

BOARD OF COMMISSIONERS



Operations and Choice Neighborhood
Committee Meeting
July 20, 2017



Creating Dynamic Communities Where People Thrive

BOARD OF COMMISSIONERS

Chairman Morris A. Stribling, DPM	Vice-Chairman Charles R. Muñoz	Commissioner Thomas F. Adkisson	Commissioner Francesca Caballero	Commissioner Charles Clack	Commissioner Marie R. McClure	Commissioner Jessica Weaver
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Operations and Choice Neighborhood Committee

Morris A. Stribling, DPM, Chair; Francesca Caballero, Member; Jessica Weaver, Member

President and CEO

David Nisivoccia

**San Antonio Housing Authority
Operations and Choice Neighborhood Committee or
**Special Board Meeting
2:00 p.m., Thursday, July 20, 2017**

The Board will convene for a Committee, or Special Board Meeting, at Mission Park Apartments, 5825 Analissa, San Antonio, TX, 78214, for discussion on the following matters:

1. Meeting called to order

The Board of Commissioners or its committee may hold a closed meeting pursuant to Texas Government Code § 551.071-076 for consultation concerning attorney-client matters, real estate, litigation, personnel, and security matters. The Board or committee reserves the right to enter into closed meeting at any time during the course of the meeting.

2. Presentation

- Update and discussion regarding Plan Base Overview (Richard Milk, Director of Policy and Planning)
- Update and discussion regarding the Rental Assistance Demonstration (RAD) program (Ed Hinojosa, Chief Financial Officer; Diana Kollodziej Fiedler, Director of Finance and Accounting)

CHOICE NEIGHBORHOOD

3. Update and discussion regarding Wheatley Choice Neighborhood activities relating to People, Housing and Neighborhood (Timothy E. Alcott, Real Estate and Legal Services Officer; Lorraine Robles, Director of Development Services and Neighborhood Revitalization; Lori Hall, Assistant Director of Real Estate and Homeownership; Arrie Porter, Senior Manager of Choice Neighborhood Program; Adrian Lopez, Director of Community Development Initiatives)

OPERATIONS

4. Consideration and appropriate action regarding Resolution 5730, authorizing the award of a contract for accounts payable automation software to Optima Global Solutions, Inc. (ABE, DBE, MBE) for a period of one year with the option to renew up to four additional one-year terms; the annual cumulative amount for year one shall not exceed an amount of \$109,874.45 and the annual cumulative amount for years two through five shall not exceed an amount of \$9,140.00 (Steven Morando, Director of Procurement and General Services; Diana Kollodziej Fiedler, Director of Finance and Accounting)
5. Consideration and appropriate action regarding Resolution 5731, authorizing the award of a contract for Removal and Replacement of Bathtubs, Shower Pans and Associated Repairs at various SAHA properties, to include Beacon Communities, to AC Plumbing Services (HABE) for an annual cumulative amount not to exceed \$165,000.00 for year one, \$180,000.00 for year two, \$210,000.00 for year three, and \$235,000.00 for years four and five; for a period of one year with the option to renew up to four

additional one-year terms (Steven Morando, Director of Procurement and General Services; Brandee Perez, Director of Federal Housing Programs)

6. Consideration and appropriate action regarding Resolution 5732, authorizing the award of a contract for demolition services for the Villas De Fortuna Neighborhood to Hunter Demolition & Wrecking Corporation (SBE, WBE, HUB) for an amount not to exceed \$160,257.00 (Steven Morando, Director of Procurement and General Services; Lori Hall, Assistant Director of Real Estate and Homeownership)
7. Consideration and appropriate action regarding Resolution 5733, authorizing the award of contracts to Crowned Eagle Realty, LLC, and Xsellence Realty, LLC (HABE), for residential real estate broker services for an annual cumulative amount not to exceed \$250,000.00; both for a period of one year with the option to renew up to four additional one-year terms (Steven Morando, Director of Procurement and General Services; Lori Hall, Assistant Director of Real Estate and Homeownership)
8. Consideration and appropriate action regarding Resolution 5735, authorizing the award of a contract for Artisan Park Development and/or Disposition Consulting Services to Economic & Planning Systems, Inc. for an amount not to exceed \$137,500.00; for a period of one year with the option to renew one additional one-year term (Steven Morando, Director of Procurement and General Services; Lorraine Robles, Director of Development Services and Neighborhood Revitalization)
9. Consideration and appropriate action regarding Resolution 5734, authorizing the award of a contract to SADA Systems, Inc. for G Suite Business (formerly Google Apps Unlimited) and Cloud Single Sign On (SSO) licenses through the Department of Information Resources (DIR); for a period of one year with the option to renew up to two additional one-year terms; the annual cumulative amount for year one shall not exceed \$73,206.00 and the annual cumulative amount for year two and year three shall not exceed \$71,406.00 (Steven Morando, Director of Procurement and General Services; Jo Ana Alvarado, Director of Innovative Technology)
10. Consideration and appropriate action regarding Resolution 5736, authorizing the award of a contract to Time Warner Cable Texas, LLC (Spectrum) for communications technology services through the Department of Information Resources (DIR) for an annual cumulative amount not to exceed \$303,077.76; for a period of 36 months (Steven Morando, Director of Procurement and General Services; Jo Ana Alvarado, Director of Innovative Technology)
11. Update and discussion regarding the authorization to offer for sale to the highest bidder via sealed bid auction, approximately 1.827 acres of vacant commercially zoned land and a 1.425 acre parcel containing a 9,309-square foot vacant office building (Ed Hinojosa, Chief Financial Officer; Thomas Roth, Director of Asset Management)
12. Update and discussion regarding Insurance Policies Placed in Coverage for Fiscal Year 2017-2018 (Diana Kollodziej Fiedler, Director of Finance and Accounting)
13. ***Closed Session:**
Real Estate/Consultation with Attorney
Deliberate the management, purchase, exchange, lease or value of certain real properties and obtain legal advice regarding related legal issues pursuant to Texas Government Code Sec. 551.072 (real property) and Texas Government Code Sec. 551.071 (consultation with attorney).
 - East Meadows
14. Adjournment

* Note: Whenever the Texas Open Meetings Act (Section 551.001 et seq. of the Texas Government Code) provides for a closed meeting in matters concerning legal advice, real estate, contracts, personnel matters, or security issues, the Board may find a closed meeting to be necessary. For convenience of the citizens interested in an item preceded by an asterisk, notice is given that a closed meeting is contemplated. However, the Board reserves the right to go into a closed meeting on any other item, whether it has an asterisk, when the Board determines there is a need and a closed meeting is permitted.

** Note: If a quorum of the Board of Commissioners attends the Committee Meeting, this meeting becomes a Special Meeting of the Board, but no Board action will be taken other than recommendations to the full Board, unless the full Board is present.

"Pursuant to § 30.06, Penal Code, (trespass by holder license holder with a concealed handgun), a person licensed under Subchapter H, Chapter 411, Government Code (handgun licensing law), may not attend this meeting with a concealed handgun."

"Pursuant to § 30.07, Penal Code, (trespass by holder license holder with an openly carried handgun), a person licensed under Subchapter H, Chapter 411, Government Code (handgun licensing law), may not attend this meeting with a handgun that is carried openly."



SAHA | **SAN ANTONIO**
HOUSING AUTHORITY
Opportunity Lives Here

Strategic Plan Implementation

July 20, 2017

Today

- SAHA's Strategic Plan
- Tracking progress
- Implementation
- Planning & Learning

Strategic Plan

Strategic Planning Process

- Concentrated effort: January - June 2012
- Branded: *Plan.Build.Live.*
- Inclusive: Extensive Resident, Employee, Community Engagement



Strategic Plan

Vision: Create dynamic communities where people thrive.

Mission: The San Antonio Housing Authority provides quality affordable housing that is well integrated into the fabric of neighborhoods and serves as a foundation to improve lives and advance resident independence.



Strategic Plan

Six Strategic Goals

1. Empower and equip families to improve their quality of life and achieve economic stability.
2. Invest in our greatest resource – our employees – and establish a track record for integrity, accountability, collaboration and strong customer service.
3. Preserve and improve existing affordable housing resources and opportunities.
4. Strategically expand the supply of affordable housing.
5. Transform core operations to be a high performing and financially strong organization.
6. Develop a local and national reputation for being an effective leader, partner, and advocate for affordable housing and its residents.

Tracking progress: How?









- Need to track progress toward six Strategic Goals
 - long-term (through 2020)
 - quantitative
 - RFP for dashboard / scorecard
- Planbase
 - Dashboard
 - Planner
- Annual plan update process

Tracking progress: Dashboard

- Tracks metrics on a monthly or quarterly basis, by process and department
- Red / Yellow / Green shows whether actual metric values reached their targets

Business Unit Owner: Steve Johnson															
	2012 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2013 Jan	Feb	Mar	Apr
Func: Business Administration (Kevin Nussier)															
Proc: Financial Reporting (Kevin Nussier)															
Metric: Cash Flow (Lisa Brown)															
	4.7	4.8	4.13	4.25	4.45	4.5	4.7	4.8	4.13	4.25	4.45	4.5	4.7	4.8	
	4.3	4.4	4.2	4.3	4.4	4.2	4.3	4.4	4.2	4.3	4.4	4.2	4.3	4.4	4.4
Metric: Profit [Monthly] (Kevin Nussier)															
	4.15	4.35	3.65	3.66	3.73	4.05	4.15	4.35	3.65	3.66	3.73	4.05	4.15		
	4.1	4.2	3.5	3.6	3.7	4	4.1	4.2	3.5	3.6	3.7	4	4.1	4.2	4.3
Business Unit Owner: Steve Johnson															
	2012 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2013 Jan	Feb	Mar	Apr
Func: Customer Service (Steve Johnson)															
Proc: Reactive Maintenance (Steve Johnson)															
Metric: Cost of repairs [Monthly] (Steve Johnson)															
	2.4	2.35	2.15	2.1	2.1	2.25	2.4	2.35	2.15	2.1	2.1	2.25	2.4	2.35	
	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3
Metric: Elapsed Time to Repair [Monthly] (John Stevenson)															
	5.95	6	6	5.8	5.9	6	5.95	6	6	5.8	5.9	6	5.95	6	
	6	6	5.5	5.5	5.5	6	6	6	5.5	5.5	5.5	6	6	6	6.1
Metric: Response Time (Gerard Hopkins)															
	0.85	0.95	0.75	0.78	0.79	0.85	0.85	0.87	0.84	0.83	0.8	0.79	0.78	0.78	
	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.75
Proc: Scheduled Maintenance (John Stevenson)															
Metric: Cost of repairs [Monthly] (Gerard Hopkins)															
	2.42	2.34	2.25	2.2	2.2	2.28	2.42	2.34	2.25	2.2	2.2	2.28	2.42	2.34	
	2.2	2.2	2.3	2.3	2.3	2.2	2.2	2.2	2.3	2.3	2.3	2.2	2.2	2.2	2.2
Metric: Elapsed Time to Repair [Monthly] (Nhat Phan)															
	8.4	8.5	8.5	8.2	8.3	8.5	8.4	8.5	8.5	8.2	8.3	8.5	8.4	8.5	
	8.3	8.3	7.6	7.6	7.6	8.3	8.3	8.3	7.6	7.6	7.6	8.3	8.3	8.3	8.3
Business Unit Owner: Steve Johnson															
	2012 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2013 Jan	Feb	Mar	Apr
Func: Marketing (John OBrien)															
Proc: Brand Marketing (John OBrien)															
Metric: Brand Awareness (John OBrien)															
	78	79	75	76	75	76	78	79	75	76	75	76	78	79	
	74	74	73	73	73	74	74	74	73	73	73	74	74	74	75

Tracking progress: Planner

Business Unit	Function	Plan Owner	Plan Year(s)											
Commercial Products	Marketing	Steve Johnson	Jan 2012 - Dec 2012											
Business Situation														
We are relatively successful versus competition. Research tells us that our customers value our support services and wish we could support competitors' products also. We see an opportunity to move into multivendor support to significantly grow our business.														
Objective/Strategy (Owner)	Metrics (Actual / Target)	Status	Reason for Difference	Corrective Action										
1.3: Execute a targeted marketing initiative. (John OBrien) Improves: Sales Marketing	Market Share: (16.4 / 17)	 	Customer Satisfaction doing well	Launch a special marketing campaign on the East Coast										
Tactic (Owner)	Jan 12	Feb 12	Mar 12	Apr 12	May 12	Jun 12	Jul 12	Aug 12	Sep 12	Oct 12	Nov 12	Dec 12	Status St-Cu-Fi	Remarks
1.3.1: Research customers needs in competitor product service (Colin Hayes)	10-	-26											 	East Coast completed
1.3.2: Build Marketing program to emphasis our contribution to customers needs (John OBrien)		21-	---	-15									 	Program tested and works great
1.3.3: Build education material for Sales representatives and Service Engineers to enable them to sell the benefits (John OBrien)			8-	-18									 	Training manager resigned
1.3.4: Pilot education material and improve it with the feedback and learnings (Colin Hayes)				21-	-3									
1.3.5: Execute multivendor support marketing program to the installed base (Ray Bond)							1-	---	---	---	-30			

- Calendar of action items (tactics) designed to achieve a specific objective
- Red/Yellow/Green shows whether plan is proceeding according to timeline

Implementation: 2020

1. Long-term (2020) **objectives** established for all six Strategic Goals
2. **Metrics** selected for each objective
3. **Targets** set for each metric

Objective: Statement describing what is to be accomplished, such as “Continue to serve the same number of households”

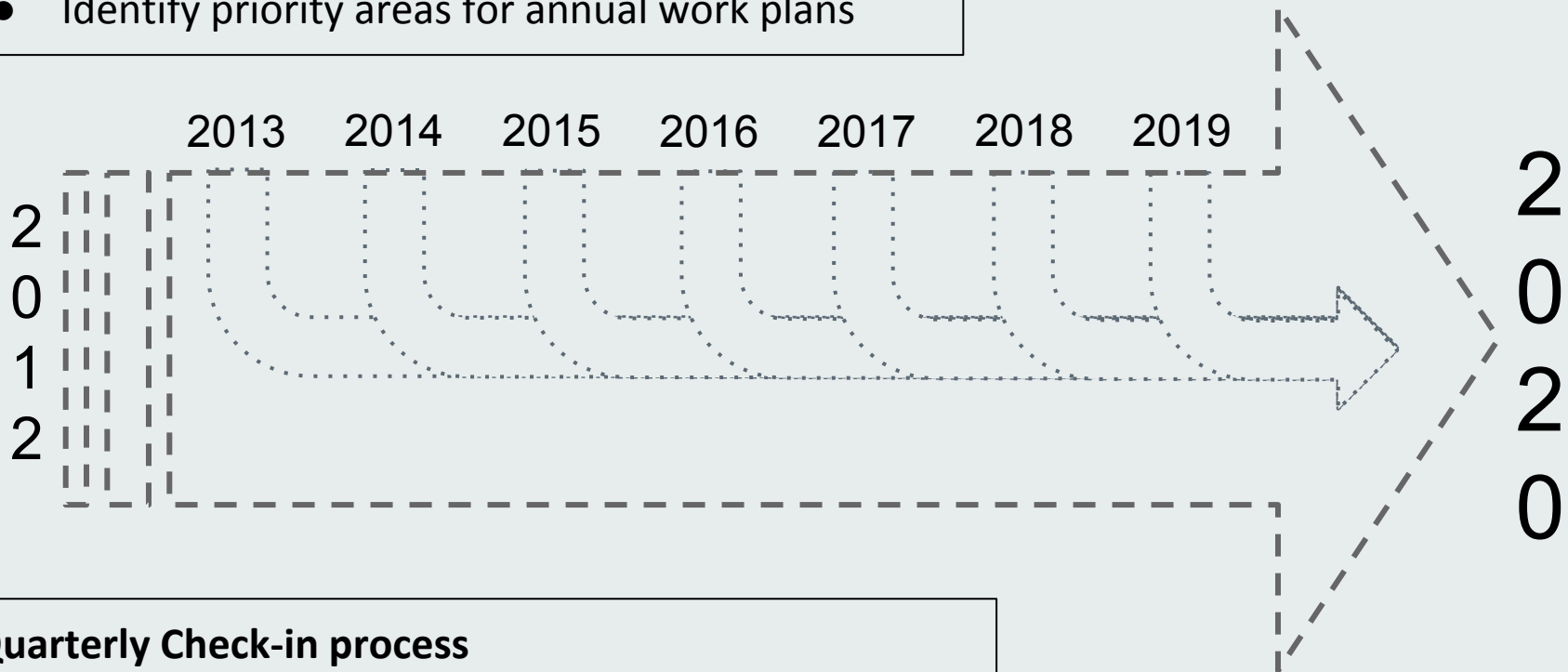
Metric: Quantifiable measure of success, such as “Total number of all households served”

Target: Specific metric value, such as “27,646”

Implementation: Annual Updates

Annual plan update process

- Are actuals on track to meet 2020 targets?
- Set/adjust annual targets
- Identify priority areas for annual work plans



Quarterly Check-in process

- Are actuals on track to meet annual targets?
- Mid-course corrections to annual work plans

Planning and Learning

- Continuous learning
 - Pilot projects
 - Freedom to fail: plans not tied to performance review
 - Learn lessons quickly, incorporate improvements into next round
- Freedom to set priorities
 - Important to set priorities: not everything is equally critical or urgent
 - Also important to shift priorities midcourse, if context changes
 - Develop new plans to reflect new realities

Learning: Dashboard

- Define success
 - How will you know when you've succeeded?
 - Identifying the right metric: outputs vs outcomes vs impact; proxies; data power; communication power
- Defining long-term targets
 - Challenge of Federal budget cycle
- Setting short-term targets: fill back? surge and hold?
- Analysis: real-time and post-mortem
 - Did we reach targets? why or why not?
- Learning curve
 - Chose wrong metric...keep, change?
 - Mid-stream updates lose history....starting from scratch

SAHA Strategic Plan Dashboard

At the end of FY17 Q3, the agency is meeting targets for 27% of high-priority indicators and on track to meet 37% of 2020 targets. Over a quarter of 2020 targets have not been set and remain "in development". Check one and the numbers to meet the majority of objectives, while goals two, four, and six remain challenged by multiple objectives. Good time is undergoing metric revisions and progress is shown.

