

# TAXICAB SERVICES REVENUE CONTRACT SOLICITATION (RCS)

BUSINESS INFORMATIONAL MEETING #1

May 5, 2025



America's Friendliest Airport®

[skyharbor.com/90years](https://skyharbor.com/90years)

# SUCCESS FOR TODAY'S MEETING

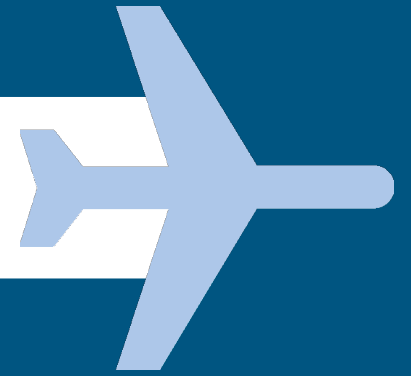
- In this session, your device has automatically been muted.
- Time for questions will be available at the end of the presentation. Please submit your questions using the “chat” feature.
- Better than a screenshot, today's presentation and recording will be available at:



*Everything is subject to change until the  
Revenue Contract Solicitation (RCS) is released.*

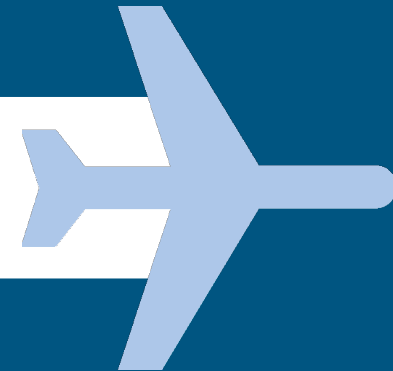


# AGENDA



- Background
- Goals
- Requirements
- Solicitation & Timeline
- Outreach
- Small Business Verification
- Q&A

# BACKGROUND

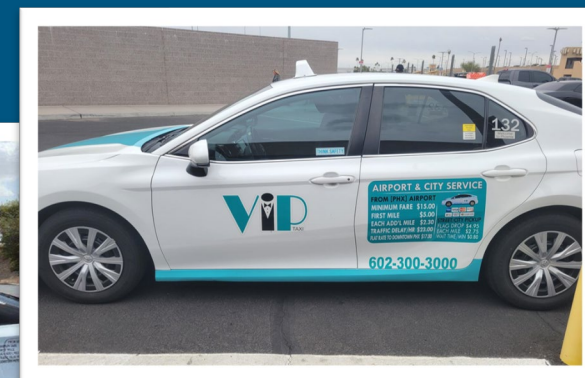
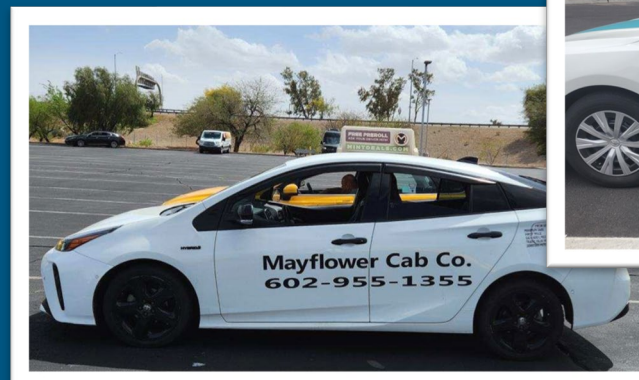


