

Contracting Issues: Whether, What and How to Contract



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Presented September 22, 2011 by A.C. Guillermo Leiva at
NACTO: State of the Practice: Parking Management and Pricing in the United States

Contracting Issues:

- Contracting in v. Contracting out
 - Garages
 - 4,400 spaces
 - 9 Garages and 9 Contracts
 - \$6.2 M in financial performance incentives and annual management fees
 - \$1,409 per space per year
 - Fields (Lots)
 - 4,253 spaces
 - 33 Lots
 - \$6.8 M in FY11 operating expenses
 - \$1,598 per space per year

Contracting Issues:

Off-Street - Garages

Strengths: *Internal Positive Factors*

- Risk transfer (Insurance) and management

Weaknesses: *Internal Negative Factors*

- Oversight not aligned with contracted operations

Opportunities: *External Positive Factors*

- Subject Matter Expertise

Threats: *External Negative Factors*

- Performance

Contracting Issues:

Off-Street – Fields (Lots)

Strengths: *Internal Positive Factors*

- Flexibility to make changes (direct oversight of operations)

Weaknesses: *Internal Negative Factors*

- Risk and management ownership

Opportunities: *External Positive Factors*

- Subject Matter Expertise

Threats: *External Negative Factors*

Contracting SWOT

	MPP		IVD	
	Positive	Negative	Positive	Negative
Internal				
<i>Transaction Cost</i>				
CC Processing Fee/TXN				
Processing Fee/TXN				
<i>ADA Compliance</i>				
<i>Enforcement Integration</i>				
<i>API Compliance</i>				
<i>Value Added Services</i>				
<i>Attributable Revenue</i>				
Mobile Advertising/1,000 TXN				
Attribution Revenue				
Prepay Float				
<i>Other</i>				
External				
<i>DOT Resource Draw</i>				
PS/1,000 TXN				
OTPS/1,000 TXN				
<i>NYPD Resource Draw</i>				
PS/1,000 TXN				
OTPS/1,000 TXN				
<i>Fee(s) Distribution</i>				
<i>Penetration</i>				
<i>Payment Shift</i>				
<i>Other</i>				