Current Quarter Status		37%	13%	24%	18%	29%
2020 Trend Status		37%	11%	18%	29%	29%
MISSION						
Provide quality affordable housing that is used integrated into the fabric of neighborhoods and serve as a foundation to improve lives and advance resident independence.	Executive FY17 Q3	Current Quarter Status	2020 Target	2020 Status		
Subsidized Low Income (SOLIM) AMI Households	87%	87%	✓	no target set		
Total Households Served	24,511	21,438	✓	25,838		
GOAL 1						
Empower and equip families to improve their quality of life and achieve economic stability.	Executive FY17 Q3	Current Quarter Status	2020 Target	2020 Status		
Self-Sufficiency Progress	88%	88%	✓	90%		
Number of Households Transferred to Self-Sufficiency, per year	75	81	✓	88		
Median Annual Income of adults working at a FTE, \$	\$13,218	\$19,260	✓	\$19,260		
Percent of workable adults employed full-time	18.70%	21.70%	✓	20%		
Percent of workable adults employed part-time or full-time	59.00%	55.87%	✓	58%		
Percent of adults with HS degree or equivalent	59.00%	58.00%	✓	60%		
GOAL 2						
Invest in our greatest resource – our employees – and establish a track record for integrity, accountability, collaboration and strong customer service.	Executive FY17 Q3	Current Quarter Status	2020 Target	2020 Status		
Employee Turnover Rate, % Month	18%	6.50%	✓	10%		
Employee Turnover Rate, % 12 month rolling	18%	14.80%	✓	10%		
Customer Client Satisfaction, %	NA	NA	✓	NA		
Training commitment, %	122%	58.70%	✓	100%		
Training commitment, budget to actual	\$228,753	\$105,569	✓	NA		
Performance Evaluations Completed on time, %	30%	30%	✓	100%		
Time to Hire	NA	NA	✓	NA		
Wellness Program Enrollment	NA	NA	✓	NA		
GOAL 3						
Preserve and improve existing affordable housing resources and opportunities.	Executive FY17 Q3	Current Quarter Status	2020 Target	2020 Status		
Funds Expended, \$	NA	NA	✓	NA		
Units of Housing Preserved	NA	NA	✓	NA		
Work orders closed within 3 days, %	80.70%	80.70%	✓	100%		
Emergency Work Orders completed within 2 hours, %	97.00%	75.00%	✓	100%		
GOAL 4						
Strategically expand the supply of affordable housing.	Executive FY17 Q3	Current Quarter Status	2020 Target	2020 Status		
Leasing, % of units	38%	38%	✓	70%		
Efficiency, % of gross spend on land costs	72%	77%	✓	70%		
Per unit cost	\$145,363	\$145,013	✓	no target set		
ROE (Units acquired, built (completed))	350	84	✓	1,751		
ROE (Units acquired, built (completed))	152	85	✓	no target set		
GOAL 4 (cont.)						
Strategically expand the supply of affordable housing.	Executive FY17 Q3	Current Quarter Status	2020 Target	2020 Status		
Additional vouchers secured, dollar value	\$878,913	80	✓	no target set		
New vouchers secured	28	0	✓	30		
Per year	per year	per year	per year	per year		
GOAL 5						
Transform core operations to be a high performing and financially strong organization.	Executive FY17 Q3	Current Quarter Status	2020 Target	2020 Status		
Occupancy (%)	85%	85%	✓	88%		
Per Unit Costs (2016 calculated)	88.08	82.89	✓	85		
Average HAP	3580	3509	✓	3580		
HCV Scorecard %	80%	not available at time of reporting	?	80%		
Utilization - MTW baseline	12,179	12,021	✓	12,019		
Cost Service Coverage Ratio	2	1.68	✓	1.4		
Public Housing: Net Operating Income (NOI), \$	\$9,42.95	NA	✓	NA		
GOAL 6						
Develop a local and national reputation for being an effective leader, partner, and advocate for affordable housing and its residents.	Executive FY17 Q3	Current Quarter Status	2020 Target	2020 Status		
Policy Wins, Percentage YTD	30%	0%	✓	30%		
Agency Awards/Achievements	15	not available at time of reporting	?	15		
Positive media coverage, percentage	75%	not available at time of reporting	?	54%		

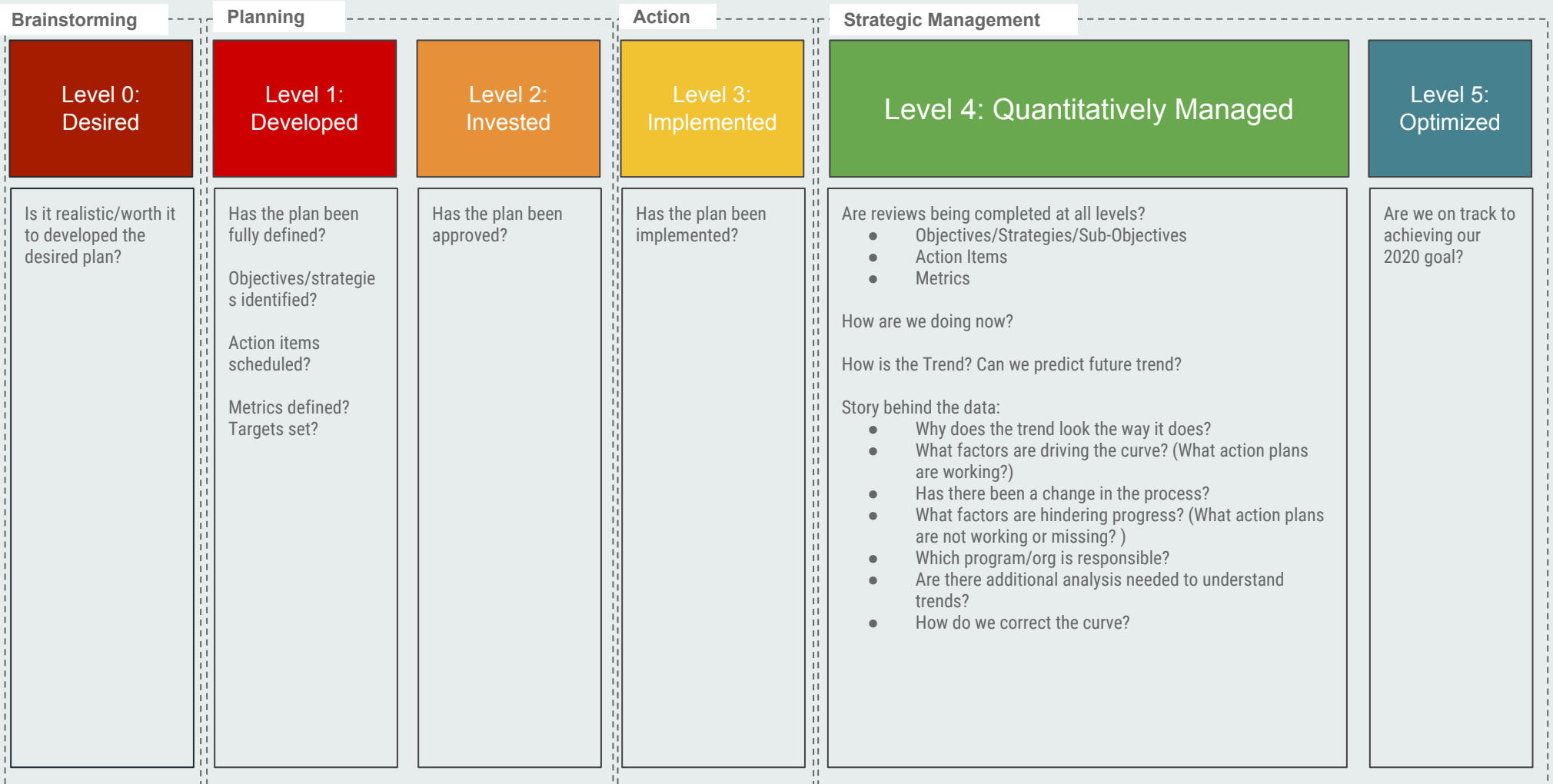
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Learning: Plans

- Who is going to do what, when?
 - Teamwork
 - Leadership / ownership
 - Cross-departmental cooperation
- Analysis: real-time and post-mortem
 - Was plan effective?
 - What plan improvements would be / would have been more effective?
- What makes a good plan, anyway?
 - Maturity model

Learning: Maturity Model



Questions



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Rental Assistance Demonstration

RAD Overview

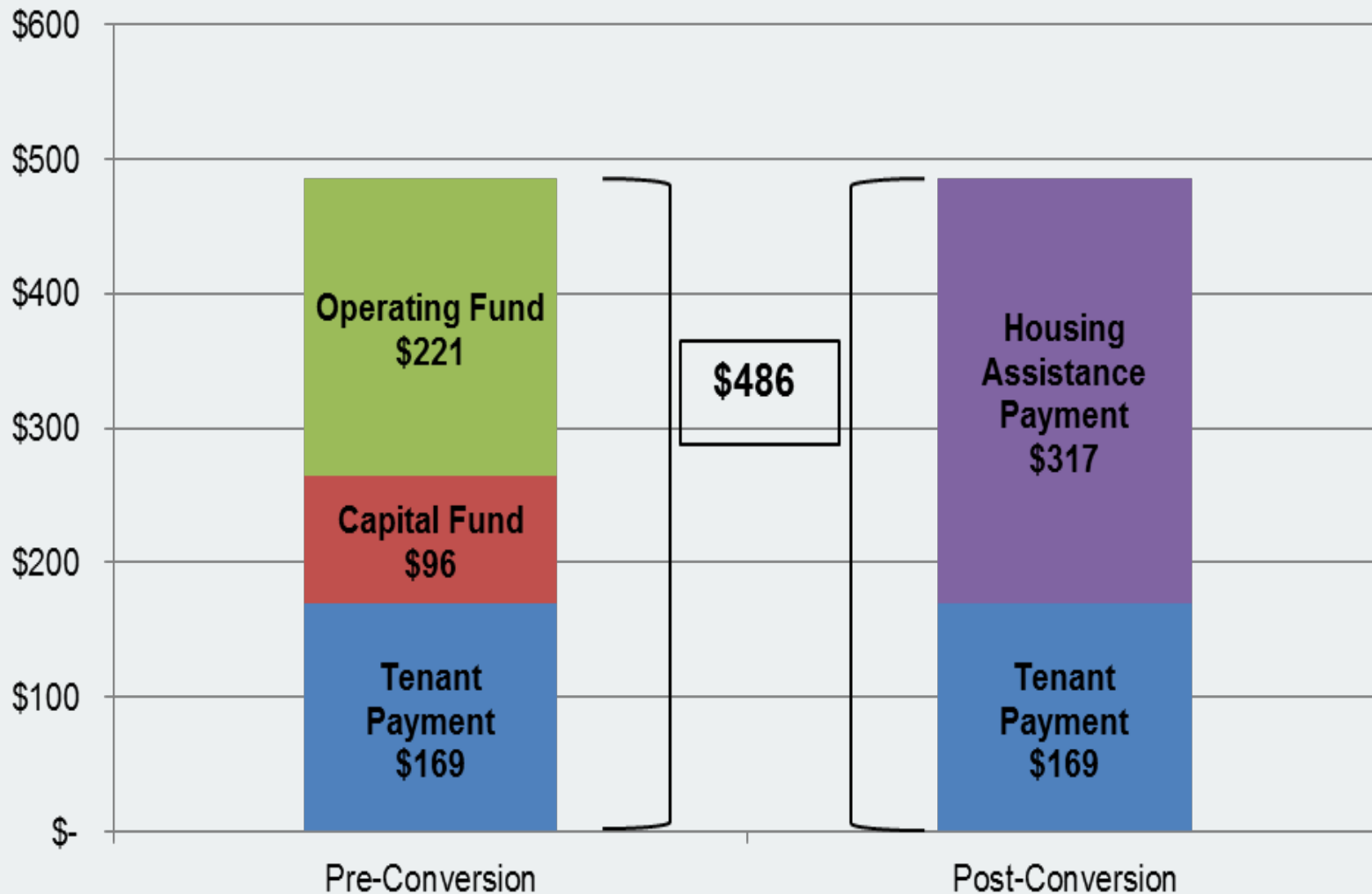
- The Rental Assistance Demonstration (RAD), authorized by Congress in 2012, is a voluntary HUD program which seeks to preserve public housing units
- The 1.2 million units in the Public Housing program have a documented capital needs backlog of nearly \$26 billion and are largely inhibited from accessing non-federal sources to help address this need
- Under RAD, Public Housing Agencies (PHAs) are offered the option to convert the current form of assistance on these properties to long-term, project-based Section 8 rental assistance contracts
- Conversion to long-term Section 8 rental assistance contracts allows PHAs to borrow funds and leverage sources of private and public capital in order to rehabilitate the aging public housing properties

Key Features of RAD

- A property would be funded at the same level in terms of dollars as Public Housing, but would receive a HAP Payment instead of Operating Subsidy and Capital Fund
- Residents would continue to pay 30% of adjusted gross income towards the rent and maintain the same basic rights as they possess in the Public Housing program
- A contract rent adjustment would be made annually via an Operating Cost Adjustment Factor (rents would never decrease)
- It is expected that under a stable funding platform that owners will be able to leverage public and private funding to address critical capital needs
- The RAD program is cost-neutral and does not increase HUD's budget; it simply shifts units from the Public Housing program to the Section 8 program
- RAD is not part of the MTW program

Sample RAD Conversion

Per Unit Monthly
SAHA Public Housing Averages



RAD combines the operating subsidy and capital fund into one payment for the property

PHA demand exceeds RAD's current authority

- As of February 16, 2017, HUD had a waiting list of 18,291 public housing units, which are now in consideration due to an increase of the cap in May 2017
- On May 5, 2017, the FY17 HUD appropriations law authorized another 40,000 public housing units to convert under RAD, bringing the current cap to 225,000. HUD anticipates that these units will soon be reserved and a sizable waiting list will continue into FY18
- As of April 30, 2017, 61,472 public housing units (571 projects) have converted to Section 8 through RAD
- The deadline for PHAs to apply for RAD conversion is September 30, 2018

RAD Conversion - Pros and Cons

Pros

- RAD is an alternative funding platform which utilizes HAP contracts, which may provide insulation against volatility of public housing funding appropriations because they have historically proven to be a more stable funding source
- Ability to borrow against the property for immediate capital improvements, rather than waiting for CFP funds spread out over years
- A system of replacement reserve funding is developed that will allow the property to preserve its assets over the long-term

Cons

- A RAD conversion is not simply a switch in HUD funding streams – it is a formal real estate closing that may be complex and costly (legal fees, surveys, Physical Needs Assessment, financing, consulting, etc.)
- There is no guarantee that RAD will be fully funded in the future as funding is subject to annual appropriations (however, Congress has never failed to renew a Project-Based Rental Assistance contract)
- Properties with significant capital needs are unable to use RAD because the “numbers don’t work”

Does RAD work for SAHA?

