

TAXICAB SERVICES REVENUE CONTRACT SOLICITATION (RCS)

BUSINESS INFORMATIONAL MEETING #2

June 6, 2025



America's Friendliest Airport®

skyharbor.com/90years

SUCCESS FOR TODAY'S MEETING

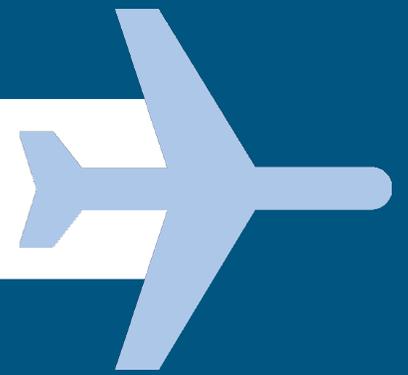
- In this session, your device has automatically been muted.
- Time for questions will be available at the end of the presentation. Please submit your questions using the “chat” feature.
- Better than a screenshot, today's presentation and recording will be available at:



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

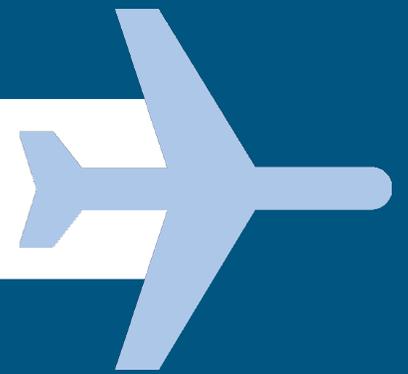


AGENDA



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

BACKGROUND



3 Current Service Contracted Providers

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

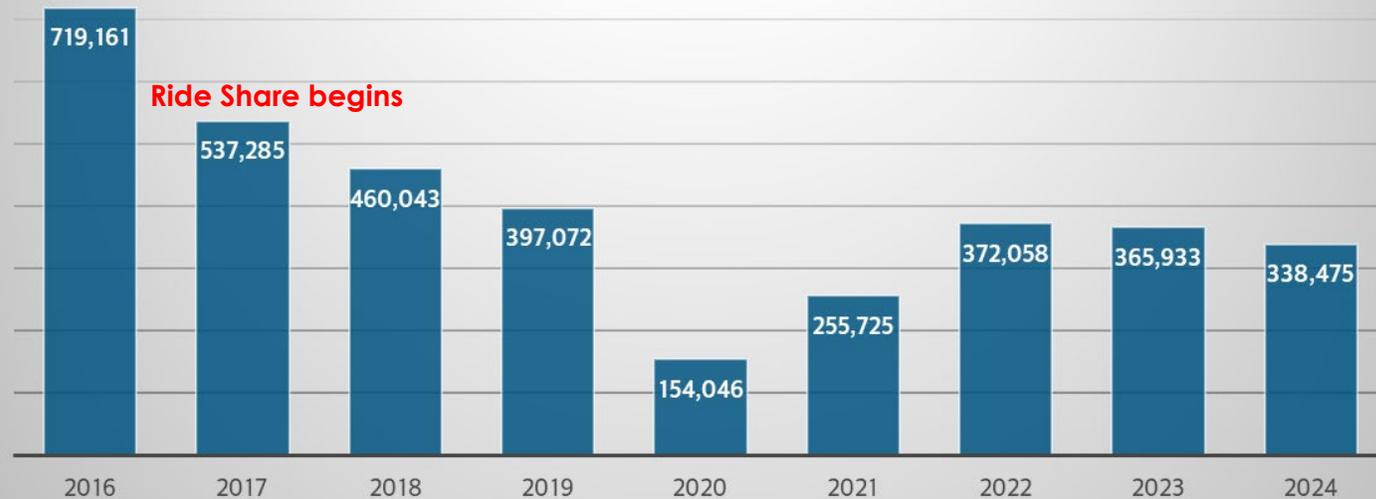
Current Contract Expiration

