	0

Bio Metrics System

You propose bio-metric reports but are currently unable to supply these reports. Please explain.

- ✓ The requested reports are available via Work Force Management (WFM) and can be made available to PANYNJ on a regular basis. Detailed reports for period ending 6/23/2012 are attached to the written response.
- ✓ Customized reports are available to ensure formatting and data are consistent with PANYNJ's expectations.

Bio Metrics System

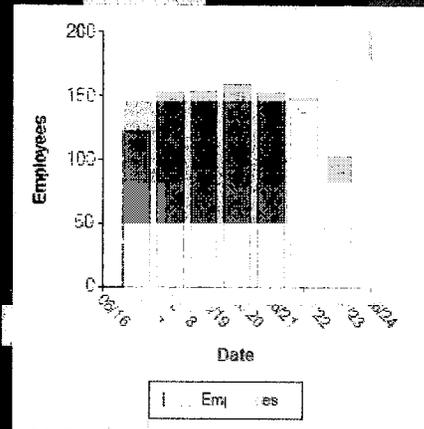
6. Can the bio-metric enrollment program print staffing reports?

- ✓ Yes, our robust WFM system is capable of printing detailed staffing reports, which can be made available to PANYNJ on a regular basis. Detailed reports for period ending 6/23/2012 are attached to the written response.

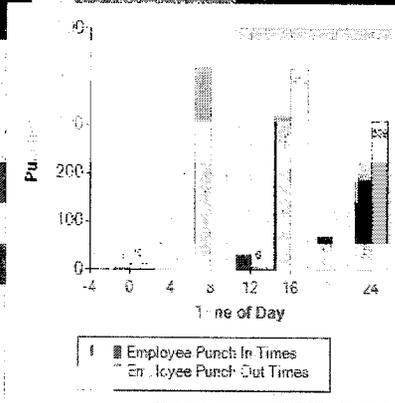
Workforce Management

EWR Data – as of 6/23/2012

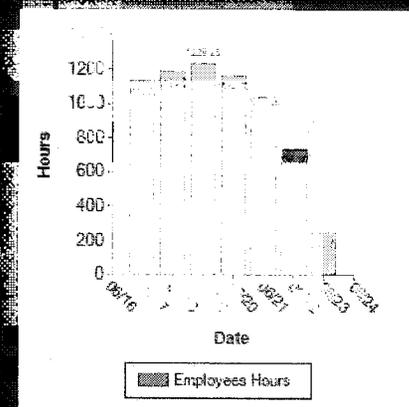
Daily Employee Counts



Daily Punch Analysis



Daily Hours Count



Marketing

7. Define your marketing strategy; be specific as to who will manage this program and how it will be implemented.

Strategy –

Attack off airport market and increase overall utilization of PANYNJ on-site parking areas/increase average revenue per transaction.

Targets –

Primary focus on customer loyalty, retention and ancillary services.

Means –

Application of national experience together with on-site historical data (trends, average stays, etc.).

Marketing

Initial Recommendations –

- Focus Group sessions.
- Premium Parker Club with exclusive benefits (monthly/annual)
- Loyalty program.
- Fleet discounts to pull transportation industry servicing airport that are currently staging on roadways and congest traffic.
- Assess fees to outside competitors (percentage of gross revenues)
- Social media & smartphone applications.
- Pricing adjustments – incremental rate increases to existing rate structure = \$8.6M annually.
- Advertising – internal/external.
- Perception/Preemptive marketing – correcting customer misconceptions during construction projects.

Easy-breezy parking

www.abmparking.com



Marketing

Existing Programs –

- PANYNJ Parking Website
- Reservation system
- Thanks Again
- Voucher/overflow program
- 4th Day Free / discount program

Marketing Coordinator –

- Regional search for experienced individual, utilizing NY-based marketing firm

Corporate Support –

- ABM SVP of Marketing
- VP Airports
- “Top 15-panel”
- Monthly benchmark analytics



Part Time Employees

You state in your proposal that 10% of the total hours will be part-time staff. However, this does not match your figures on your submitted Calculation of Average Hourly Rate Forms. Please explain.

- ✓ Our goal is to build up a part time pool to 10% of our Lane Cashier and Attendant positions. It is not our intention to use part time employees in clerical or supervisory positions. As we have an obligation to honor our labor harmony agreement, our part time pool of employees will be develop through the natural attrition of full time employees.