- External consultants (Rod Solomon of Hawkins Delafield & Wood LLP; Eric Olson of CSG Advisors; and Stan Waterhouse of the Housing Authority of the City of El Paso) have expressed beliefs that RAD works better for properties that require little or no capital investment
- The necessary long-term needs provided by Asset Management indicate the majority of our public housing properties need substantially more work beyond fulfilling their critical needs. The 2013 Physical Needs Assessment shows the estimated necessary 5-year long-term needs total over \$146 million or \$23,946 per unit
- Voluntarily converting some public housing to Section 8 would provide protection if Congress continues to underfund public housing. Congress may be more likely to provide adequate funding for existing Section 8 contracts than for public housing
- SAHA's Capital Fund Financing Program (CFFP) loan agreement stipulates that the ratio of Fixed Capital Fund Payments to Public Housing Capital Funds be at least one third. Therefore, there is a limit to how many public housing units SAHA would be able to convert to RAD. An estimate at March 31, 2017 shows 375 disposable units available


Next Steps

- Monitor continuing developments of the RAD program
- Collect information to provide to RAD consultant Jim Brawner
- Continue discussions internally and with the Board

DISCUSSION

MEMORANDUM

To: Operations and Choice Neighborhood Committee

From: David Nisivoccia, President and CEO 

Presented by: Timothy E. Alcott, Real Estate and Legal Services Officer; Lorraine Robles, Director of Development Services and Neighborhood Revitalization; Arrie Porter, Senior Choice Neighborhood Manager; Lori Hall, Assistant Director of Real Estate and Homeownership; Adrian Lopez, Director of Community Development Initiatives

RE: Update and discussion regarding Wheatley Choice Neighborhood activities relating to People, Housing and Neighborhood

SUMMARY:

The following describes activities related to the three core components of the Choice Neighborhood Initiative: People, Housing and Neighborhood. The activities are associated with metrics submitted to the U.S. Department of Housing and Urban Development (HUD) on both a quarterly and annual basis.

CHOICE NEIGHBORHOOD GRANT ADMINISTRATION

The Choice HUD Budget Revision No. 8 was submitted to HUD on April 19, 2017, to reallocate dollars within sub-budget line items in 1405 and spread additional dollars. On May 2, 2017, HUD Washington asked for specific justifications for the reallocation of funds. SAHA and Urban Strategies developed these justifications and they were provided to HUD on June 13, 2017. SAHA is awaiting final approval.

Staff is developing Choice HUD Budget Revision No. 9, which will request a spread of funds for the senior building housing construction.

SAFETY-BYRNE GRANT**General****Accomplishments:**

The Byrne Criminal Justice Innovation (BCJI) Grant was extended to September 30, 2017, to allow current and future activities to continue.

Staff was cleared with the Department of Justice (DOJ) to implement several new initiatives with additional BCJI funds. Staff is routing MOAs with partner organizations to implement remaining Byrne funds. Remaining initiatives include funding additional community events on North New Braunfels Avenue, an Entrepreneurial Workshop with San Antonio for Growth on the Eastside, installing a security camera system for the Resurgence Collaborative, funding additional community garden activities such as a community tool shed through Gardopia Gardens and increasing the level of supportive services provided by the Group Violence Intervention program.

Community Engagement Patrols (CEP)

Accomplishments:

The CEP program continues to receive positive response from businesses, customers and residents in the targeted hot spots. As of May 26, 2017, 155 patrol days have occurred for 1,052 positive “contacts” and 240 pedestrian stops. The funding for patrols will continue through July 2017.

Group Violence Intervention (GVI)

Accomplishments:

Crime data for Q1 2017 for the Eastpoint/Group Violence Intervention program footprint shows that aggravated assaults have decreased by 36.4 percent, murders decreased by 60 percent, and robbery of individuals decreased by 66.7 percent compared to Q1 2016. However, some categories such as deadly conducts and robbery of businesses have increased from Q1 2016.

PEOPLE

CHOICE CASE MANAGEMENT

Wheatley Households +

Objectives/Metrics:

152 Wheatley households remain on housing assistance

141 households are no longer receiving housing assistance. Exit reasons include: evictions, abandonment, leaving after giving a 30-day notice to SAHA and death of head of household.

Accomplishments:

128 households are receiving housing assistance and *case management

24 households are receiving housing assistance but have not been responsive to case management

8 households are not receiving housing assistance but are being case managed

FY 2017 Target:

Urban Strategies will continue to reach out to all eligible families and offer case management services. All former Wheatley residents who are actively housed by the San Antonio Housing Authority receive monthly updates on activities from the Housing Authority and neighborhood news.

Urban has re-initiated the recruitment of residents for case management services at The Park at Sutton Oaks. Public Housing residents of The Park were sent appointment letters for introduction purposes. Staff will follow-up within the next two weeks with home visits.

Notes:

**Case Management-Households who have agreed to participate in capacity building activities.*

+Since April 2012 (grant submission), cumulatively, there have been 293 Wheatley households. In September 2013, when Urban Strategies came onboard, 243 remained on housing assistance either at Wheatley or in other SAHA programs. At time of relocation, 205 households remained at Wheatley and therefore received relocation assistance.

CHOICE EMPLOYMENT**Objectives/Metrics:**Baseline In September 2013

55

Accomplishments:2017 Quarter 1 HUD Metric Report**FY 2017 Target:**58 percent of the able-bodied population will be employed***Able-bodied Residents: 117****Objectives/Metrics:**

* Individuals between the ages of 19-65 years of age and not disabled.

Accomplishments:74 (41 full-time and 31 part-time)

Urban Strategies case management services is a direct cause of the employment retention and attainment for all 74 employed residents.

11 of the 74 employed residents are also in training.

28 Residents are in training.

2 placed in jobs within three months of completing training.

24 able-bodied former Wheatley residents are unengaged.

Urban has referred 16 of it's unengaged population to the Housing Authority's Jobs Plus staff to residents with employment services.

Employment Gained

Urban was successful in referring a Texas A&M University student to District 2's summer Internship position through Urban Strategies' partnership with Bexar County Child Protective Division. A position was created and the resident will intern with the agency this summer.

Jobs Plus East (JPE)**Objectives/Metrics:**

Increase the number of residents employed.

Accomplishments:

Five residents graduated from the South Texas Leadership High School Diploma Program. One is now a community Coach attending Career EASE (Exploratory and Skill Enhancement) at the Eastside Education and Training Center. The resident that graduated is among the Wheatley relocated families (Choice Families).

Recruitment

Jobs Plus recruited residents to advocate in Austin for continued support from SAHA Tax Credit Properties. Of the residents, two reside at East Meadows, one resides at Refugio Place and three were community coaches. The trip has been postponed to a later date.

CDI Support- Yearly Events

JPE Staff volunteered to assist with SAHA's Annual Mother's Day event. A Community Coach modeled business attire for employment and volunteered at the makeup and pampering station.

Employment

Two SAHA residents were recruited and applied for the SAHA Summer Youth Employment Program.

Training

1-Park At Sutton Oaks Resident

One resident completed a four-week paid training to obtain a CDL license. Through the training, she was hired by the San Antonio Independent School District to operate a 73-passenger bus.

JPE collaborated with the City of San Antonio Eastside Promise Zone's Third Annual Neighborhood Leadership Academy. Five JPE clients were recruited and enrolled in the leadership academy. The Leadership Academy offers a four-month course once a month to empower and enhance problem-solving skills, advocacy and leadership. Two of the five program participants reside at East Meadows.

Two of the residents in training needed assistance with After-School Care for their children. The first resident was from Springview Apartments and is enrolled in the Good Careers Academy for Medical Assistant training. The second resident resides at Sutton Oaks and is enrolled in the Pharmacy Tech School as well as the Goodwill Academy. After-school assistance was funded by Goodwill and the Dual Gen Initiative to remove the childcare barrier to allow both residents to continue their training. The resident that resides at Springview has an average of 98 in the Medical Assistant Training Program. The grades are pending for the Pharmacy Tech program participant.

College Prep

One East Meadows Resident (Community Coach) enrolled in Career EASE, a new pilot program at the Eastside Education and Training Center which is anticipated to take eight weeks to complete. The program enhances Math and English Skills before enrolling in Administrative Assistant Certificate Program or any other training at EETC.

FY 2017 Target:

138 enrolled, and 42 placed in employment

CHOICE RESIDENT TRAINING METRICS (URBAN)**Objectives/Metrics:**

28: residents enrolled in job training

Accomplishments:

6: Adult High School Diploma Program
 2: Bachelor's Degree
 1: Associate's Degree
 1: ESL
 12: Workforce training
 27: residents have completed job training to date

CHOICE RESIDENT HEALTH (URBAN)**Objectives/Metrics:**

Baseline of the number of residents without health insurance in September 2013
 99: residents fall within the Medicaid gap

Accomplishments:

Twenty-nine families have been referred and obtained services by the University of the Incarnate Word nurses either in their homes or at the UIW Bowden Clinic. Adults and children have been referred to appropriate providers as needed. Referrals were made to the Texas Healthy Woman Program and for counseling services at the UIW Nursing School. University Health Systems will serve as the medical home for uninsured families, who will receive guidance and assistance in applying for CareLink, a medical services payment plan based on income. Ten formerly uninsured mothers have applied and received primary care from The Healthy Women's program.

29 families comprising 86 individuals have been and received the following services:

- 10 residents who previously had no access to healthcare have received complete physical exams and referrals
- 4 residents have received mental health assessments and counseling
- 10 residents received assistance and submission of their application to the Texas Healthy Women Program
- 5 residents have attended an initial comprehensive physical exam appointment with a Texas Healthy Women Provider
- 12 Patients have received Total Chronic Disease (Diabetes, Liver Disease, Asthma, Heart Disease) services, including health coach interventions and referrals to resources and health care providers
- 16 children received immunizations
- 11 adults received immunizations

We have also developed processes for Significant Case Interventions such as:

- Coordination of chronic disease patients into a specialty system of care (including HIV)
- Coordination of abnormal screening mammogram for definitive diagnoses
- Coordination of access to care through Texas Healthy Women Program leading to diagnosis of chronic conditions including diabetes and heart disease
- Coordination of Eye Care through UIW Bowden Clinic
- Coordination with Wheatley Community School for weekly health events on Thursday morning and afternoon
- Mental health interventions through behavioral health counseling

Urban is working to identify and find resources to support families as the legislature begins the discussion of revamping Medicaid and Medicare. Urban anticipates that 35 percent of families enrolled in these health programs will be negatively impacted by proposed changes to the programs.

FY 2017 Target:

85 percent of all uninsured residents will have seen a doctor within the last 12 months

CHOICE EDUCATION

The Urban Strategies Education Liaison continues to develop a network of service partners to support youth educational development, family engagement opportunities and assist with the building of career pathways. The network will be a resource to the East Meadows families and families located within the community.

Accomplishments:

Family Fun Day - Urban Strategies hosted the second family engagement event of the year at Wheatley Community School on Saturday, June 3, 2017. The purpose of the event is to make learning fun for the parent and child. This event had a Luau theme and featured A Healthy Taste of the Eastside, which gave residents an opportunity to cook a healthy dish and provide bite size samples for all in attendance. The event was attended by 166 people of which 82 percent were Promise Zone residents. A network of service partners (KLRN, DoSeum, University of Texas at San Antonio, United Way Dual Generation, Project Transformation and Wheatley Leadership Council) attended the event and facilitated interactive children's activities while also talking to parents about summer programs.



Attendees to the event: 166 guests, of which 93 were children; 57 vendors provided learning activities for the children and some participated in the Healthy Taste.

Throughout the summer, Urban Strategies will continue to bring families together to learn and explore new activities. Urban Strategies will facilitate four Family Wednesdays at Wheatley Community School, which include Digital Music Nights on June 14 and July 19 and Family Game Nights on June 21 and July 26.

HOUSING

Demolition - Phase II - 2 ½ Blocks

Accomplishments:

Demo Project is 100 percent complete as of October 2016.

Replacement Housing

Objective:

Replace all 246 units demolished at Wheatley Courts

Accomplishments:

The Park at Sutton Oaks - CNI Phase I (49 replacement units)

Sutton II (The Park at Sutton Oaks): The development as a whole is 96 percent occupied and 98 percent pre-leased. This phase contains 49 replacement units.

East Meadows I -CNI Phase II (79 replacement units)

Public Housing = 68 units available
24 occupied

PBV = 8 units available
1 occupied

FY 2017 Target:

Complete 128 replacement units before end of FY 2017

Phase II - East Meadows Multi-Family Housing (215 Units)**Objective:**

Complete 215 multi-family units by August 2017

Accomplishments:

As of May 31, 2017, the latest data available, the project is estimated to be at 94.14 percent complete. The project should have been completed by March 1, 2017, which currently puts the project approximately four months behind schedule.

All Block A, B, C Buildings have received a Certificate of Occupancy (CoO) with the exception of Block D Buildings #37 and #38 which have received a TCO. 36 out of 38 buildings have been turned over to MBM Property Management. 79 of 186 completed units have been leased and are occupied. All building exteriors and parking lots with the exception of the area at Buildings #37 and #38 are under exterior, landscaping and site amenities punchout.

Block D Building #37 has been drywalled and MEP inspections are in process. Contractor continues to remove and replace non flashed windows and punchout exterior masonry work. Building #38 is in the process of MEP inspection and in the process of installing drywall. Buildings #37 and #38 have been cordoned off from the rest of Block D to start leasing units in Buildings #31 through #36. Parking lots will be cleaned and striped.

Occupancy by Unit Type

TYPE	UNITS AVAILABLE	OCCUPIED END OF APRIL	OCCUPIED END OF MAY
MARKET	47	20	25
PUBLIC HOUSING	68	20	24
LIHTC	63	13	24
PBV	08	01	01
TOTAL	186	54	74

The lease-up has been difficult for McCormack Baron Management (MBM). The lease up has been slower than expected and this has been a challenge. SAHA staff believes this is due to the skill set of MBM and construction delays.

The Development Services and Neighborhood Revitalization department received formal approval from TDHCA on March 16, 2017, to move forward with retrofitting the townhome units at East Meadows with a half bath on the first floor. DSNR is currently working with MBS to obtain design drawings and cost estimates from both KAI and DHR.

BiblioTech

Bexar County is finalizing negotiations with their selected general Contractor. Construction is scheduled to start October 2017.

FY 2017 Target:

Complete project by August 2017, and have full occupancy by November 11, 2017.

Phase III - Wheatley Park Senior Living - Senior Building (80 Units)

Objective:

Develop 80 affordable units for seniors 62 years old and older.

Accomplishments:

Roof shingle is 67 percent completed. Windows installation is 99 percent completed. Siding work is ongoing. MEP rough in is ongoing. The overall project is at 41.51 percent complete. The project is currently on schedule.

FY 2017 Target:

50 percent construction complete by June 30, 2017

Phase IV - East Meadows II Multi-Family Housing (119 Units)

Objective:

Obtain an allocation of 9 percent LIHTC by July 31, 2017.

Accomplishments:

As of June 2017, 53 percent has been expended from the East Meadows II predevelopment budget. Predevelopment Draw #6 has been received and is being processed. Once approved and funded, the budget expenditure will be updated by the next report.

MBS and SAHA continue monitoring TDHCA for any application deficiencies. Several deficiency notices were issued and responses were provided by SAHA by the deadline. TDHCA tax credit award is pending until July 2017. The TDHCA confirmed in writing that the deficiency notice relating to Phase 1 not having 90 percent occupancy for 6 months was resolved. This was a major concern for SAHA. However, SAHA received a second deficiency on the exact same issue. SAHA staff is trying to determine from the TDCHA why it was sent a second time when it was previously resolved.

During May 2017, MBS, Kimberly Horn and SAHA held a design review meeting with the City of San Antonio Development Services and reviewed 70 percent of the drawings at the meeting. A pre-construction meeting

with Time Warner was held at Kimberly Horn's office. Pre-construction with other utilities are being planned for June 2017.