## 3 Current Service Contracted Providers

- MGM (formerly AAA/Yellow)
- Mayflower
- VIP Taxi

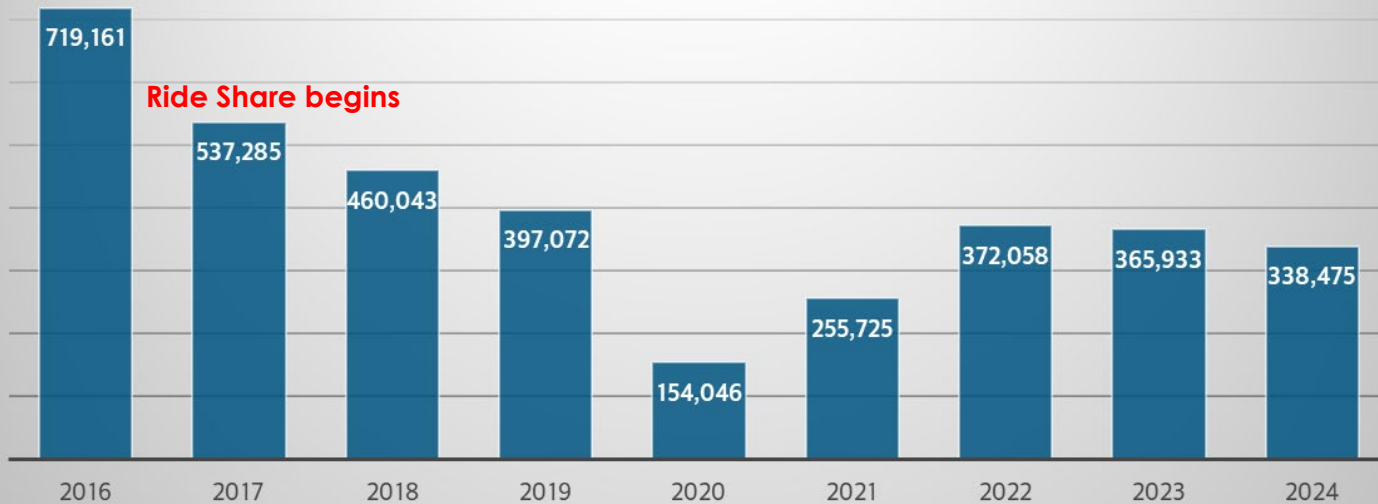
## Current Contract Expiration

- April 30, 2026



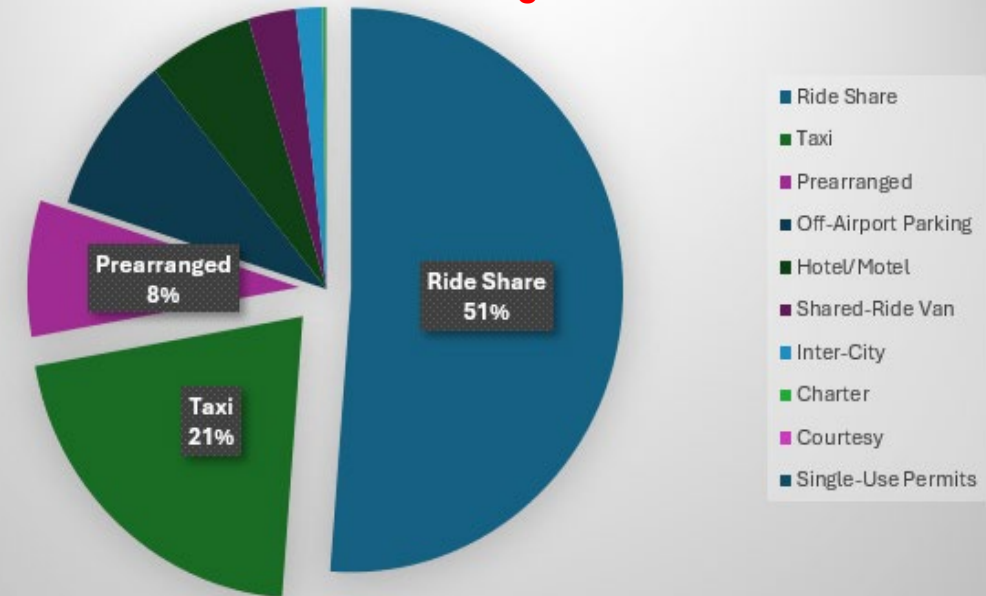
# VOLUME TRENDS

## Taxi Trip Comparison 2016 - 2024

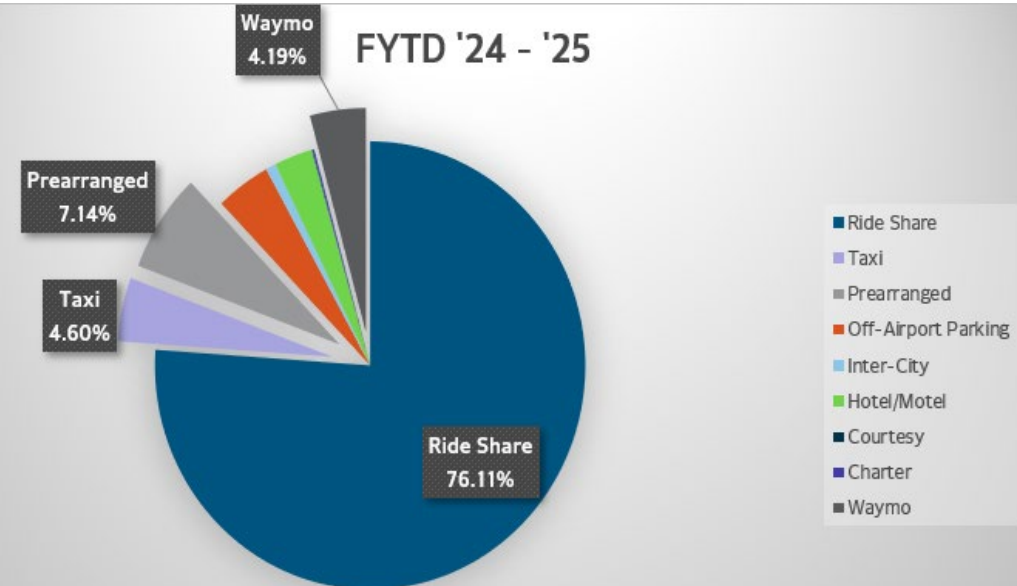


## 2017 GT Trips by Category

Ride Share begins



## FYTD '24 - '25



# GOALS

Quality Service

Sustainability

Small Business Participation

Enhanced ADA accessibility

New Technologies



## 2 - Large Companies

- 3 Yrs - Large/Medium Airport Exp
  - GM Qualifications - 35+ Vehicle Fleet
  - 24/7 Wheelchair-accessible vehicles
  - Financial Ability to Perform
- 

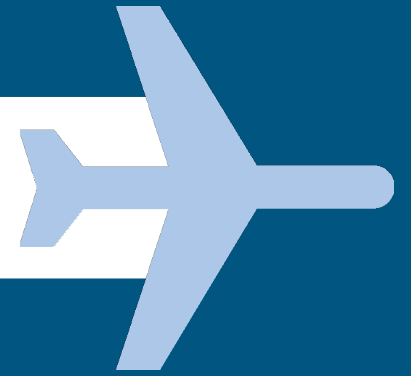
## 2 - Small Companies

- 2 Yrs – Large/Medium Airport Exp
- GM Qualifications - 15+ Vehicle Fleet
- 24/7 Wheelchair-accessible vehicles
- Financial Ability to Perform

# SERVICE REQUIREMENTS



# FLEET SIZE REQUIREMENTS



Current Taxicab Fleet<sup>et</sup>  
165 Car Base Fleet  
(includes 5% ADA)

3 Service Providers  
1 Large  
2 Small

Proposed Taxicab Fleet<sup>et</sup>  
200 Car Base Fleet  
(includes 10% ADA)

4 Service Providers  
2 Large  
2 Small



# SERVICE OPERATOR REQUIREMENTS

## Large Company

- Franchisee Owner/Operator Joint Venture
- Response Guarantee - \$10,000
- Performance Guarantee –\$50,000

## Small Company

- One company must be 100% Franchisee or Owner/Operator
- Response Guarantee - \$5,000
- Performance Guarantee – \$20,000