Sure Park

o How does ABM intend to implement Sure Park?

We understand the existing PRCS provider has the currently ability to provide this service. We will work directly with Federal APD to ensure the program is functionally sound.

Marketing:

- ✓ Social media marketing via Facebook/Twitter
- ✓ Website / PANYNJ App
- ✓ Reservation system
- ✓ Promotional literature at toll plaza

Valet Parking

10. Will the employees of the subcontractor for the Valet Parking receive the same training, direct wages and benefits as the ABM employees? How will you ensure that the subcontractor will comply with Part I – Contract Specific Terms and Conditions, Item 51, Section 11 entitled “Wages, Health and Supplemental Benefits” of the RFP?

- ✓ Yes, all subcontracted employees will be fully engaged in our training programs. All employees, regardless of direct or subcontracted, will be subject to the same wages and benefits as specified in the RFP documents.
- ✓ Our agreement with all subcontracted vendors will mandate the same parameters as ABM Parking Services is required to meet.
- ✓ Routine audits will be conducted to ensure full compliance.



Marketing

Please expand on the background of the proposed Regional Sales & Marketing Coordinator.

Marketing Coordinator –

- ✓ Regional search for experienced individual, utilizing NY-based marketing firm:
 - Local market expertise
 - Familiarity with the work and service of PANYNJ Community
 - Consumer focused
 - Nimble
 - Imaginative
 - Experience with time tested methodologies and approaches
 - In-market success of marketing solutions
 - Well-versed with qualitative and quantitative tools to measure program results
- ✓ As this is a key-member of the team, we intend on including the PANYNJ in the final selection process.

Reserved Parking

2. In the current contract there is a Reserved Parking Program that is revenue generating. However, there is no mention of this program in your submitted proposal. Please explain.

- ✓ Our exclusive Reserved Parking Program was addressed in the proposal as part of the Reporting Section. It is our full expectation that to continue supporting and enhancing this program which will serve as a foundation for several of our revenue generating programs going forward.
- ✓ Reserved Parking has generated \$1.5M in total related revenue.

Revenue Generating Programs

8. Which revenue generating programs have you put in place at other airports that you intend to put in place here? How successful were they (\$'s) and what was the investment (\$'s) on the airport authority's part.

- ✓ Social marketing
 - Twitter and Facebook
- ✓ Frequent Parker
- ✓ In-airport advertising
 - "You're in, You're out, You're GONE!"
 - "You'd be in your car by now!"
- ✓ Radio advertising (pre-game)
 - Traffic improvement of 2%
- ✓ Complimentary car wash with pre-paid reservation

Increased utilization by approximately 34 vehicles per day, per location would increase net profits by \$1.2M for PANYNJ

Revenue Enhancement Recommendations

✓ Reservation System (PANYNJ)

Cost: \$10

Benefit: \$1.5M

✓ Frequent Parker

Cost: \$96K

Benefit: \$3.2M

✓ In-airport advertising

Cost: \$52K

Benefit: Goodwill

✓ Radio advertising (pre-game)

Cost: \$48K

Benefit: \$720K

St. Louis/ABIA

Cost: \$780K

Benefit: \$4.4M

PANYNJ Potential

Cost Reduction Recommendation

- Radio advertising, in conjunction with other marketing, improved utilization of existing automated lanes at ABIA, resulting in a 26% reduction in cashier hours.
 - ✓ Assuming a 26% at PANYNJ, total annual savings would be **\$2.4M**

Smart Drive

14. Is the Smart Drive System to be installed in all vehicles?

- ✓ Yes. All existing vehicles currently have the Smart Drive System installed. Further, all future vehicles will be equipped with the Smart Drive System.

Marketing

• For the expenditures that you recommend for the marketing plan, what do you see as the results for the Port Authority? Be specific as to who will manage this program and how it will be implemented.

Marketing Coordinator –

- Regional search for experienced individual, utilizing NY-based marketing firm:
 - Local market expertise
 - Familiarity with the work and service of PANYNJ Community
 - Consumer focused
 - Nimble
 - Imaginative
 - Experience with time tested methodologies and approaches
 - In-market success of marketing solutions
 - Well-versed with qualitative and quantitative tools to measure program results

Part Time Employees

17. You have indicated that you utilize a significant percentage of “part-timers.” Where do you intend to get your labor pool from? Do you intend on using the Welfare to Work Programs that urban centers pursue? Also, how do you intend to keep these employees engaged and motivated?