MBS estimates that drawings should be at 90 percent complete by the end of June 2017 per project architect.

FY 2017 Target:

Submission of competitive 9 percent LIHTC application for East Meadows II

Public Improvements Construction

Objective:

Completion of Public Improvements for East Meadows and Wheatley Park Senior Living by October 15, 2017.

Accomplishments:

All sidewalks, curbs and ramps as well as asphalt and landscaping work are completed except the area surrounding Wheatley Park Senior Living Project. The PI contract was suspended to allow the senior building contractor to complete the building exteriors. SAHA staff anticipates PI contractor will resume the work around the senior building by mid September 2017.

The PI Contractor is on site working on rectifying asphalt failure in two locations and this work is expected to be completed within the next week.

The project is at 98.76 percent complete.

The construction team has coordinated the public improvement construction with CoSA, SAWS and utility company representatives.

The TDHCA deadline for buildings to be placed in service has been met.

FY 2017 Target:

Substantial completion of Public Improvements by March 15, 2017.

Non-Replacement Housing - Phase I

Objective:

Development and lease-up of 376 non-replacement units.

Accomplishments:

Phase I - The Park at Sutton Oaks – 159 non-replacement units were completed as of June 17, 2014.

Phase II - East Meadows - 136 non-replacement units of which 110 completed as of May 31, 2017. The remaining 26 units scheduled for construction completion by late August/early September 2017.

Phase III - Wheatley Park Senior Living - 4 non-replacement units under construction as of May 31, 2017.

Phase IV - East Meadows II - 77 non-replacement units in pre-development as of May 31, 2017, awaiting an award of tax credits by TDHCA.

FY 2017 Target:

Completion of 295 non-replacement units by June 30, 2017.

NEIGHBORHOOD

CRITICAL COMMUNITY IMPROVEMENTS (CCI)

Administrative–CCI Plan

Accomplishments:

Implementation of all 6 CCI Strategies.

FY 2017 Target:

The Choice Neighborhood Coffee was held on June 28, 2017, at Greater Corinth Baptist Church, 500 S. New Braunfels Avenue, with a presentation from Spurs Sports and Entertainment. The next coffee will be held on July 26, 2017, at Greater Corinth Baptist Church, 500 S. New Braunfels Avenue.

Infill - Vacant Lots

Accomplishments:

Staff has secured nine properties in Target Area I and is negotiating with three additional property owners. The environmental report for Phase II Target Area locations is complete. New Home Design Guidelines are complete and staff is preparing an RFP for Builders. Staff is exploring potential buyers for two SAHA-owned non buildable properties in TA I.

FY 2017 Target:

Reduce the number of vacant and abandoned properties in the Choice footprint and build 40 new homeownership homes

Owner Occupied Rehab

Accomplishments:

Rehabilitation activities are well underway on one home (\$33k improvements). A second owner is seeking a contractor. A third owner is finalizing the scope of work. Two additional owners need to finalize their applications. Merced will be moving to Target Area II locations.

FY 2017 Target:

Rehabilitate 27 homes in the Choice footprint

Business Facade Restoration

Accomplishments:

Five new Choice Facade grants were awarded, bringing the total number of awards to 11. Environmental assessments are awaiting historic review and tribal consultation. When these elements are complete, files will be reviewed by Choice Neighborhood staff for transfer to the City for certification.

FY 2017 Target:

Award up to 12 grants for qualifying businesses (11 awarded, 1 award remaining)

Urban Farm**Accomplishments:**

Community rollout meetings were completed, as well as the environmental assessment. Staff is working with the contractor, Intelligent Engineering Services, to complete the Platting process. The process is continuing, and the stormwater drainage plan has been submitted and is expected to be approved.

FY 2017 Target:

Develop Urban Farm in the Choice Footprint

Good Samaritan Veterans Outreach and Transitional Center**Accomplishments:**

Construction is on schedule for completion in June 2017 with the grand opening scheduled for August 9, 2017, at 8:30 a.m. at 202 Connelly.

FY 2017 Target:

Economic Opportunity

Neighborhood Beautification**Accomplishments:**

City is donating trees and the majority of supplies. COSA has also volunteered to provide augmented funds in the amount of \$50,000.00. R and C Landscape has been procured to install trees and provide maintenance and watering over the next three years. Planting began on June 19, 2017.

FY 2017 Target: Successful completion of the planting of 200 plus trees within the neighborhood phase one Infill Area.

Construction of Robert L.M. Clinic**Accomplishments**

Construction continues and is on schedule for completion at the end of November 2017. The clinic will open to first patients in December 2017. UHS staff is officially working to change Locke St. to Hilliard Way, and have the clinic registered to that address.

FY 2017 Target: Completion of clinic.

ENHANCE PUBLIC INFRASTRUCTURE**Public Improvements (Streets/Sidewalks/ Curbs, Lighting)**

Improvements in Target Area II are ongoing and improvements for Target Area III have been discussed.

Accomplishments:

Lighting installation completed for phase one.

FY 2017 Target: Completion of curbs, streets, sidewalks, driveways and lighting in Target Area I.
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REQUESTED ACTION:

None

FINANCIAL IMPACT:

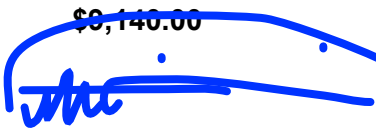
None at this time.

ATTACHMENTS:

None

BOARD OF COMMISSIONERS
Operations and Choice Neighborhood Committee

RESOLUTION 5730, AUTHORIZING THE AWARD OF A CONTRACT FOR ACCOUNTS PAYABLE AUTOMATION SOFTWARE TO OPTIMA GLOBAL SOLUTIONS, INC. (ABE, DBE, MBE) FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW UP TO FOUR ADDITIONAL ONE-YEAR TERMS; THE ANNUAL CUMULATIVE AMOUNT FOR YEAR ONE SHALL NOT EXCEED AN AMOUNT OF \$109,874.45 AND THE ANNUAL CUMULATIVE AMOUNT FOR YEARS TWO THROUGH FIVE SHALL NOT EXCEED AN AMOUNT OF \$9,140.00



David Nisivoccia
President and CEO



Steven Morando
Director of Procurement
and General Services



Diana Fiedler
Director of Finance and
Accounting

REQUESTED ACTION:

Consideration and appropriate action regarding Resolution 5730, authorizing the award of a contract for Accounts Payable Automation Software to Optima Global Solutions, Inc. (ABE, DBE, MBE) for a period of one year with the option to renew up to four additional one-year terms; the annual cumulative amount for year one shall not exceed an amount of \$109,874.45 and the annual cumulative amount for years two through five shall not exceed an annual amount of \$9,140.00.

SUMMARY:

In order to reduce manual data entry required to process invoices and move towards the agency's goal of paper elimination, SAHA requires the services of a company to provide an integrated JDE compatible system solution to include implementation, training and ongoing technical and revision support for an automated accounts payable system.

On July 22, 2016, SAHA issued a "Request For Proposals" (RFP) #1605-209-11-4522 for Accounts Payable Automation Software, which closed on October 13, 2016. The RFP was published on SAHA's website, Electronic State Business Daily (ESBD), The Hart Beat, La Prensa, various other venues and direct solicited to 104 contractors. A total of four proposals were received in response to the RFP: Basware, Inc., Canon Solutions America, Inc., Optima Global Solutions, Inc., (ABE, DBE, MBE) and Xerox Corporation. All proposals were evaluated based on the following criteria: project management, implementation and training methodology, responses to requirements, respondent experience, implementation schedule, interview and product demonstration, price proposal and strength of the SWMBE and Section 3 plans. Additionally, presentations were conducted for the three highest rated proposers. Based upon the above, Optima Global Solutions is the highest rated responsive and responsible proposer and is being recommended for a contract award.

Optima Global Solutions, Inc. was founded in 2001 and is headquartered at Lawrenceville, New Jersey. They self-certify as an ABE and have been certified as a MBE by the New York and

New Jersey Minority Supplier Development Council, a DBE by the Department of Transportation and a Small Disadvantaged Business by the U.S. Small Business Administration. This company is a "one stop center" for the IT needs of their clients to include the private sector, as well as Federal, State and City Government agencies. Their services include program and project management, subject matter experts/business analysis, application systems and architecture design, custom application software development, database programming and administration, data warehouse design and administration, network design and administration, training and documentation, information assurance and cyber security, configuration and change management, system testing and software quality assurance, and application development using open source technology. Optima Global Solutions has received no prior awards from SAHA. This project requires highly skilled and specialized IT professionals with software development experience using the Kofax TotalAgility platform. Therefore, this project will be completed solely utilizing their current full-time employees. Section 3 hiring will not be included in this project due to the highly specialized nature of the positions.

Financial Impact:

The cost for the automated accounts payable system is not expected to exceed an annual amount of \$109,874.45 for year one that includes installation, start-up costs and annual support and \$9,140.00 for years two through five for the ongoing annual support. This project will be funded through the approved operating budgets.

ATTACHMENTS:

Resolution 5730
Company Profile
Scoring Matrix
Ad List

**San Antonio Housing Authority
Resolution 5730**

RESOLUTION 5730, AUTHORIZING THE AWARD OF A CONTRACT FOR ACCOUNTS PAYABLE AUTOMATION SOFTWARE TO OPTIMA GLOBAL SOLUTIONS, INC. (ABE, DBE, MBE) FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW UP TO FOUR ADDITIONAL ONE-YEAR TERMS; THE ANNUAL CUMULATIVE AMOUNT FOR YEAR ONE SHALL NOT EXCEED AN AMOUNT OF \$109,874.45 AND THE ANNUAL CUMULATIVE AMOUNT FOR YEARS TWO THROUGH FIVE SHALL NOT EXCEED AN AMOUNT OF \$9,140.00

WHEREAS, on July 22, 2016, SAHA issued a "Request For Proposals" (RFP) #1605-209-11-4522 for Accounts Payable Automation Software, which closed on October 13, 2016; and

WHEREAS, a total of four proposals were received in response to the RFP; and

WHEREAS, Optima Global Solutions is the highest rated responsive and responsible proposer and is being recommended for a contract award; and

WHEREAS, the cost for the automated accounts payable system is not expected to exceed an annual amount of \$109,874.45 for year one that includes installation, start-up costs and annual support and \$9,140.00 for years two through five for the ongoing annual support. This project will be funded through the approved operating budgets; and

WHEREAS, staff requests the Board of Commissioners authorize the President and CEO, or designee, to execute all documents associated with this contract.

NOW, THEREFORE, BE IT RESOLVED that the Board of Commissioners of SAHA hereby:

- 1) Approves Resolution 5730, authorizing the award of a contract for Accounts Payable Automation Software to Optima Global Solutions, Inc. (ABE, DBE, MBE) for a period of one year with the option to renew up to four additional one-year terms; the annual cumulative amount for year one shall not exceed an amount of \$109,874.45 and the annual cumulative amount for years two through five shall not exceed an annual amount of \$9,140.00.
- 2) Authorizes the President and CEO, or designee, to execute all necessary documents associated with this contract.

Passed and approved the 3rd day of August 2017.

Morris A. Stribling, DPM
Chair, Board of Commissioners

Attested and approved as to form:

David Nisivoccia
President and CEO

Optima Global Solutions, Inc. Company Profile

Optima Global Solutions, Inc. was founded in 2001 and is headquartered at Lawrenceville, New Jersey. They self-certify as an ABE (Asian Business Enterprise) and have been certified as an MBE by the New York and New Jersey Minority Supplier Development Council, a DBE by the Department of Transportation and a Small Disadvantaged Business by the U.S. Small Business Administration.

This company is a “one stop center” for the IT needs of their clients to include the private sector, as well as Federal, State and City Government agencies. Their services include program and project management, subject matter experts/business analysis, application systems and architecture design, custom application software development, database programming and administration, data warehouse design and administration, network design and administration, training and documentation, information assurance and cyber security, configuration and change management, system testing and software quality assurance, and application development using open source technology.

Optima Global Solutions has received no prior awards from SAHA. This project requires highly skilled and specialized IT professionals with software development experience using the Kofax TotalAgility platform. Therefore, this project will be completed solely utilizing their current full time employees. We will refer this to SAHA's Section 3 Coordinator for development of a Section 3 Plan that does not include hiring as a goal.

Scoring Matrix - Initial Accounts Payable Automation Software 1605-209-11-4522					
Contention Description	Max Points Weight	Canon Solutions America, Inc	Basware, Inc.	Optima Global Solutions, Inc	Xerox Corporation
Project Management, Implementation & Training:	1-5 20%				
Rater 1		3.00	4.00	4.00	3.75
Rater 2		3.00	5.00	5.00	4.00
Rater 3		3.00	5.00	4.00	4.00
Rater 4		5.00	5.00	5.00	5.00
Rater 5		2.00	5.00	4.00	3.00
Rater 6		3.00	4.00	4.00	3.00
Total Score		19.00	28.00	26.00	22.75
Average Score		3.17	4.67	4.33	3.79
Weighted Score		0.63	0.93	0.87	0.76
Response to Requirements:	1-5 15%				
Rater 1		3.00	4.00	4.00	4.00
Rater 2		3.00	5.00	5.00	5.00
Rater 3		3.00	5.00	5.00	3.00
Rater 4		3.00	5.00	5.00	5.00
Rater 5		2.00	5.00	4.00	3.00
Rater 6		2.00	5.00	4.00	3.00
Total Score		16.00	29.00	27.00	23.00
Average Score		2.67	4.83	4.50	3.83
Weighted Score		0.40	0.73	0.68	0.58
Respondent Experience:	1-5 10%				
Rater 1		2.00	4.00	3.00	4.00
Rater 2		4.00	5.00	4.00	5.00
Rater 3		3.00	5.00	4.00	4.00
Rater 4		3.00	5.00	4.00	3.00
Rater 5		2.00	4.00	4.00	4.00
Rater 6		3.00	4.00	4.00	4.00
Total Score		17.00	27.00	23.00	24.00
Average Score		2.83	4.50	3.83	4.00
Weighted Score		0.28	0.45	0.38	0.40
Implementation Schedule:	1-5 5%				
Rater 1		2.00	4.00	3.50	3.75
Rater 2		3.00	5.00	4.00	5.00
Rater 3		3.00	5.00	5.00	5.00
Rater 4		3.00	5.00	5.00	5.00
Rater 5		2.00	4.00	4.00	1.00
Rater 6		3.00	3.00	3.00	3.00
Total Score		16.00	26.00	24.50	22.75
Average Score		2.67	4.33	4.08	3.79
Weighted Score		0.13	0.22	0.20	0.19
Interview & Product Demonstration:	1-5 5%				
Rater 1					
Rater 2					
Rater 3					
Rater 4					
Rater 5					
Rater 6					
Total Score		0.00	0.00	0.00	0.00
Average Score		0.00	0.00	0.00	0.00
Weighted Score		0.00	0.00	0.00	0.00
Price proposal:	1-5 25%				
Total Score		3.09	0.43	5.00	3.49
Weighted Score		0.77	0.11	1.25	0.87
Strength of the Section 3 plans:	1-5 10%				
Rater 1		2.00	0.00	2.00	1.00
Rater 2		1.00	0.00	2.00	1.00
Rater 3		1.00	0.00	2.00	1.00
Rater 4		1.00	0.00	1.00	1.00
Rater 5		2.00	0.00	2.00	1.00
Rater 6		2.00	0.00	2.00	1.00
Total Score		9.00	0.00	11.00	6.00
Average Score		1.50	0.00	1.83	1.00
Weighted Score		0.15	0.00	0.18	0.10
Strength of the SWMBE plans:	10%				
Rater 1		1.00	0.00	1.00	1.00
Rater 2		1.00	0.00	1.00	2.00
Rater 3		1.00	0.00	3.00	2.00
Rater 4		1.00	0.00	2.00	2.00
Rater 5		1.00	0.00	1.00	2.00
Rater 6		1.00	0.00	1.00	2.00
Total Score		6.00	0.00	9.00	11.00
Average Score		1.00	0.00	1.50	1.83
Weighted Score		0.10	0.00	0.15	0.18
Section 3 Preference: A firm may qualify for Section 3 status for up to an additional 5 points.#					
Category I: As detailed in Attachment D	5 (.25)				
Category II: As detailed in Attachment D	4 (.2)				
Category III: As detailed in Attachment D	3 (.15)				
Category IV: As detailed in Attachment D	2 (.1)				
Total Weighted Score		2.47	2.43	3.71	3.08