- April 30, 2026



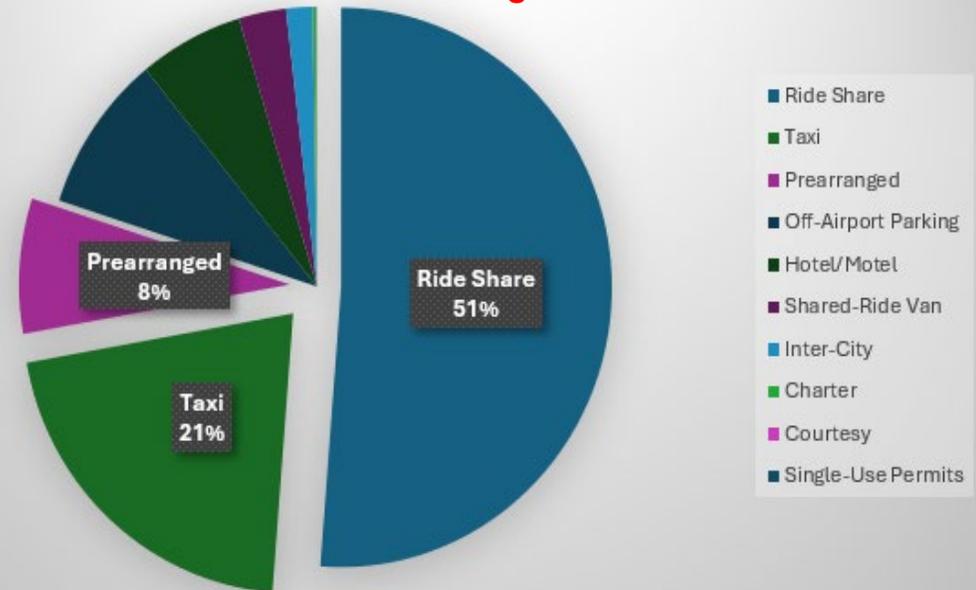
VOLUME TRENDS

Taxi Trip Comparison 2016 - 2024

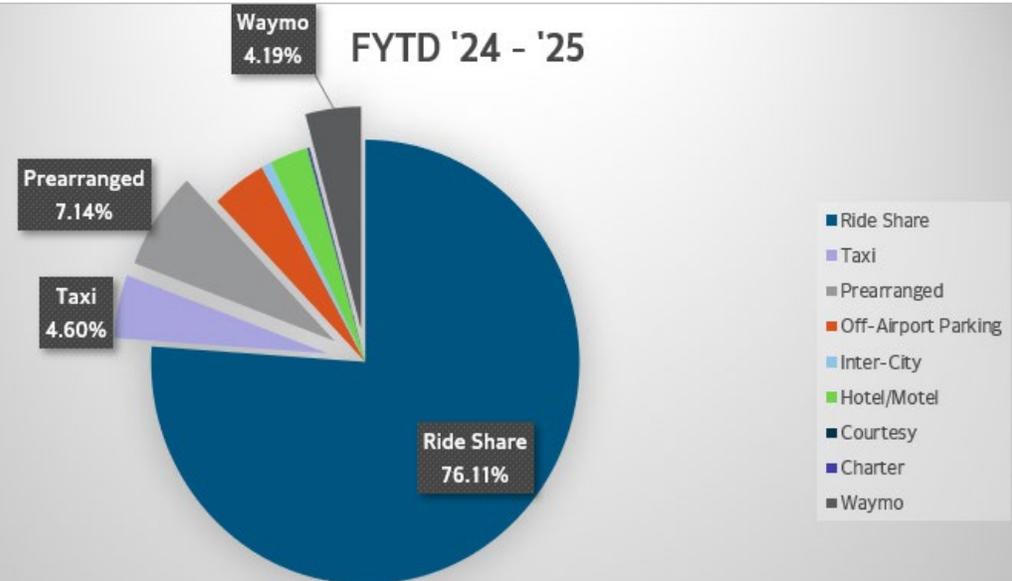


2017 GT Trips by Category

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
-

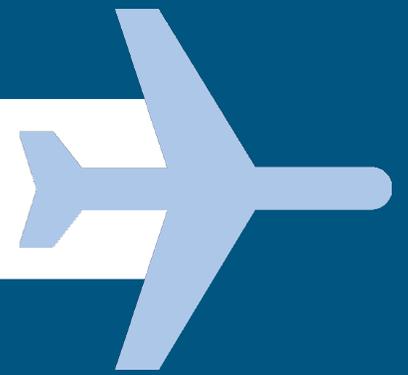
2 - Small Companies

- GM Qualifications – 2 years - 15+ Vehicle Fleet
- 24/7 Wheelchair-accessible vehicles
- Financial Ability to Perform

SERVICE REQUIREMENTS



FLEET SIZE REQUIREMENTS



Current Taxicab Fleet^{et}
165 Car Base Fleet
(includes 5% ADA)

3 Service Providers
1 Large
2 Small

Proposed Taxicab Fleet^{et}
190 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

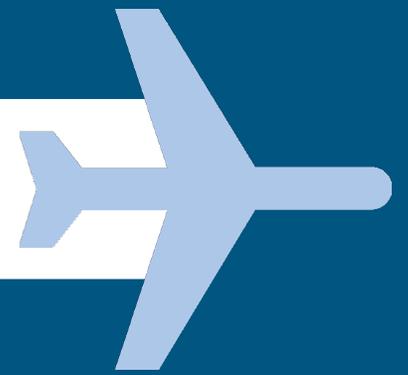
- Minimum seat capacity – 4 Seats (incl Driver)
- Wheelchair Accessible Vehicles - 10% of Fleet
- In-Vehicle Public Safety Monitoring System