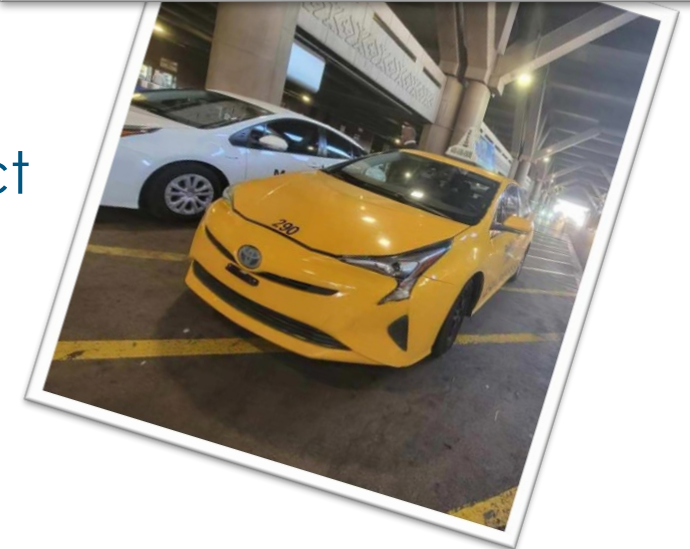
# VEHICLE REQUIREMENTS

## Mid-size Vehicle or Larger

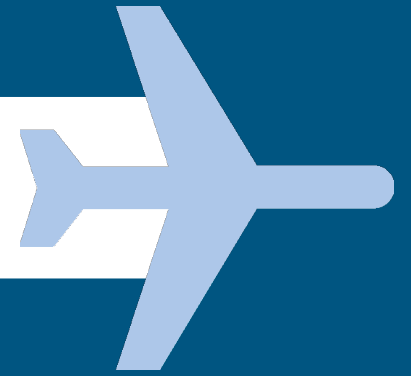
- Minimum seat capacity – 4 Seats (incl Driver)
- Wheelchair Accessible Vehicles - 10% of Fleet
- In-Vehicle Public Safety Monitoring System

## Vehicle Age

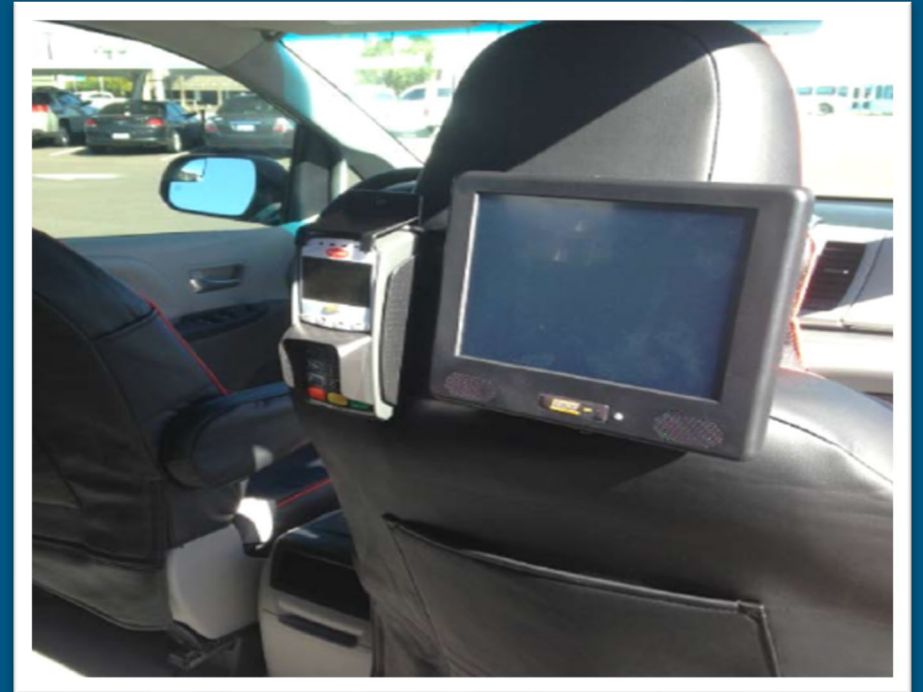
- Not greater than 5 years old at start of contract
- Not older than 8 years at anytime during contract
- Maximum 400,000 miles - service life
- Replacement vehicle – 100,000 miles



# VEHICLE REQUIREMENTS



- Rear Seat Credit Card Terminals
- Smart-Phone Payment Options  
Examples: Apple Pay, PayPal,  
Google Wallet
- Credit Card Fees
  - No direct charge to passenger
  - No additional charge to driver



## Current Requirements

- Operate alternative fuel vehicles
- Focus on EV/Hybrid models

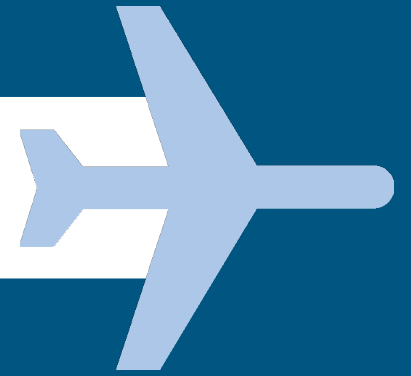
## New Requirements

- Minimum of 85% Hybrid or Electric
- Further increase electric vehicle use through level 3 charger infrastructure