Scoring Matrix - Presentations Accounts Payable Automation Software 1605-209-11-4522				
Criterion Description	Max Points Weight	Basware, Inc.	Optima Global Solutions, Inc	Xerox Corporation
Project Management, Implementation & Training:	1-5 20%			
Rater 1		4.00	4.00	3.75
Rater 2		5.00	5.00	4.00
Rater 3		5.00	4.00	4.00
Rater 4		5.00	5.00	5.00
Rater 5		5.00	4.00	3.00
Rater 6		4.00	4.00	3.00
Total Score		28.00	26.00	22.75
Average Score		4.67	4.33	3.79
Weighted Score		0.93	0.87	0.76
Response to Requirements:	1-5 15%			
Rater 1		4.00	4.00	4.00
Rater 2		5.00	5.00	5.00
Rater 3		5.00	5.00	3.00
Rater 4		5.00	5.00	5.00
Rater 5		5.00	4.00	3.00
Rater 6		5.00	4.00	3.00
Total Score		29.00	27.00	23.00
Average Score		4.83	4.50	3.83
Weighted Score		0.73	0.68	0.58
Respondent Experience:	1-5 10%			
Rater 1		4.00	3.00	4.00
Rater 2		5.00	4.00	5.00
Rater 3		5.00	4.00	4.00
Rater 4		5.00	4.00	3.00
Rater 5		4.00	4.00	4.00
Rater 6		4.00	4.00	4.00
Total Score		27.00	23.00	24.00
Average Score		4.50	3.83	4.00
Weighted Score		0.45	0.38	0.40
Implementation Schedule:	1-5 5%			
Rater 1		4.00	3.50	3.75
Rater 2		5.00	4.00	5.00
Rater 3		5.00	5.00	5.00
Rater 4		5.00	5.00	5.00
Rater 5		4.00	4.00	1.00
Rater 6		3.00	3.00	3.00
Total Score		26.00	24.50	22.75
Average Score		4.33	4.08	3.79
Weighted Score		0.22	0.20	0.19
Interview & Product Demonstration:	1-5 5%			
Rater 1		5.00	3.75	4.00
Rater 2		5.00	4.00	3.00
Rater 3		5.00	5.00	3.00
Rater 4		5.00	4.00	3.00
Rater 5		4.00	4.00	3.00
Rater 6		5.00	4.00	3.00
Total Score		29.00	24.75	19.00
Average Score		4.83	4.13	3.17
Weighted Score		0.24	0.21	0.16
Price proposal:	1-5 25%			
Total Score		0.43	5.00	3.49
Weighted Score		0.11	1.25	0.87
Strength of the Section 3 plans:	1-5 10%			
Rater 1		0.00	2.00	1.00
Rater 2		0.00	2.00	1.00
Rater 3		0.00	2.00	1.00
Rater 4		0.00	1.00	1.00
Rater 5		0.00	2.00	1.00
Rater 6		0.00	2.00	1.00
Total Score		0.00	11.00	6.00
Average Score		0.00	1.83	1.00
Weighted Score		0.00	0.18	0.10
Strength of the SWMBE plans:	10%			
Rater 1		0.00	1.00	1.00
Rater 2		0.00	1.00	2.00
Rater 3		0.00	3.00	2.00
Rater 4		0.00	2.00	2.00
Rater 5		0.00	1.00	2.00
Rater 6		0.00	1.00	2.00
Total Score		0.00	9.00	11.00
Average Score		0.00	1.50	1.83
Weighted Score		0.00	0.15	0.18
Section 3 Preference: A firm may qualify for Section 3 status for up to an additional 5 points.#				
Category I: As detailed in Attachment D	5 (.25)			
Category II: As detailed in Attachment D	4 (.2)			
Category III: As detailed in Attachment D	3 (.15)			
Category IV: As detailed in Attachment D	2 (.1)			
Total Weighted Score		2.67	3.92	3.24

Entity	Contact Name	Email
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BOARD OF COMMISSIONERS
Operations and Choice Neighborhood Committee

RESOLUTION 5731, AUTHORIZING THE AWARD OF A CONTRACT FOR REMOVAL AND REPLACEMENT OF BATHTUBS, SHOWER PANS, AND ASSOCIATED REPAIRS AT VARIOUS SAHA PROPERTIES, TO INCLUDE BEACON COMMUNITIES, TO AC PLUMBING SERVICES (HABE) FOR AN ANNUAL CUMULATIVE AMOUNT NOT TO EXCEED \$165,000.00 FOR YEAR ONE, \$180,000.00 FOR YEAR TWO, \$210,000.00 FOR YEAR THREE, AND \$235,000.00 FOR YEARS FOUR AND FIVE; FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW UP TO FOUR ADDITIONAL ONE-YEAR TERMS



David Nisivoccia
President and CEO



Steven Morando
Director of Procurement
and General Services



Brandee Perez
Director of Federal Housing
Programs

REQUESTED ACTION:

Consideration and appropriate action regarding Resolution 5731, authorizing the award of a contract for removal and replacement of bathtubs, shower pans, and associated repairs at various SAHA properties, to include Beacon Communities, to AC Plumbing Services for an annual cumulative amount not to exceed \$165,000.00 for year one, \$180,000.00 for year two, \$210,000.00 for year three, and \$235,000.00 for years four and five; for a period of one year with the option to renew up to four additional one-year terms.

SUMMARY:

SAHA requires the services of a contractor to remove and replace bathtubs and shower pans and provide associated repairs on an as needed basis at various SAHA properties, to include Beacon Communities.

On May 31, 2017, SAHA issued an "Invitation For Bids" (IFB) #1705-934-64-4658 for Removal and Replacement (R & R) of Bathtubs and Shower Pans SAHA-wide, which closed on June 20, 2017. The IFB was published on SAHA's website, Electronic State Business Daily (ESBD), La Prensa, the Hart Beat, posted on NAHRO, Public Purchase and direct solicited to 40 contractors. A total of eight bids were received in response to the IFB: AC Plumbing Services (HABE), All Pro General Construction (DBE, ESBE, HABE, MBE, SBE, Section 3 Business), National Bath Systems, LLC dba Bath Fitter, EA Contractor (HABE), Earl Greenwood Construction, Inc. (AABE, VBE), LJ's Home Carpentry (HABE), Montemayor General Contractor (HABE, Section 3 Business), and R & J Muniz Remodeling (ESBE, HABE, MBE, SBE, Section 3 Business). All bids were evaluated on the following criteria: purchase price, reputation of the bidder and his goods or services, quality of the goods or services, extent to which the goods or services meet SAHA's needs, total long term cost, and any relevant criteria identified within the solicitation document. Based on the above, AC Plumbing Services was the lowest responsive and responsible bidder and is recommended for contract award.

AC Plumbing Services was established in 2014 and is located in San Antonio, Texas. They were previously known as Air Jireh Services that was founded in 1989. AC Plumbing Services acquired Air Jireh Services in August 2014 and renamed the company. AC Plumbing Services

is a multi-service company providing plumbing services to residential and commercial customers in the San Antonio and surrounding areas. They have 12 staff and operate 365 days a year, with emergency service available 24 hours a day. Their services range from fixing leaky faucets to remodeling a bathroom. AC Plumbing Services is currently under contract with SAHA to provide plumbing maintenance services and they have received prior awards from SAHA to remove and replace bath tubs and shower pans. Additionally, as part of the EPC project, as a subcontractor they provided minor plumbing replacement and repairs at Cassiano Homes. In addition to their residential clients, they perform work for: City of San Antonio, Bexar County, Architectural Habitat of San Antonio, Northstar Elite Consulting and Construction, and the Marriott Hotel located on 410/I-10. This contractor's Section 3 Good Faith Effort Plan includes hiring three part-time individuals in the laborers (unskilled) category.

CONTRACT OVERSIGHT:

Contract oversight will be provided by Brandee Perez, Director of Federal Housing Programs, and Kristi Baird, Assistant Director of Beacon Communities, who will monitor the vendor's adherence to contract requirements and performance. The Procurement Department will be responsible to ensure the vendor submits the Contractor's Section 3 Compliance Report on a monthly basis, monitor compliance with the vendor's SWMBE subcontractor good faith utilization plan, provide annual contract performance evaluation survey to end users, and assist departments in the contract renewal or new solicitation process.

FINANCIAL IMPACT:

The cost for removal and replacement of bathtubs, shower pans, and associated repairs is not expected to exceed an annual amount of \$165,000.00 for year one, \$180,000.00 for year two, \$210,000.00 for year three, and \$235,000.00 for years four and five. The recommended award amounts are increased for years two through four, to allow for the four year plan to transition properties back from third party management companies to Beacon Communities portfolio. This service will be funded by the properties operating budgets.

ATTACHMENTS:

Resolution 5731
Company Profile
Tabulation
Ad List

**San Antonio Housing Authority
Resolution 5731**

RESOLUTION 5731, AUTHORIZING THE AWARD OF A CONTRACT FOR REMOVAL AND REPLACEMENT OF BATHTUBS, SHOWER PANS, AND ASSOCIATED REPAIRS AT VARIOUS SAHA PROPERTIES, TO INCLUDE BEACON COMMUNITIES, TO AC PLUMBING SERVICES (HABE) FOR AN ANNUAL CUMULATIVE AMOUNT NOT TO EXCEED \$165,000.00 FOR YEAR ONE, \$180,000.00 FOR YEAR TWO, \$210,000.00 FOR YEAR THREE, AND \$235,000.00 FOR YEARS FOUR AND FIVE; FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW UP TO FOUR ADDITIONAL ONE-YEAR TERMS

WHEREAS, on May 31, 2017, SAHA issued an "Invitation For Bids" (IFB) #1705-934-64-4658 for Removal and Replacement (R & R) of Bathtubs and Shower Pans SAHA-wide, which closed on June 20, 2017; and

WHEREAS, a total of eight bids were received in response to the IFB; and

WHEREAS, AC Plumbing Services (HABE) is the lowest responsive and responsible bidder and is being recommended for a contract award; and

WHEREAS, the cost for removal and replacement of bathtubs, shower pans, and associated repairs is not expected to exceed an annual amount of \$165,000.00 for year one, \$180,000.00 for year two, \$210,000.00 for year three, and \$235,000.00 for years four and five. The recommended award amounts are increased for years two through four, to allow for the four year plan to transition properties back from third party management companies to Beacon Communities portfolio. This service will be funded by the properties operating budget; and

WHEREAS, staff requests the Board of Commissioners authorize the President and CEO, or designee, to execute all documents associated with this contract.

NOW, THEREFORE, BE IT RESOLVED that the Board of Commissioners of SAHA hereby:

- 1) Approves Resolution 5731, authorizing the award of a contract for removal and replacement of bathtubs, shower pans, and associated repairs at various SAHA properties, to include Beacon Communities, to AC Plumbing Services for an annual cumulative amount not to exceed \$165,000.00 for year one, \$180,000.00 for year two, \$210,000.00 for year three, and \$235,000.00 for years four and five; for a period of one year with the option to renew up to four additional one-year terms.
- 2) Authorizes the President and CEO, or designee, to execute all necessary documents associated with this contract.

Passed and approved the 3rd day of August 2017.

Morris A. Stribling, DPM
Chair, Board of Commissioners

Attested and approved as to form:

David Nisivoccia
President and CEO

AC Plumbing Services

Company Profile

AC Plumbing Services was established in 2014 and is located in San Antonio, Texas. They were previously known as Air Jireh Services that was founded in 1989. AC Plumbing Services acquired Air Jireh Services in August 2014 and renamed the company. The company is owned by 100% by Ricardo Martinez who purchased the company from his brother and had worked in the company for over 15 years.

AC Plumbing services is a multi-service company providing plumbing services to residential and commercial customers in the San Antonio and surrounding areas. They have 12 staff and operate 365 days a year, with emergency service available 24 hours a day. Their services range from fixing leaky faucets to remodeling a bathroom.

AC Plumbing Services is currently has an annual contract with SAHA to provide plumbing maintenance services and they have received prior awards from SAHA to remove and replace bathtubs and shower pans. Additionally, as part of the EPC project, as a subcontractor, they provided minor plumbing replacement and repairs at Cassiano Homes. In addition to their residential clients, they perform work for: City of San Antonio, Bexar County, Architectural Habitat of San Antonio, Northstar Elite Consulting and Construction, and the Marriott Hotel located on 410/I-10.

The company is self-certified as an Hispanic Owned Business and is currently awaiting its certification from the South Central Texas Regional Certification Agency (SCTRCA).

BID TABULATION
Remove and Replace Bath Tubs and Shower Pans
1705-934-64-4658

Item	QTY	JAC Plumbing Services	Extension	AllPro Gen Const	Extension	Bath Fitter	Extension	EA Contractor	Extension
Remove and Replace 4 1/2" Steel tubs (each)	10	\$895.00	\$6,950.00	\$1,400.00	\$14,000.00	\$843.70	\$8,437.00	\$790.00	\$7,900.00
Remove and Replace 5" Steel tubs (each)	25	\$695.00	\$17,375.00	\$1,400.00	\$35,000.00	Not Bid		\$790.00	\$19,750.00
Remove and Replace 4 1/2" Fiberglass (each)	10	\$625.00	\$6,250.00	\$6,500.00	\$65,000.00	Not Bid		\$840.00	\$8,400.00
Remove and Replace 5" Fiberglass tubs (each)	25	\$625.00	\$15,625.00	\$1,400.00	\$35,000.00	Not Bid		\$895.00	\$22,375.00
R and R up to 36" X 36" Shower Pans (each)	30	\$950.00	\$28,500.00	\$1,400.00	\$42,000.00	\$843.70	\$25,311.00	\$815.00	\$24,450.00
Replace Tub water valve & Diverter (each)	70	\$850.00	\$45,500.00	\$923.00	\$84,610.00	Not Bid		\$455.00	\$31,850.00
Replace Shower Valve only (each)	20	\$450.00	\$9,000.00	\$923.00	\$18,460.00	Not Bid		\$455.00	\$9,100.00
Replace 4 1/2" X 4 1/2" Ceramic Tile (sq ft)	1400	\$1.90	\$2,660.00	\$9.00	\$12,600.00	\$15.00	\$21,000.00	\$5.90	\$8,260.00
Replace 12" X 12" Ceramic Tile (sq ft)	9520	\$1.50	\$14,280.00	\$10.00	\$95,200.00	\$15.00	\$142,800.00	\$5.95	\$56,844.00
Replace 2" X 4" Framing (in ft)	800	\$3.50	\$2,800.00	\$9.00	\$7,200.00	\$1.80	\$1,280.00	\$4.25	\$3,400.00
Replace 2" X 6" Framing (in ft)	100	\$4.50	\$450.00	\$10.00	\$1,000.00	\$2.20	\$220.00	\$4.80	\$480.00
Replace Underlayment (sq ft)	325	\$2.90	\$942.50	\$6.00	\$1,950.00	\$0.00	\$0.00	\$5.20	\$1,690.00
Replace Cement Backer Board (sq ft)	2870	\$1.60	\$4,592.00	\$4.50	\$12,915.00	\$4.00	\$11,480.00	\$5.60	\$16,072.00
Replace Sheetrock (GWB) (sq ft)	250	\$2.50	\$625.00	\$12.00	\$3,000.00	\$1.50	\$375.00	\$4.60	\$1,150.00
Replace Vinyl Floor Tile (sq ft)	100	\$1.40	\$140.00	\$6.00	\$600.00	\$8.00	\$800.00	\$4.70	\$470.00
Replace Ceramic Floor Tile (sq ft)	125	\$1.90	\$237.50	\$9.00	\$1,125.00	\$15.00	\$1,875.00	\$4.20	\$525.00
Replace VCT (sq ft)	100	\$2.50	\$250.00	\$7.10	\$710.00	\$8.00	\$800.00	\$3.50	\$350.00
TOTALS			\$156,177.00		\$410,370.00		\$214,378.00		\$212,868.00
Section 3 Preference (lesser of 9% or \$18,000)			\$156,177.00		\$396,314.07		\$214,378.00		\$212,868.00