- ✓ ABM Parking Services utilizes numerous outlets for recruiting talent. These resources include partnerships with all local work centers, job placement sites and various other avenues including former military personnel. We will continue to review and evaluate the effectiveness of all programs.
- ✓ We partner with each site to create a culture of development and growth for our employees. These programs include on the job training, computer based training, incentives and promotional-based opportunities including full-time employment.

Calculation of Hourly Rate Forms

18. On your Calculation of Average Hourly Rate Forms for Lane Cashiers and Attendants (Traffic/Valet), you specify the same average hourly direct wage for all three years. However, this does not comply with the requirement as set forth in this RFP. Please refer to Part I – Contract Specific Terms and Conditions, Page 51, Section 11 entitled “Wages, Health and Supplemental Benefits” of the RFP. Revise your forms accordingly.

✓ These items have been corrected and included on our revised Calculation of Hourly Rate Forms.

Additional Employees

18) List your proposed additional wage and salary positions, e.g. Assistant Human Resources Manager, Payroll Supervisor, Executive Administrator, etc. Please explain what the roles of these individuals shall be.

To ensure the level of service the Port has come to expect, coupled with our extensive 27-year experience with PANYNJ, we have built our staffing profile to include these critical positions:

Position	Location
Regional IT Coordinator	Region
Assistant HR Manager	JFK
Payroll Supervisor	JFK
Executive Administrator	JFK
Assistant HR Manager	EWR
Payroll Supervisor	EWR
HR Generalist/Reception	EWR
Customer Service Manager	EWR
Executive Administrator	EWR
Payroll Supervisor	LGA
Executive Administrator	LGA
Customer Service Manager	LGA/JFK

Calculation of Hourly Rate Forms

20. On your Calculation of Average Hourly Rate Forms, there appears to be deficiencies in the amount allocated for the following full time positions: Lane Cashier for years 1, 2 & 3 at EWR – sick time, Lane Cashier for year 3 at SWF – holiday, vacation and sick time, Attendant for years 1,2 & 3 at EWR – vacation and sick time, Attendant for years 1, 2 & 3 at LGA – holiday and sick time, Clerk for years 1,2 & 3 at JFK – holiday and sick time, Supervisor (Field/Office) for years 1, 2 & 3 at JFK – vacation time, Supervisor (Field/Office) year 3 at SWF – holiday, vacation and sick time, Supervisor-in-Charge (Field/Office) years 1,2 & 3 at EWR – vacation and sick time. Revise your forms accordingly.
- ✓ These items have been corrected and included on our revised Calculation of Hourly Rate Forms.

Clerical Holiday

21. On your Calculation of Average Hourly Rate Forms, the number of days in the holiday allowance for Clerks (Office/Revenue) and Supervisors (Field/Office) at LGA went from 11 in year 1 to 10 for years 2 and 3. Please explain.

✓ These items have been corrected and included on our revised Calculation of Hourly Rate Forms.



Payroll Benefits for Part Time Employees

22. On your Calculation of Average Hourly Rate Forms, you allocate money for time off for part-timers, however, no specific number of days were provided for the following part time positions: Lane Cashier at JFK for years 1,2 &3 – holidays, Lane Cashier at EWR for year 1, 2 & 3 – holidays, vacation and sick time, Attendants at JFK for year 1, 2 & 3 – holidays, Attendants at EWR for year 1, 2 & 3 – holidays, vacation and sick time, Attendants at SWF at SWF for year 1,2 & 3 – holidays. Please explain.

✓ These items have been corrected and included on our revised Calculation of Hourly Rate Forms.

Why Partner with ABM Parking Services

- ✓ Innovative Technology
- ✓ Exceptional Management
- ✓ Established Best Practices
- ✓ Revenue Control and Internal Audit
- ✓ Employee Incentive Program
- ✓ Safety and Risk Management
- ✓ Impeccable Financial Strength
- ✓ Over 45 Years of Airport Operations
- ✓ Strong Corporate Support

27 years experience with **PANYNJ!**

ADW

Parking Services

CONTRIBUTION for Airport Parking Lot Management
and Operation Services at John F. Kennedy International Airport,
Laguardia Airport, Newark Liberty International Airport, and Stewart
International Airport. RFP No. 29198

Thank You!



