

Legislation Text

File #: BILL NO. 23-219, **Version:** 1

An Ordinance approving the award of RFP No. 2024-028 for a yearly agreement with four possible one-year renewals for aviation fuel services for Lee's Summit Municipal Airport to AVFUEL Corporation and authorizing the City Manager to execute an agreement for the same. (F&BC 11/6/23)

Issue/Request:

An Ordinance approving the award of RFP No. 2024-028 for a yearly agreement with four possible one-year renewals for aviation fuel services for Lee's Summit Municipal Airport to AVFUEL Corporation and authorizing the City Manager to execute an agreement for the same.

Proposed Committee Motion:

I move to recommend to City Council for approval of an Ordinance approving the award of RFP No. 2024-028 for a yearly agreement with four possible one-year renewals for aviation fuel services for Lee's Summit Municipal Airport to AVFUEL Corporation and authorizing the City Manager to execute an agreement for the same.

Key Issues:

- RFP 2024-028 closed on 10-3-2023. The RFP was advertised on the City's E-Procurement System, Public Purchase and also on the City of Lee's Summit Website.
- A grand total of 62 vendors were notified of this request for proposal via the City's E-Procurement system, Public Purchase.
- Four proposals were received including proposals from AVFUEL Corporation, Epic Aviation, LLC & World Fuel Services and AEG Fuels.
- Based on reviewing the proposals and interviewing the two top-ranked firms, the Staff recommends an award to AVFUEL. AVFUEL was the highest-ranking firm as identified on both the proposal and interview composite score sheets.
- AVFUEL Corporation is the City's current aviation fuel supplier and has provided good service for the past 5 years.

Background:

The Airport provides fuel service to the General Aviation users of the airport. This service involves

the sale of 100LL AVGAS, JET-A and the rental of mobile refuelers to meet the expectation of the aviation public.

The Procurement and Contract Services Division issued RFP Number 2024-028 that closed on October 10th 2023 for aviation fuel services for one (1) year with the possibility of (4) four one-year renewals. The RFP was advertised on the City's E-Procurement System, Public Purchase, and also on the City of Lee's Summit Website. Four proposals were received with two of the respondents being selected for interviews. The RFP was evaluated by staff from the Public Works, Airport Division and the Procurement and Contract Services Division. AVFUEL was the highest-ranking firm and is being recommended for an award to provide aviation fuel services for the Aviation Division. A copy of the proposal and interview composite score sheets are attached. Upon award by the City Council, a yearly agreement will be entered into with AVFUEL Corporation for this service.

The Aviation Fuel agreement with AVFUEL provides for not only the supply of aviation fuels for resale but the rental of mobile refuellers, technical training for line service and customer service employees, a promoting and marketing program and point of sale (POS) services for credit card processing as a Branded Dealer.

Impact/Analysis:

This agreement contains several new cost-reducing benefits in addition to securing a steady supply of Aviation fuel for resale as a Branded dealer. The major cost-reducing benefits are estimated to save the Airport approximately \$65,000 in current annual expenses and include:

- No-cost refuelers and maintenance
- No-cost re-branding support
- No-cost personalized marketing plan

Joel Arrington, Airport Manager

Recommendation: Staff recommends approval of an Ordinance approving the award of RFP No. 2024-028 for a yearly agreement with four possible one-year renewals for aviation fuel services for Lee's Summit Municipal Airport to AVFUEL Corporation and authorizing the City Manager to execute an agreement for the same.

Committee Recommendation: A motion was made by Councilmember Hodges, seconded by Councilmember Lopez, that TMP-2830 be recommended for approval to the City Council. The motion carried by a unanimous 4-0 vote.