Item	QTY	E. Greenwood Const	Extension	Montemayor Gen Const	Extension	LJ's Home Carpentry	Extension	R & J Muniz Remodeling	Extension
Remove and Replace 4 1/2" Steel tubs (each)	10	\$1,700.00	\$17,000.00	\$800.00	\$9,000.00	\$49,000.00	\$490,000.00	\$1,280.00	\$12,800.00
Remove and Replace 5" Steel tubs (each)	25	\$1,700.00	\$42,500.00	\$800.00	\$20,000.00	\$140,000.00	\$3,500,000.00	\$1,280.00	\$32,000.00
Remove and Replace 4 1/2" Fiberglass (each)	10	\$1,700.00	\$17,000.00	\$900.00	\$9,000.00	\$49,000.00	\$490,000.00	\$1,280.00	\$12,800.00
Remove and Replace 5" Fiberglass tubs (each)	25	\$1,700.00	\$42,500.00	\$800.00	\$20,000.00	\$140,000.00	\$3,500,000.00	\$1,280.00	\$32,000.00
R and R up to 36" X 36" Shower Pans (each)	30	\$100.00	\$3,000.00	\$850.00	\$25,500.00	\$189,000.00	\$3,670,000.00	\$915.00	\$27,450.00
Replace Tub water valve & Diverter (each)	70	\$450.00	\$31,500.00	Not Bid		\$42,000.00	\$2,940,000.00	\$495.25	\$34,667.50
Replace Shower Valve only (each)	20	\$25.00	\$500.00	Not Bid		\$14,000.00	\$280,000.00	\$495.25	\$9,905.00
Replace 4 1/2" X 4 1/2" Ceramic Tile (sq ft)	1400	\$2.50	\$3,500.00	\$5.00	\$7,000.00	\$5,292.00	\$7,408,800.00	\$7.75	\$10,850.00
Replace 12" X 12" Ceramic Tile (sq ft)	9520	\$2.50	\$23,800.00	\$5.50	\$52,360.00	\$5,292.00	\$50,379,840.00	\$6.75	\$64,260.00
Replace 2" X 4" Framing (in ft)	800	\$2.50	\$2,000.00	\$2.50	\$2,000.00	\$2,160.00	\$1,726,000.00	\$3.15	\$2,520.00
Replace 2" X 6" Framing (in ft)	100	\$4.00	\$400.00	\$2.75	\$275.00	\$1,549.76	\$154,978.00	\$3.45	\$345.00
Replace Underlayment (sq ft)	325	\$3.75	\$1,218.75	\$4.50	\$1,462.50	\$1,770.00	\$575,250.00	\$4.60	\$1,495.00
Replace Cement Backer Board (sq ft)	2870	\$1.50	\$4,305.00	\$4.00	\$11,480.00	\$5,040.00	\$14,464,800.00	\$7.25	\$20,807.50
Replace Sheetrock (GWB) (sq ft)	250	\$21.00	\$5,250.00	\$4.00	\$1,000.00	\$1,680.00	\$420,000.00	\$4.79	\$1,197.50
Replace Vinyl Floor Tile (sq ft)	100	\$1.50	\$150.00	\$4.00	\$400.00	\$4,085.00	\$408,500.00	\$6.25	\$625.00
Replace Ceramic Floor Tile (sq ft)	125	\$2.00	\$250.00	\$4.00	\$500.00	\$4,746.00	\$593,250.00	\$9.25	\$1,156.25
Replace VCT (sq ft)	100	\$1.25	\$125.00	\$3.75	\$375.00	\$4,085.00	\$408,500.00	\$5.05	\$505.00
TOTALS			\$194,998.75		\$180,352.50		\$93,411,918.00		\$265,383.75
Section 3 Preference (lesser of 9% or \$16,000)			\$194,998.75		\$146,296.57		\$93,411,918.00		\$251,327.82

Advertisement List
Solicitation # 1705-934-64-4658
R & R Tubs and Shower Pans

Entity	Contact Name	Email	Method of Contact(Specify)
LiftFund	Celina Pena	cpena@acciontexas.org info@liftfund.com	
African American Chamber of Commerce of San Antonio	Lou Miller	blackchamber@aol.com	
Alamo Asian American Chamber of Commerce	Elva Adams	elva.adams@wellsfargo.com	
Alamo City Black Chamber Of Commerce	Bede Ramcharan	info@alamocitychamber.org	
American Council of Engineering Companies - San Antonio (ACEC-SA)	Anne Whittington	anne@acectx.org	
American Institute of Architects	Paula	paula@aia.org	
American Subcontractors Association		Contact@asasanantonio.org	
Associated Builders and Contractors S. Texas Chapter	Steve Schultz	steve@abcsouthtexas.org	
Builders Exchange	Jeannette Olguin	jeannette@virtualbx.com	
CDC News		plans@cdcnews.com	
CFMA	Tommy Wallace	wallacet@zhi.com kimr@avacpa.com	
Chinese Chamber of Commerce	Jerry Jin	jerry.jin@gsaccc.org jing.hao@gsaccc.org	
Goodwill Industries	Clark Mosely	cmosley@goodwillsa.org maguilar@goodwillsa.org	
Greater San Antonio Builders Association	Becky Oliver	oliverpub@aol.com	
The San Antonio Chamber of Commerce	Julie Oltersdorf	julieo@sachamber.org	
Hispanic Contractors Association de San Antonio	Clarissa Perez Dave Sanchez	exdir@hcadesa.org admin@hcadesa.org dave@hcadesa.org	
I Square Foot Plan Room		agcquoin@isqft.com saprojects@isqft.com	
IEC	Julie Howard	jhoward@iecsanantonio.com rvasquez@iecsanantonio.com	
MACB	Maria Monita	info@macb-sa.org	
MCA-SMACNA	Bob Pisors	mca-smacna@mca-smacna.org bob.pisors@mca-smacna.org	
Minority Business Council	Hector Garcia	hector@hegarciacpa.com	
National Alliance of Craftsmen Association	Victor Landa	arvelasquez01@yahoo.com	

Advertisement List
Solicitation # 1705-934-64-4658
R & R Tubs and Shower Pans

Entity	Contact Name	Email	Method of Contact(Specify)
National Association of Women in Construction (NAWIC)	Sandee Morgan	nawicerin@gmail.com nawicsatx@gmail.com	
NAWBO San Antonio	Madeline Slay	Madeline@masarchitecture.com	
Plumbing Heating Cooling Contractors Association	Heidi Timble	Heidi@phcc-sanantonio.org	
Professional Engineers in Private Practice	Diane Hoskins	bexarpepp@sbcglobal.net	
Real Estate Council of San Antonio	Martha Mangum	martham@recsanantonio.com	
SAABE	Melodie	mg.assoc.mgmt@gmail.com	
San Antonio Board of Realtors	Suzanne	Suzanne@sabor.com	
SA Chapter of the Associated General Contractors	Dana Marsh	dmarsh@sanantonioagc.org	
San Antonio Hispanic Chamber of Commerce	Ramiro Cavazos	ramiroc@sahcc.org mariyaf@sahcc.org	
San Antonio Masonry Contractors Association	Debbie Mason	samca@satx.rr.com	
San Antonio Women's Chamber of Commerce	Cindy Libera	admin@sawomenschamber.org	
South Central Regional Certification Agency	Ross Mitchell	rmitchell@sctrca.org souber@sctrca.org	
South San Antonio Chamber of Commerce	Tom Shaw	events@southsachamber.org	
Southwest Minority Supplier Diversity Council	Robert Casas	smsdc@smsdc.org	
Surety Association of South Texas, Inc.	Jim Swindle	jim@alamobonds.com	
Texas Society of Professional Engineers	Laura Campa	meghan@tspe.org jennifer@tspe.org	
Texas Veteran's Commission			
TIBH Industries	Robert Olivo	robertolivo@tibh.org	
UTSA Minority Business Center	Orestes Hubbard	orestes.hubbard@utsa.edu jennifer.mort@utsa.edu	
UTSA Procurement Technical Assistance Center	Terri Williams	ptac@utsa.edu	
West San Antonio Chamber of Commerce	Gabe Farias	gfarias@westsachamber.org julie@westsachamber.org	
Women's Business Center	Brittany Sharnsky	businesscenter@liftfund.com bsharnsky@liftfund.com	

Advertisement List
Solicitation # 1705-934-64-4658
R & R Tubs and Shower Pans

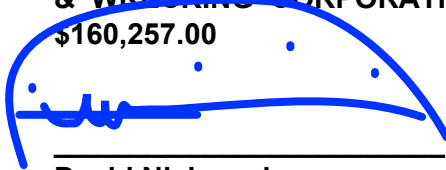
Entity	Contact Name	Email	Method of Contact(Specify)
Women's Business Enterprise	Avery Smith	bids@wbea-texas.org	
NAHRO	Web Site	http://nahro.economicengine.com	
Public Purchase	Web Site	www.publicpurchase.com	
Texas ESBD	Web Site	https://portal.cpa.state.tx.us/	
North San Antonio Chamber of Commerce	Web Site	https://northsachamber.chambermaster.com	
	HUBS on CMBL		
Alliance Plumbing Spclst	Kristen Parish	k.parisher@yahoo.com	
Bent Services, Inc.	Robert Bentivegna	lab@bentplumbing.com	
GRZ Mechanical, Llc	Noe O Zamora	grzamora@grzmechanical.com	Rejected
J. R.'S Plumbing	Angie Gonzalez	accounting@jrsplumbing.net	
	Section 3 Bidders		
Aram Plumbing	Patricia Ramirez	aram98.pr@gmail.com	
A & S Landscaping	Sam Cardenas	landscapeas@yahoo.com	
		rs@allprogenconst.com	
All Pro Gen Const	Raul Scott	jorge@allprogenconst.com	
B & D Remodeling	Bertha Estrada	berthae1960@gmail.com	
First Aid	Chris Tobar	firstaidplumbing@yahoo.com	
Garcia Bros	Jesse Garcia	GBMR.REPAIRS@YAHOO.COM	
JGG Construction	Joseph Gonzales	Integrated02@aol.com	
MDC Painting	Alex De Campo	alexdelcampo@mdcpainting.com	
Montemayor Gen Contrctr	Nora Montemayor	mgccontractor@gmail.com	
Trevino Contractor	Arturo Trevino	trevinocont@live.com	
R & J Muniz	Rafaela Varela	munizjuan60@yahoo.com	
MMC Contracting	Dina Juarez	Cathy@MMCContractingLLC.com	Rejected
Josiah Const	Ricardo Guajardo	lgjosiahconstruction@gmail.com	
Jarvis Moore	Jarvis Moore	jarvisdsd@gmail.com	
	Reference Bidders		
Elite Mechanical Of Texas	Joaquin Barraza	jbarraza@elitemechanicaloftexasinc.com	
Travis Cox Plumbing Co	Victoria Anne Cox	vcox@traviscoxplumbing.com	
J & A Carpenter		J.A.carpenters10@gmail.com	
Manuel Ortiz Const		ortiz_constructionllc@yahoo.com	
TX Star Roofing & Const		info@txstarroofingandconstruction.com	No such User
Geofill Const	Jan Puente	jpuente.geofill@outlook.com	
Commercor	R Broniszewski	commercorconstruction@gmail.com	
Ariva Contracting, Llc	Adan Silva	adan@arivacontracting.com	
Robinson General Contrs	Yvette Garcia	ygarcia@robinsongc.com	
SpawGlass Contractors	Justin Calvin	Justin.calvin@spawglass.com	
RML Contracting	Mariano Garcia	marianogarcia1211@gmail.com	
Solis Constructors	Juan Puricelli	jpuricelli@solisconstructors.com	
Top Notch Construction	Joe Herrera	topnotchconstructionco@gmail.com	
EA Contractor	Enrique Rodriguez	enrique@mtsconstructor.com	
Phillips Gen Contrctrs	Nathan Phillips	nathan@phillipsgeneralcontractors.com	
A Reyes Contractors	Richard Reyes	jazzkeys77@gmail.com	
Wolf Roofing & Renov	Lorin Carter	wolfroofingtx@gmail.com	
Powell Interprizes Unimtd	Darwin Powell	powellinterprizesunlimited@gmail.com	
P&D Home Solutions	Paul Moses	paulmoses3115@gmail.com	
Alcazar Trades	Rick Flores	alcazar@samscc.com	
Man-Tra	Mike Aleman	maleman@clnup.com	
G&C Services	G. Abrego	giovannyabrego@gmail.com	

Advertisement List
Solicitation # 1705-934-64-4658
R & R Tubs and Shower Pans

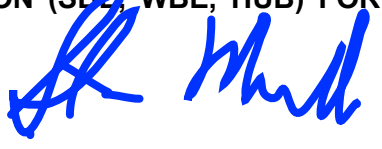
Entity	Contact Name	Email	Method of Contact (Specify)
Harper Painting & Const		harperpaintingandconstruction@yahoo.com	
LJ's Home Carpentry	Lonney Jimenez	lonney78@gmail.com	
Spencer 4 Hire		Spence4hire1@aol.com	

BOARD OF COMMISSIONERS
Operations and Choice Neighborhood Committee

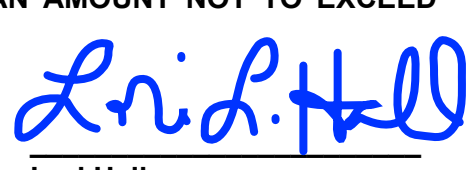
RESOLUTION 5732, AUTHORIZING THE AWARD OF A CONTRACT FOR DEMOLITION SERVICES FOR THE VILLAS DE FORTUNA NEIGHBORHOOD TO HUNTER DEMOLITION & WRECKING CORPORATION (SBE, WBE, HUB) FOR AN AMOUNT NOT TO EXCEED \$160,257.00



David Nisivoccia
President and CEO



Steven Morando
Director of Procurement
and General Services



Lori Hall
Assistant Director of Real
Estate and Homeownership

REQUESTED ACTION:

Consideration and appropriate action regarding Resolution 5732, authorizing the award of a contract for demolition services for the Villas de Fortuna neighborhood to Hunter Demolition & Wrecking Corporation (SBE, WBE, HUB) for an amount not to exceed \$160,257.00.

SUMMARY:

SAHA requires the services of a contractor to provide demolition and associated services to 28 vacant, boarded up homes located in the Villas de Fortuna Neighborhood in preparation for the future new construction of 28 single-family residential units. The Villa de Fortuna Neighborhood is part of a former HOPE VI Mirasol project, which includes the revitalization of four neighborhoods (Blueridge, Villas de Fortuna, Sunflower, and Palm Lake). The Blueridge Neighborhood is the largest of the four neighborhoods and is the first phase of the rebuild. Villas de Fortuna will be Phase II of this redevelopment.

On April 6, 2017, SAHA issued an "Invitation For Bids" (IFB) #1703-912-40-4629 for Demolition Services for the Villas de Fortuna Neighborhood, which closed on April 27, 2017. The IFB was published on SAHA's website, Electronic State Business Daily (ESBD), The Hart Beat, La Prensa, various other venues and direct solicited to 228 contractors. A total of seven bids were received in response to the solicitation: Alamo Environmental dba Alamo 1 (HABE, MBE, SBE), All Pro General Construction, Inc. (DBE, ESBE, HABE, MBE, SBE, HUB, SBD, Section 3 Business), Grant Mackay Company, Inc., Hunter Demolition & Wrecking Corporation (SBE, WBE, HUB), Hansco, Inc., JMR Demolition, LTD (HABE), and J.R. Ramon & Sons, Inc. (DBE, HABE, MBE, SBE, VBE, HUB, Section 3 Business). All bids were evaluated on the following criteria: purchase price, reputation of the bidder and their goods or services, quality of the goods or services, extent to which the goods or services meet SAHA's needs, total long term cost, and any relevant criteria contained in the solicitation document. Based on the above, Hunter Demolition & Wrecking Corporation is the lowest responsive and responsible bidder and is recommended for contract award.

Hunter Demolition & Wrecking Corporation was established in 1988 and is located in Poteet, Texas. They are also licensed in the states of New Mexico, Louisiana, Arkansas and Missouri. This contractor has been certified as SBE and WBE by the South Central Texas Regional

Certification Agency and a HUB by the State of Texas. They have performed worked at industrial plants, commercial sites, multi-story buildings, water towers, emergency work for the railroad, and to residential neighborhoods providing demolition, decommissioning, dismantlement, remediation, salvage services and debris removal. Hunter Demolition & Wrecking's Texas clients include, but are not limited to, City of San Antonio, Bexar County Flood Control, San Antonio Water System, CPS Energy, San Antonio River Authority, Alamo Cement, City of Kerrville, Texas A & M Kingsville, Brooks City Base and Union Pacific Railroad. Their housing authority clients include: Brownsville Housing Authority and City of Poteet Housing Authority. Their Section 3 Good Faith Effort Plan includes a 30 percent goal for Section 3 new hires.