ADW



Park

D. Scott Hutchison
Vice President, Airport
ABM Parking Services
1150 South Olive Street, Suite 1900
Los Angeles, California 90015
Office: (801) 419-1812
eFax: (866) 349-0516
scott.hutchison@abm.com

June 12, 2012

RE: Operation of Parking Lot Management and Operation Services at John F. Kennedy International Airport, LaGuardia Airport, Newark Liberty International Airport and Stewart International Airport.

RFB: No. 29198

On behalf of ABM Parking Services (ABM), I would like to express our appreciation for the opportunity to submit a proposal to the Port Authority of New York & New Jersey (PANYNJ) to continue to provide professional parking management service at John F. Kennedy International Airport (JFK), LaGuardia Airport (LGA) and Newark Liberty International Airport (EWR). We look forward to the opportunity of providing the superior level of customer service for Stewart International (SWF) that the PANYNJ has come to expect from ABM. ABM Parking Services has been providing professional parking and transportation management services at airports for more than 40 years. During this time we have always viewed ourselves not only as our client's professional parking contractor, but as their partner as well; providing the highest level of customer service and stringent revenue controls. ABM's Five Star Parking has provided parking management for the PANYNJ for more than 27 years at JFK and 22 years at LGA. With the consolidation of the parking services of JFK, LGA and EWR we began providing our proven high level of customer service and stringent revenue controls at Newark Liberty International Airport.

As noted, we submit our proposal in response to the referenced RFB as ABM Parking Services rather than Five Star Parking. While our name has been changed to leverage significant backing our parent company, our executive, management and employee teams will remain the same that has proven to embrace the PANYNJ's commitment to superior service. Our proposed regional management has a complete understanding of every employee position requirement, having either performed or overseen these functions for more than 20 years. Each of our proposed venue specific General Managers and Operations Managers have years of experience working with the PANYNJ at their respective locations. Our commitment to customer service is evident in the remarkably high scores each of our locations achieve from the PANYNJ's own customer service audit team. Further, the depth of our understanding of our contractual obligations is proven by the lack of any significant findings against our company and our local operations from the PANYNJ's operational and financial audits.

While our history with the PANYNJ alone demonstrates our clear ability to meet and exceed all minimum requirements of this RFP, ABM Parking Services has significant depth of relevant industry experience to strengthen our PANYNJ operations. In addition to our operations in New York and New Jersey, ABM Parking Services currently provides professional parking management experience at



Parking

D. Scott Hutchison
Vice President, Airport
ABM Parking Services
1150 South Olive Street, Suite 1900
Los Angeles, California 90015
Office: (801) 419-1812
eFax: (866) 349-0516
scott.hutchison@abm.com

major international airports across the country. While a detailed list of our airport operations is provided as required within our proposal document, following is sample of airport where we currently have operations in addition to JFK, LGA and EWR:

Washington Dulles International Airport, Ronald Regan Washington National Airport, Honolulu International Airport, Orlando International Airport, Minneapolis - St. Paul International Airport, Oakland International Airport, St. Louis - Lambert International Airport, Tampa International Airport

The full experience of more than 40 years of providing professional parking and transportation management for major international airports is afforded to PANYNJ and our regional and local management.

ABM Parking Services is wholly owned operating division of ABM Industries, a publically traded (NYSE: ABM) company headquartered in New York City, specializing in providing a full range of facility service management. We submit this proposal as a single corporation. However, in spirit of providing opportunities within the dynamic airport parking and transportation industries to bono fide MBE/WBE firms, with this submission we will be subcontracting the valet parking service at EWR to U-Street Parking. U-Street Parking is a professional parking company with MBE certification. We currently work with U-Street Parking under a joint venture agreement at both Washington Dulles International Airport and Ronald Reagan Washington National Airport. We have recently been awarded a contract to provide a shuttle service at Dallas-Fort Worth International Airport where U-Street Parking will provide sub-contracted operations.

If selected to continue as the professional parking management firm for the PANYNJ, the following individuals will be authorized to negotiate and execute an operating agreement:

Mark Muglich, President, ABM Parking Services
Leonard Carder, Executive Vice President, ABM Parking Services
D. Scott Hutchison, Vice President, Airports, ABM Parking Services

Our designated contract executive and primary contract with the PANYNJ regarding this RFP process and our proposal will be:

D. Scott Hutchison
Vice President, Airports
ABM Parking Services
(801) 419-1812 – Direct Phone
(866) 349-0516 – eFax
Scott.hutchison@abm.com – Email