Vehicle Age

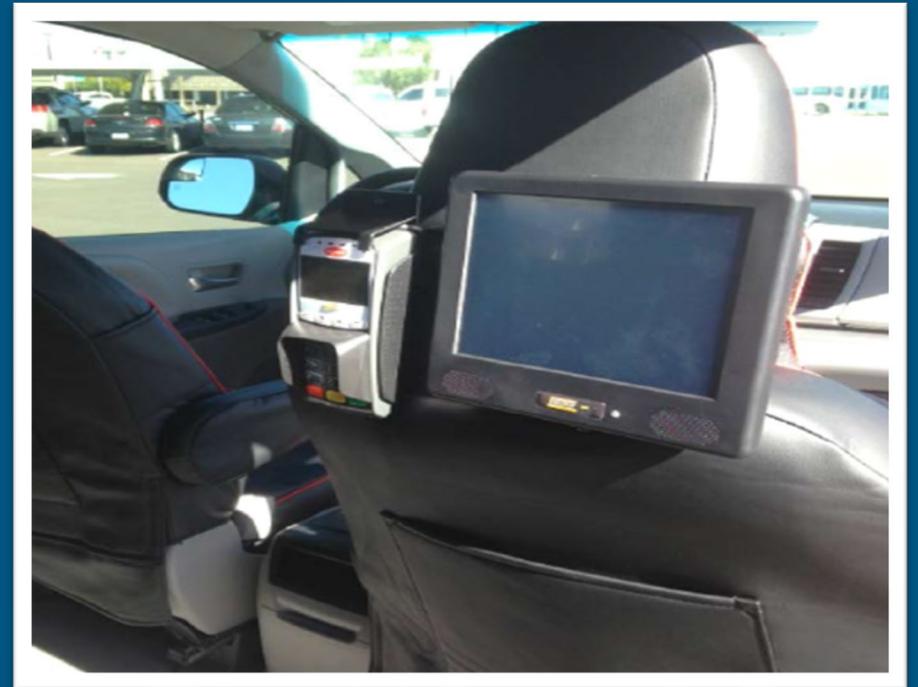
- Not greater than 5 years old at start of contract
- Not older than 8 years at anytime during contract
- Maximum 400,000 miles - service life
- Replacement vehicle – 100,000 miles



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

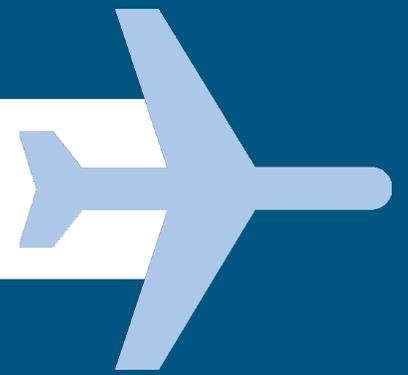
New Requirements

- All Hybrid or Electric vehicles
- 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.



Join our Aviation Department Interest Email List

Instructions

Email: 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

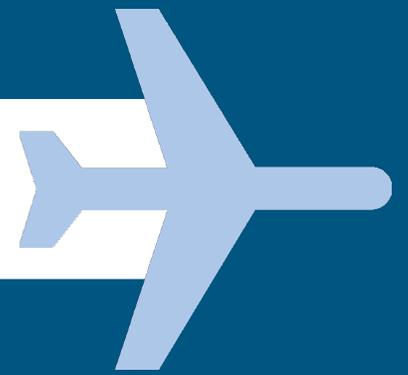
Aviation Outreach Events



Aviation Business Website



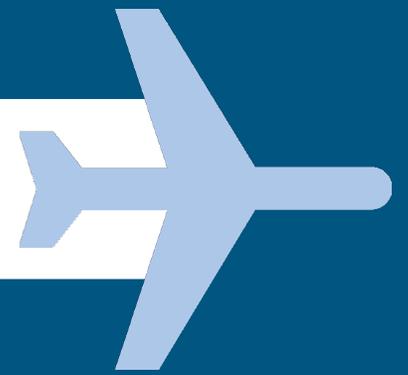
SMALL BUSINESS VERIFICATION



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.



America's Friendliest Airport®

skyharbor.com/90years

Have More Questions? Contact Us



skyharbor.com/airport-business/



busopps.aviation@phoenix.gov



(602) 273-3390



America's Friendliest Airport®

skyharbor.com/90years