Contract oversight will be provided by Lori Hall, Assistant Director of Real Estate and Homeownership, who will monitor the vendor's adherence to contract requirements and performance. The Procurement Department will be responsible to ensure the vendor submits the Contractor's Section 3 Compliance Report on a monthly basis, monitor compliance with the vendor's SWMBE subcontractor good faith utilization plan, provide annual contract performance evaluation survey to end users, and assist departments in the contract renewal or new solicitation process.

FINANCIAL IMPACT:

The cost for the demolition services of the Villa de Fortuna Neighborhood is not expected to exceed an amount of \$160,257.00, to include a base bid of \$145,688.00, and a 10 percent contingency in the amount of \$14,569.00, which will only be used as necessary. This project will be funded through Mirasol settlement funds.

ATTACHMENTS:

Resolution 5732
Company Profile
Tabulation
Ad List
Map

**San Antonio Housing Authority
Resolution 5732**

RESOLUTION 5732, AUTHORIZING THE AWARD OF A CONTRACT FOR DEMOLITION SERVICES FOR THE VILLAS DE FORTUNA NEIGHBORHOOD TO HUNTER DEMOLITION & WRECKING CORPORATION (SBE, WBE, HUB) FOR AN AMOUNT NOT TO EXCEED \$160,257.00

WHEREAS, on April 6, 2017, SAHA issued an "Invitation For Bids" (IFB) #1703-912-40-4629 for Demolition Services for the Villas de Fortuna Neighborhood, which closed on April 27, 2017; and

WHEREAS, a total of seven bids were received in response to the IFB; and

WHEREAS, Hunter Demolition & Wrecking Corporation is the lowest responsive and responsible bidder and is recommended for contract award; and

WHEREAS, the cost for the demolition services of the Villa de Fortuna Neighborhood is not expected to exceed an amount of \$160,257.00, to include a base bid of \$145,688.00, and a 10 percent contingency in the amount of \$14,569.00, which will only be used as necessary. This project will be funded through Mirasol settlement funds; and

WHEREAS, staff requests the Board of Commissioners authorize the President and CEO, or designee, to execute all documents associated with this contract.

NOW, THEREFORE, BE IT RESOLVED that the Board of Commissioners of SAHA hereby:

- 1) Approves Resolution 5732, authorizing the award of a contract for demolition services for the Villas de Fortuna Neighborhood to Hunter Demolition & Wrecking Corporation (SBE, WBE, HUB) for an amount not to exceed \$160,257.00.
- 2) Authorizes the President and CEO, or designee, to execute all necessary documents associated with this contract.

Passed and approved the 3rd day of August 2017.

Morris A. Stribling, DPM
Chair, Board of Commissioners

Attested and approved as to form:

David Nisivoccia
President and CEO

Hunter Demolition & Wrecking Corporation Company Profile

Hunter Demolition & Wrecking Corporation was established in 1988 and is located in Poteet, Texas. They are also licensed in the states of New Mexico, Louisiana, Arkansas and Missouri. This contractor has been certified as SBE and WBE by the South Central Texas Regional Certification Agency and a HUB by the State of Texas.

They have performed worked at industrial plants, commercial sites, multi-story buildings, water towers, emergency work for the railroad, and in residential neighborhoods providing demolition, decommissioning, dismantlement, remediation, salvage services, and debris removal.

Hunter Demolition & Wrecking has not had any previous SAHA awards. Texas clients include, but are not limited to: City of San Antonio, Bexar County Flood Control, San Antonio Water System, CPS Energy, San Antonio River Authority, Alamo Cement, City of Kerrville, Texas A&M - Kingsville, Brooks City Base, and Union Pacific Railroad. Their housing authority clients include: Brownsville Housing Authority and City of Poteet Housing Authority. Their Section 3 Good Faith Effort Plan includes a 30% goal for Section 3 new hires.

BID TABULATION Demolition Services for Villas De Fortuna Neighborhood 1703-912-40-4629		
Bidder - Base Bid		Cost
Hunter Demolition & Wrecking Corp.		\$145,688.00
JMR Demolition		\$177,900.00
Alamo 1		\$180,875.00
J.R. Ramon & Sons, Inc.		\$192,643.00
Hansco, Inc.		\$201,950.00
Grant Mackay Company, Inc.		\$371,326.77
All Pro General Construction, Inc		\$594,800.00

Advertisement List
Solicitation # 1703-912-40-4629
Villas de Fortuna Demolition Services

Entity	Contact Name	Email	Method of Contact(Specify)
African American Chamber of Commerce of San Antonio	Lou Miller	blackchamber@aol.com	Email
Alamo Asian American Chamber of Commerce	Elva Adams	elva.adams@wellsfargo.com	Email
Alamo City Black Chamber Of Commerce	Bede Ramcharan	info@alamocitychamber.org	Email
American Council of Engineering Companies - San Antonio (ACEC-SA)	Anne Whittington	anne@acectx.org	Email
American Institute of Architects	Paula	paula@aiasa.org	Email
American Subcontractors Association	Jennifer Swinney	jennifer@asasanantonio.org	Email
Associated Builders and Contractors S. Texas Chapter	Steve Schultz	steve@abcsouthtexas.org	Email
Builders Exchange	Jeannette Olguin	jeannette@virtualbx.com	Email
CDC News		plans@cdcnews.com	Email
CFMA	Tommy Wallace	wallacet@zhi.com kimr@avacpa.com	Email
Chinese Chamber of Commerce	Jing Hao	jing.hao@gsaccc.org	Email
Goodwill Industries	Clark Mosely	cmosley@goodwillsa.org maguilar@goodwillsa.org	Email
Greater San Antonio Builders Association	Becky Oliver	oliverpub@aol.com	Email
The San Antonio Chamber of Commerce	Julie Oltersdorf	julieo@sachamber.org	Email
Hispanic Contractors Association de San Antonio	Clarissa Perez Dave Sanchez	exdir@hcadesa.org admin@hcadesa.org dave@hcadesa.org	Email
I Square Foot Plan Room		agcquin@isqft.com saprojects@isqft.com	Email
IEC	Julie Howard	jhoward@iecsanantonio.com rvasquez@iecsanantonio.com	Email
Lift Fund		info@liftfund.com	Email
MCA-SMACNA		mca-smacna@mca-smacna.org	Email
Minority Business Council	Hector Garcia	hector@hegarciaacpa.com	Email
National Alliance of Craftsmen Association	Victor Landa	arvelasquez01@yahoo.com	Email
National Association of Women in Construction (NAWIC)	Sandee Morgan	nawicerin@gmail.com nawicsatx@gmail.com	Email
NAWBO San Antonio	Madeline Slay	Madeline@masarchitecture.com	Email
Plumbing Heating Cooling Contractors Association	Heidi Timble	Heidi@phcc-sanantonio.org	Email
Professional Engineers in Private Practice	Diane Hoskins	bexarpepp@sbcglobal.net	Email
Real Estate Council of San Antonio	Martha Mangum	martham@recsanantonio.com	Email
SAABE	Melodie	mg.assoc.mgmt@gmail.com	Email
San Antonio Board of Realtors	Suzanne	Suzanne@sabor.com	Email
SA Chapter of the Associated General Contractors	Dana Marsh	dmarsh@sanantonioagc.org	Email

03/28/2017

Advertisement List
Solicitation # 1703-912-40-4629
Villas de Fortuna Demolition Services

Entity	Contact Name	Email	Method of Contact(Specify)
San Antonio Hispanic Chamber of Commerce	Ramiro Cavazos	ramiroc@sahcc.org mariyaf@sahcc.org	Email
San Antonio Masonry Contractors Association	Debbie Mason	samca@satx.rr.com	Email
San Antonio Women's Chamber of Commerce	Cindy Libera	admin@sawomenschamber.org	Email
South Central Regional Certification Agency	Julio Fuentes	jfuentes@sctrca.org	Email
South San Antonio Chamber of Commerce	Tom Shaw	events@southsachamber.org	Email
Southwest Minority Supplier Diversity Council	Robert Casas	smsdc@smsdc.org	Email
Surety Association of South Texas, Inc.	Jim Swindle	jim@alamobonds.com	Email
Texas Society of Professional Engineers	Laura Campa	meghan@tspe.org jennifer@tspe.org	Email
TIBH Industries	Robert Olivo	robertolivo@tibh.org	Email
UTSA Minority Business Center	Orestes Hubbard	orestes.hubbard@utsa.edu jennifer.mort@utsa.edu	Email
UTSA Procurement Technical Assistance Center	Terri Williams	ptac@utsa.edu	Email
West San Antonio Chamber of Commerce	Julie Jimenez	info@westsachamber.org julie@westsachamber.org	Email
Women's Business Center	Brittany Sharnsky	businesscenter@liftfund.com bsharnsky@liftfund.com	Email
Women's Business Enterprise	Avery Smith	bids@wbea-texas.org	Email
NAHRO	Web Site	http://nahro.economicengine.com	Email
Public Purchase	Web Site	www.publicpurchase.com	Email
Texas ESBD	Web Site	https://portal.cpa.state.tx.us/	Email
North San Antonio Chamber of Commerce	Web Site	https://northsachamber.chambermaster.com	Email
HUBS on CMBL			
MLP Ventures, Inc.	Liborio Perez	mlp@att.net	Email
Tejas Premier	Andrew Wallace	andrew@tejaspremierbc.com	Email
Section 3 Bidders			
Abeco Contracting	A. Juarez	cathy@abecoContracting.com	Email
All Pro General Const.	Raul Scott	rs@allprogenconst.com	Email
Allbrite Constructors of TX	Patrick Yates	jan@allbriteconstruction.com	Email
Ariva Contracting	Adan Silva	adan@arivacontracting.com	Email
Confidence Construction	Renee Harris	rharrisc21@yahoo.com	Email
Hill Bros. Construction	Kara Hill	kara@hillbrosconstruction.com	Email
Jarvis Moore	Jarvis Moore	jarvisdsd@gmail.com	Email
JGG Construction	Joseph Gonzales	Integrated02@aol.com	Email
Josiah Construction	Ricardo Guajardo	lgjosiahconstruction@gmail.com	Email
Mcfarland & Mcfarland Construction & Remodeling	James McFarland	mcfarland9598@gmail.com	Email
RL Jones, LP	Jermiah Jones	admin@rljoneslp.com	Email
Tejas Premier	Julissa Carielo	julissa@tejaspremierbc.com	Email
MMC Contracting	Dina Juarez	Cathy@MMContractingLLC.com	Email
Commercial Fence Inc	Calixto Cobos	cobosdc2cal@yahoo.com	Email
Conroe Fence Supply	David Miears	dmiears@commercialincorporated.com	Email

Advertisement List
Solicitation # 1703-912-40-4629
Villas de Fortuna Demolition Services

Entity	Contact Name	Email	Method of Contact(Specify)
DFence of Texas	Jose Velasco	dfenceoftexas@gmail.com	Email
Zayven Construction	Yakira Braden	yakirab@zayvenconstruction.com	Email
Allied Fence		Web Site Contact Us Option	Email
Quality Fence		sales@saqualityfence.com	Email
Alamo Fence		Customer.Service@alamofencesa.com	Email
City Fence		cityfenceco.sa@sbcglobal.net	Email
AAA Fence Pros	Rey	rey@aaaafencepros.com	Email
De La Garza Fence	Mark Frank	mark@delagarzafence.com frank@delagarzafence.com	Email
Tusco Inc.	Vicki Kimbrell	vkimbrell@Tuscoinc.com	Email
Elite Metal and Fence		steve@elitemetalandfence.com	Email
H & S Construction Co.		hscsa@gmail.com	Email
A-Z Fence Co., LLC		sales@azfenceco.com	Email
Metalink Corp		info@metalinktx.com	Email
DFence of Texas	Jose Velasco	dfenceoftexas@gmail.com	Email
Zayven Construction	Yakira Braden	yakirab@zayvenconstruction.com	Email
Construction Rent A Fence	Kevin Massar	kevin@crafinc.com	Email
Gate Services & Supply		gateservices@sbcglobal.net	Email
Llano River Fence	Richard Smith	rsmith@llanoriverfence.com	Email
Texas Specialty Steel	Henry Flores	henry@texasteel.com	Email
Geofil	Janice Puente John Sturm	jpuente.geofill@outlook.com sssturm@hotmail.com	Email
Aztec Fence		info@aztecfencesa.com	Email
Anchor Group	Sal Robles	srobles@anchortexas.com	Email
AEHS		mhart@aehs-sa.com	Email
ARC Abatement		courtney@ardemolition.com	Email
Adobe Consulting		jz@adobesa.com	Email
Bolado Environmental		jboladoenviron@sbcglobal.net	Email
Enviro-Tech Services		Comments@enviro-techservices.com	Email
KMAC Construction Services		mmatakmac@aol.com	Email
STC Environmental		info@stcenv.net	Email
Southwest Texas Environmental		victor@swtx-environmental.com	Email
Jupe Environmental		vjupe@jupeco.com	Email
Robles Service Group		gary.morgan@roblesservicegroup.com	Email
AAR		bpost@aarinc.net	Email
Man-Tra Enterprises	Mike Aleman	maleman@clnup.com	Email
Watson Consolidated	Lonnie Watson	seecee57@aol.com	Email
Construction Rent A Fence	Kevin Massar	kevin@crafinc.com	Email
Spaw Glass	Justin Calvin	justin.calvin@spawglass.com	Email
TLI & Environmental	Ray Medrano	tli@tlienv.com	Email
ALEO Environmental	Arlynn Huntsberry	dhuntsberry@aleoenv.com	Email
Absolute Demolition		info@absolutedemolition.com	Email
Keating Demolition		keatingdemo@hotmail.com	Email
J R Ramon & Sons		info@ramondemolition.com	Email
Hansco Demolition & Excavat		shane@hanscodemo.com	Email
Friesenhahn Demolition		Friesenhahndemo@yahoo.com	Email
Dimensional Const		tigibbs@verizon.net	Email
Heart of TX Demolition		sreveile@heartoftexasdemo.com	Email
Precision demolition		estimating@precisiondemolition.com	Email
Apache Demolition		apachedemolition@yahoo.com	Email
Dallas Demolition		estimating@dallasdemolition.com	Email

Advertisement List
Solicitation # 1703-912-40-4629
Villas de Fortuna Demolition Services

Entity	Contact Name	Email	Method of Contact(Specify)
M & M Contracting		bidinvite@m-mcontracting.com	Email
Southwest Destructors		rmr@southwestconstructors.com	Email
ColeBrack Enterprises		cbmail@colebrack.net	Email
Robles 1		srobles@robles1.net	Email
KMAC Construction Svcs		birdione@aol.com	Email
A & R Demolition	Web Site	www.ardemolition.com	
Valco Construction		valentinvalcoconstruction@gmail.com	Email
American Abatement		rpowell@americanabatementllc.com	Email
J.T.B. Services		lgrisham@jtbservices.com	Email
Colby Co.		Colby@colbycoinc.com	Email
Joel Northcutt Const		bids@jvnorth.com	Email
JGG Construction		integrated02@aol.com	Email
La Salle Affordable Builders	Maribel Morales	lasalleab@yahoo.com	Email
Environmental Site Services		ess@ESS-CWM.com	Email
Midwest Wrecking Co.		brian@midwestwrecking.net	Email
Demolition Specialists		JADemolition@gmail.com	Email
Triple E. Excavation, Inc.	Carmen M. Escamilla	triple.e.ranch63@gmail.com	Email
Aleo ENV	Claude Minor	cminor@aleoenv.com	Email
3 BS CONSTRUCTION		andrewrosas@sbcglobal.net	Email
ABECO, Inc.	Abelardo Juarez	cathy@abecoContracting.com	Email
Absolute Demolition, inc.	Rodney	Rodney@absolutedemolition.com	Email
Absolute Demolition, inc.	Kelli	kelli@absolutedemolition.com	Email
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Alamo City Constructors, Inc.	Kim	kim@alamocityconstructors.com	Email
Alamo Environmental, Inc.	Alex Salas	alex@alamo1.com	Email
A-Level	John Harris	haul2k2@yahoo.com	Email
Allen Hauling & Demolition		rharp4278@gmail.com	Email
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American Demolition	Gus	gus@americandemolition.com	Email
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Ariva Contracting	Adan Silva	adan@arivacontracting.com	Email
Arize Contracting, LLC		arizecontracting@hotmail.com	Email
Bejarano Construction Svc		ib@bejaranoinc.com	Email
Belfort-Black Contracting	Fred Belfort	abelfort@belfortblack.com	Email
Ben Reyna Contracting,	brun	ben@brctx.com	Email
Bolado Environmental &	Jesse Bolado	jboladoenviron@sbcglobal.net	Email
Bolero Ventures LLC	Jerry Bolero	jerry.bolero@gmail.com	Email
Bract Construction	Tricia	tricia@bractconstruction.com	Email
Broken Arrow Contracting		brokenarrowcntracting@hotmail.com	Email
C B Central Builders, Inc.		sreed@centralbuilders.net	Email
C.L. BLANKENSHIP, INC.	David Blankenship	dwb@clblankenship.com	Email
Cleanology Service	Betty Welch	Betty@cleanologyservices.com	Email
Cleansite	Crystal Metzger	cleansitex@yahoo.com	Email
Cofield Group		Jcofield@cofieldgroup.net	Email
ColeBrack Enterprises, Inc.		mail@colebrack.net	Email
Concrete Renovation, Inc.	Patrick Harris	www.concreterenovations.com	Email
CT WALKER LLC		ct.walker@austin.rr.com	Email
D & R Contracting, LLC	Don Rainey	d_rainey@drcontractingllc.net	Email
DH Contractors		dh_contractors@yahoo.com	Email
Diamond Demolition, Inc.	Alex Salas	alexsalas@msn.com	Email