## **SUSTAINABLE REQUIREMENTS**



# METER RATES



## Current Meter Rates

as approved by Phoenix City Council

\$5 First Mile

\$2.30 each additional mile

\$23 traffic delay per hour

\$15 Minimum Fare

\$17 Downtown Flat Rate

## Proposed Taxicab Fleet

Subject to Phoenix City Council approval

\$7 First Mile

\$2.60 each additional mile

\$36 traffic delay rate

\$18 Minimum Fare

\$20 Downtown Flat Rate

# SOLICITATION CRITERIA

Business &  
Operations  
Plan

Qualification  
& Experience  
of Respondent

Qualification  
& Experience  
of GM

Customer  
Service Plan

Driver/Owner-  
Operator Plan



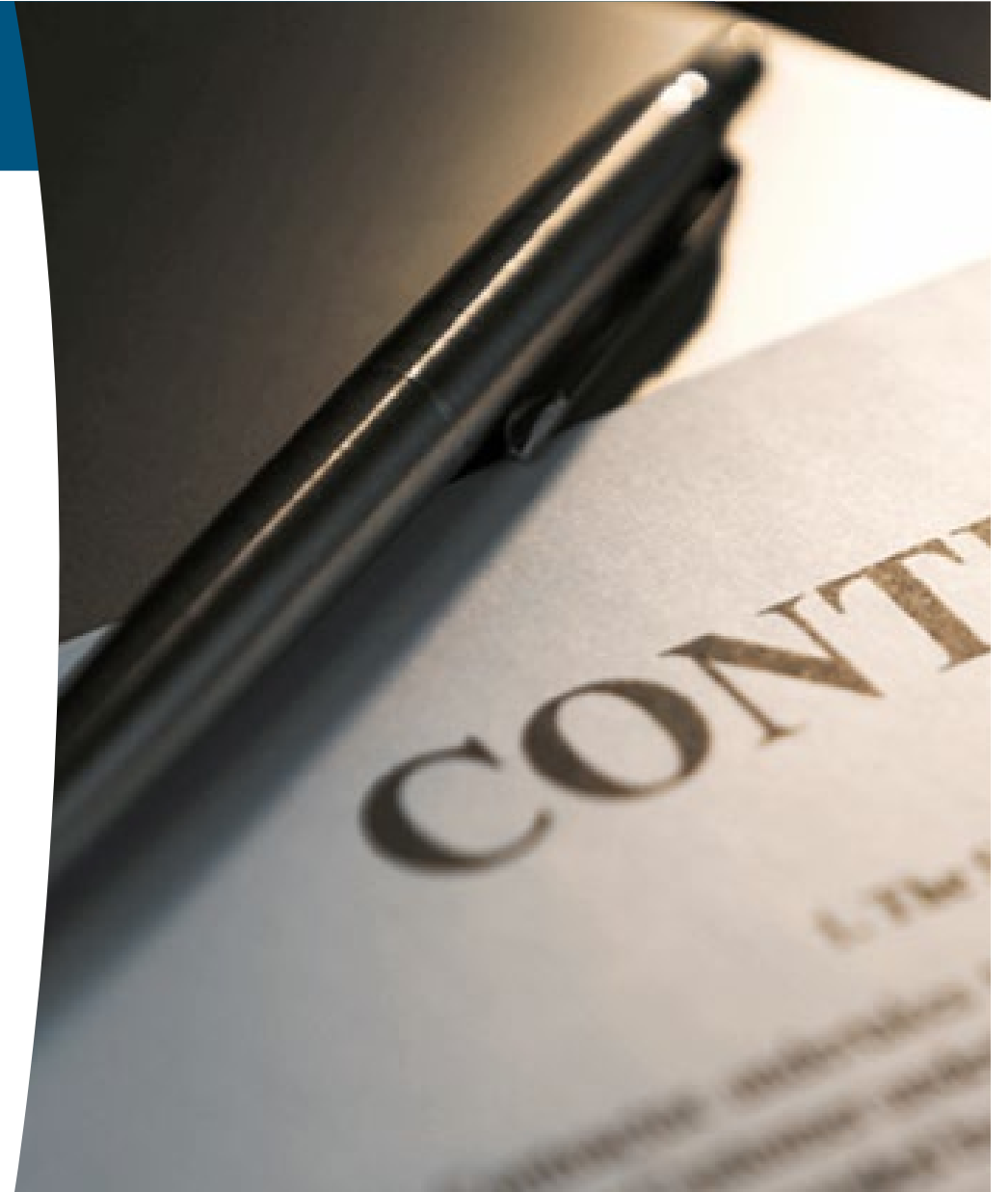
# CONTRACT TERMS

## Contract Terms

- 4 Contracts
  - 2 large, 2 small
- 5-year contract
- 1, 2-year extension

## Trip Fees \$2.27 \*

\*Subject to change annually at the greater of CPI or 3% annually



# ANTICIPATED TIMELINE

City Council: June 2025

RCS Issue Date: June 2025

Pre-Response Meeting: July 2025

Submittal Due Date: August 2025

Contract Award: TBD 2026\*

*\* Final dates will be posted in Solicitation.*

*All Solicitation dates are subject to change.*





# UPCOMING OUTREACH MEETING

## Business Information Meeting #1

Date: Monday, May 5, 2025

Time: 1 - 2 p.m.

Where: Hybrid (Details at link)



## Business Information Meeting #2

Date: Friday, June 6, 2025

Time: 9 - 10 a.m.

Where: Hybrid (Details at link)



Join one of two Business Information Meetings to learn about the scope of the upcoming taxicab services opportunity and ask questions about the process.



# Join our Aviation Department Interest Email List

## Instructions

Email: [busopps.aviation@phoenix.gov](mailto:busopps.aviation@phoenix.gov)

Include the following information:

- Company Name
- Email address (for notification)
- Identify interested business area(s)  
i.e., Retail, Food & Beverage, Ground Transportation

## RESOURCES

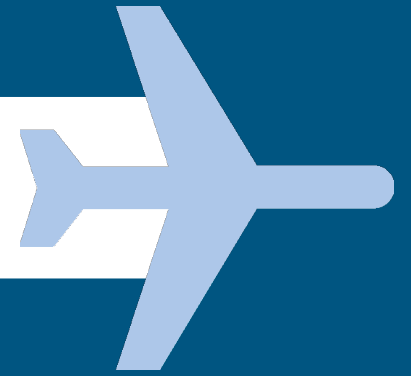
Aviation Outreach Events



Aviation Business Website



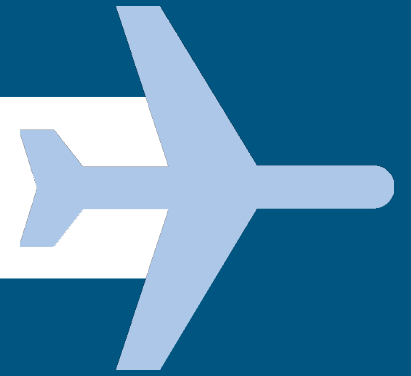
# SMALL BUSINESS VERIFICATION



The City defines a small business as:

- *any business whose annual gross income averaged over the past five (5) years does not exceed the Small Business Administration's (SBA) size standards as set forth in 13 CFR Part 121. ([eCFR :: 13 CFR Part 121 -- Small Business Size Regulations](#))*
- *Under 13 CFR Part 121, the North American Industry Classification System (NAICS) Code we will be checking revenue data for is: 485310 – Taxi and Ridesharing Services with a cap of \$19 Million in Gross Annual Revenue.*

# SMALL BUSINESS VERIFICATION



If not already a certified firm, all Respondents for the Small Operator opportunity **MUST** provide the most recent **five (5) years of Federal tax returns (or personal tax returns if filing a Schedule C for a sole proprietorship)**, as **proof** of their **Small Business Status** at the time of submittal.

- Note: you do not have to be certified as a small business to be **verified** as a small business!
- Verification of Small Business Status will be performed by the City of Phoenix Equal Opportunity Department.

# AVIATION DEPARTMENT RESOURCES



**Kelly Scali**  
**Aviation Superintendent**  
**Ground Transportation**  
602-683-3639



**Jana Evans**  
**Equal Opportunity Specialist**  
**Contract & Services**  
602-683-3891



**Leisha Walker**  
**Aviation Supervisor III**  
**Ground Transportation**  
602-273-3448



**Sarah Moratto**  
**Small Business Engagement Manager**  
**Contract & Services**  
602-683-2024



# QUESTIONS?

Please enter any questions you have into the chat box.



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[skyharbor.com/90years](https://skyharbor.com/90years)

## Have More Questions? Contact Us



[skyharbor.com/airport-business/](https://skyharbor.com/airport-business/)



[busopps.aviation@phoenix.gov](mailto:busopps.aviation@phoenix.gov)



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