Advertisement List
Solicitation # 1703-912-40-4629
Villas de Fortuna Demolition Services

Entity	Contact Name	Email	Method of Contact(Specify)
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Edward & Lee Construction		greenwoodjohnny37@yahoo.com	Email
Expertise		expertisehauling@stc.rr.com	Email
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Firenda Group Inc	Miguel Hernandez	mahpastrana@firenda.com	Email
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Gator Inc.	Edgar Dodson	edgar@dodsonhousemoving.com	Email
Geofill Material Technologies	Mary Karam	janicepuente@geofilltech.com	Email
Get Right City Clean Up	Jarvis Moore	jarvisdsd@gmail.com	Email
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H. Karp Co.	Brian Karp	hkarpjr@yahoo.com	Email
Hansco	Shane Hans	shane@hanscodemo.com	Email
Henry Perez Contracting	Henry Perez	Henryperezcontracting@hotmail.com	Email
Hinojosa Company	Armando Hinojosa	hinojosa_david@att.net	Email
HLSB Construction		kirkseyf@yahoo.com	Email
Hudson Kruss Building Svc		contact@Hudsonkruss.com	Email
Hunter Demolition & Wrecking	Deborah Hunter	dhunterdemo@aol.com	Email
Irun Construction Services		irun7@msn.com	Email
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J.R. Ramon & Sons	Gus Flores	gusf@ramondemolition.com	Email
Jarvis Demolition	Jarvis Moore	jarvisdsd@gmail	Email
Jarvis Moore, Inc.	Jarvis Moore	getrightcity@gmail.com	Email
JAS Development	Adam Sanchez	asanchez@jasdc.com	Email
JGG Construction	Joseph Gonzales	Integrated02@aol.com	Email
JMI Contractors, LLC	Michael J Garcia	info@jmi-contractors.com	Email
Josiah Construction, LLC	Ricardo Guajardo,	lgjosiahconstruction@gmail.com	Email
KMAC Construction Svc	Kevin McIntyre	birdione@aol.com	Email
KMAC Construction		kmac12762@aol.com	Email
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Lozano Trucking Co. Inc.	Rose Lozano	roselozano@aol.com	Email
Lynx Contractors	Kyle Burcham	lynxcontractors@hotmail.com	Email
M & M Contracting, LTD.	Mark V. Cuppetilli	mark@m-mcontracting.com	Email
M & M Contracting, LTD.	Mark V. Cuppetilli	mmtexas@m-mcontracting.com	Email
M & M Contracting, Ltd.		sitework@m-mcontracting.com	Email
Madden Material & Trckng		ammadden97@aol.com	Email
Majek Demolition	Jack Day	jack@majekdemolition.com	Email
Mari-Tra Solutions, LLC	Mike Aleman	maleman@clirup.com	Email
MAPCO, INC.	Michael Padron	michael@mapcoinc.net	Email
Mestizo Enterprises		jquzman687@aol.com	Email
MG Limon Corporation		glimonhaulingco@yahoo.com	Email
MJC & Associates		company@MJCSA.com	Email

Advertisement List
Solicitation # 1703-912-40-4629
Villas de Fortuna Demolition Services

Entity	Contact Name	Email	Method of Contact(Specify)
Ohaver Contracting	Donald O'Haver	dawnv@ohavercontractors.com	Email
Omega		omegacarbajal@aol.com	Email
OSO Construction		osoconstruction@hotmail.com	Email
Pinpoint Strategies, Inc.		collins@ppstrategies.net	Email
Queen Bee Construction	Sharon O'Neal	queenbeeconst@yahoo.com	Email
R. Guajardo Construction		rguajardoconst@sbcglobal.net	Email
R3 Demo & Removal		tom@r3removal.com	Email
Ram II General Contractor,		ramllgcinc@msn.com	Email
Ram's Weatherization	Ramiro Reyes	ramscustomhomes@gmail.com	Email
RCD	Odis Spencer	ospe638686@aol.com	Email
RCO Construction,		rdavila@rcollc.com	Email
River City Disposal	Odis Spencer	ospe638686@aol.com	Email
River City Environmental	Juan Olivares	inquiry@rivercityclsa.com	Email
River City Waste, Inc.	Kevin Jones	kevin@rivercitywaste.com	Email
RL Jones LP	Jerimiah Jones	admin@rljoneslp.com	Email
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Robles & Sons, Inc.	David Robles	david.robles@roblesservicegroup.com	Email
Robles Service Group	Samuel Robles	srobles@roblesservicegroup.com	Email
Robles 1	Saul Robles	srobles@robles1.net	Email
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Royal Demolition Company	Armando Benavides	rtsdisposal@yahoo.com	Email
SA Trades	Ricky Hooker	rhooker@satrades.com	Email
Salmac Const & Excvtng		salmacco@aol.com	Email
Sanco Contracting		SANCO8142@SBCGLOBAL.NET	Email
Site Control	James Rector	jim@site-control.com	Email
So Tex Construction Spclst	Carmen Groth	sotexgroup@yahoo.com	Email
Southwest Texas Environmental Contractors	Victor Ochoa	victor@swtx-environmental.com	Email
JMI	Jarvis Moore	jarvisdsd@gmail.com	Email
M & M Contracting	Ben Lopez	benlopez@m-mcontracting.com	Email
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Straight Line Management	Joaquinn Arch	straightline@gmail.com	Email
SWS Environmental	Sandy Johnson	sandy.johnson@swsenvironmental.com	Email
T N GS Construction,		jbtrevino512@aol.com	Email
T.C. Excavation, Inc.		dreams2232@msn.com	Email
TEX-AM Construction LLC		amber_chainy@yahoo.com	Email
Tomahawk Demolition LLC		msfriesenhahn@yahoo.com	Email
Total Team Const Services		ttcs@totalteamcs.com	Email
Trevino Contractor	Arturo Trevino	trevinocont@live.com	Email
Troy M. Jessee Const	Troy Jessee	info@troyjesseeconstruction.com	Email
United JPG Const & Dsgn		UJPG.PAULA@GMAIL.COM	Email
Valco Construction		valentinvalcoconstruction@gmail.com	Email
Valla Construction, Inc.	Michael J. Rivas	michael@valla-inc.com	Email
Victory 3 Excvtn & Hauling	Joe Gonzalez	victory3excavation3@yahoo.com	Email
Vision Construction Comp	Noel Flores	noelf@visionconstructionco.com	Email
Worley General Contr	Luke Worley	luke@worleygeneral.com	Email
Zapata & Associates	Ramiro Zapata	jorge@allprogenconst.com	Email
Whittaker-Lane Contracting	Nim E. Wasson III	Nimwasson@whittaker-lane.com	Email
Belfort-Black Contracting,	Barry Black	bblack@belfortblack.com	Email
KMAC Construction Svc	Dana Delao	ddelaokmac@aol.com	Email
Hunter Demolition	Marty Hunter	mhunter@hunterdemo.com	Email
H.R. Brun & Company, Inc.	Rick Brun	rickbrun@hrbrun.com	Email

Advertisement List
Solicitation # 1703-912-40-4629
Villas de Fortuna Demolition Services

[illegible]



Villa de Fortuna Subdivision



BOARD OF COMMISSIONERS
Operations and Choice Neighborhood Committee

RESOLUTION 5733, AUTHORIZING THE AWARD OF CONTRACTS TO CROWNED EAGLE REALTY, LLC, AND XSELLENCE REALTY, LLC (HABE), FOR RESIDENTIAL REAL ESTATE BROKER SERVICES FOR AN ANNUAL CUMULATIVE AMOUNT NOT TO EXCEED \$250,000.00; BOTH FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW UP TO FOUR ADDITIONAL ONE-YEAR TERMS



David Nisivoccia
President and CEO

Steven Morando
Director of Procurement
and General Services

Lori Hall
Assistant Director of Real
Estate and Homeownership

REQUESTED ACTION:

Consideration and appropriate action regarding Resolution 5733, authorizing the award of contracts to Crowned Eagle Realty, LLC, and Xsellence Realty, LLC (HABE), for residential real estate broker services for an annual cumulative amount not to exceed \$250,000.00; both for a period of one year with the option to renew up to four additional one-year terms.

SUMMARY:

SAHA requires residential real estate brokerage services to include the listing, sale and purchase of various properties and to conduct market studies for single-family, multi-family, i.e., duplex, triplex, fourplex, and vacant residential land to include partial and small acreage lots.

On March 24, 2017, SAHA issued a "Request For Proposals" (RFP) #1609-958-83-4539 for Residential Real Estate Broker Services, which closed on April 14, 2017. The RFP was published on SAHA's website, Electronic State Business Daily (ESBD), The Hart Beat, La Prensa, San Antonio Board of Realtors (SABOR), direct solicited to 371 vendors, and posted on NAHRO and Public Purchase. A total of six proposals were received in response to the solicitation: BSL Real Estate, LLC (AABE, WBE), Crowned Eagle Realty, LLC, H & M Real Estate Services (ESBE, HABE, MBE, SBE), Houses in San Antonio, Ltd. (HABE, WBE), Douglas A Curtis, LLC dba The Curtis Team at Keller Williams Heritage, and Xsellence Realty, LLC (HABE). All proposals were evaluated on the following criteria: experience, personnel, sales plan, price, and strength of the SWMBE and Section 3 Plans. Additionally, after evaluation of the submitted proposals, presentations were conducted for the four highest rated proposers. Based upon the above, the two highest rated proposers: Crowned Eagle Realty, LLC, and Xsellence Realty, LLC, are recommended for contract award.

Crowned Eagle Realty, LLC (CER), was established in 2007 and is located in San Antonio, Texas. They have field office locations in El Paso, Dallas, Houston, Bay City, and Victoria, Texas. Their services include, but are not limited to: inspections and photographs, sales/disposition, broker's opinion of value, field inspections, market trend analysis, real estate consulting, and maintenance and management of properties. CER has participated in the Neighborhood Stabilization Program at the City government level, dealt with HUD-owned homes that offer programs, such as the Good Neighbor Next Door (GNNP) Program, and have worked

extensively with down payment assistance programs for low-income, first-time homeowners. This firm has received no prior awards from SAHA. Their client list includes the U.S. Department of Housing and Urban Development (HUD), U.S. Marshals Service, U.S. Attorney Western District, and have also been contracted to sell houses for a large Hedge fund group in Houston and Dallas, Texas, selling over 400 houses in the span of two years. Crowned Eagle Realty's Section 3 Good Faith Effort Plan includes implementation of an internship program working with participants of the Youthbuild program. Their internship program will assist participants' transition into the workforce by providing detailed job descriptions that will assist in their understanding of the expectations of the program, clearly defining their responsibilities, while providing guidance and oversight to ensure their success in the program.

Xsellence Realty, LLC, was founded in 2008 and is located in San Antonio, Texas. Their services include: residential sales, foreclosures, fixer uppers, flips and property management services. They provide First Time Homebuyer Classes and offer support and incentives to tenants who purchase their first home. Xsellence Realty is also knowledgeable in public real estate records, multiple listing services, lending products not limited to FHA, FHA 203K, VA, USDA, CRA-basic financial, private sector loan products, and Neighborhood, Homeownership and Redevelopment Programs in Bexar County. This firm has received no prior awards from SAHA. During the last 24 months they have sold 118 single-family homes, 1 condominium, 10 multi-family properties, 10 lots/acreage, and three commercial properties in the San Antonio and surrounding areas. Their Section 3 Good Faith Effort Plan includes hiring one intern each summer and one individual in the office/clerical category.

FINANCIAL IMPACT:

The commissions paid for residential real estate broker services is not expected to exceed an annual amount of \$250,000.00. The maximum amount paid for listing and/or selling properties shall not exceed 6 percent to include 3 percent for the listing agent (SAHA) and 3 percent for the buyer's agent. The listing agent may not represent both sides of the transaction. Should the buyer opt not to be represented, 3 percent is the maximum that will be paid to SAHA's broker, per transaction. The cost for consulting services or market studies shall not exceed \$25.00 per hour.

Contract oversight will be provided by Lori Hall, Assistant Director of Real Estate and Homeownership, who will monitor the vendor's adherence to contract requirements and performance. The Procurement Department will be responsible to ensure the vendor submits the Contractor's Section 3 Compliance Report on a monthly basis, monitor compliance with the vendor's SWMBE subcontractor good faith utilization plan, provide annual contract performance evaluation survey to end users, and assist departments in the contract renewal or new solicitation process.

ATTACHMENTS:

Resolution 5733
Company Profile
Scoring Matrix
Ad List

**San Antonio Housing Authority
Resolution 5733**

RESOLUTION 5733, AUTHORIZING THE AWARD OF CONTRACTS TO CROWNED EAGLE REALTY, LLC, AND XSELLENCE REALTY, LLC (HABE), FOR RESIDENTIAL REAL ESTATE BROKER SERVICES FOR AN ANNUAL CUMULATIVE AMOUNT NOT TO EXCEED \$250,000.00; BOTH FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW UP TO FOUR ADDITIONAL ONE YEAR-TERMS

WHEREAS, On March 24, 2017, SAHA issued a "Request For Proposals" (RFP) #1609-958-83-4539 for Residential Real Estate Broker Services, which closed on April 14, 2017; and

WHEREAS, a total of six proposals were received in response to the RFP; and

WHEREAS, the two highest rated proposers: Crowned Eagle Realty, LLC, and Xsellence Realty, LLC, are recommended for contract award; and

WHEREAS, the commissions paid for residential real estate broker services is not expected to exceed an annual amount of \$250,000.00. The maximum amount paid for listing and/or selling properties shall not exceed 6 percent, to include 3 percent for the listing agent (SAHA) and 3 percent for the buyer's agent. The listing agent may not represent both sides of the transaction. Should the buyer opt not to be represented, 3 percent is the maximum that will be paid to SAHA's broker, per transaction. The cost for consulting services or market studies shall not exceed \$25.00 per hour; and

WHEREAS, staff requests the Board of Commissioners authorize the President and CEO, or designee, to execute all documents associated with this contract.

NOW, THEREFORE, BE IT RESOLVED that the Board of Commissioners of SAHA hereby:

- 1) Approves Resolution 5733, authorizing the award of contracts to Crowned Eagle Realty, LLC, and Xsellence Realty, LLC (HABE), for residential real estate broker services for an annual cumulative amount not to exceed \$250,000.00; both for a period of one year with the option to renew up to four additional one-year terms.
- 2) Authorizes the President and CEO, or designee, to execute all necessary documents associated with this contract.

Passed and approved the 3rd day of August 2017.

Morris A. Stribling, DPM
Chair, Board of Commissioners

Attested and approved as to form:

David Nisivoccia
President and CEO

Crowned Eagle Realty, LLC

Company Profile

Crowned Eagle Realty, LLC (CER) was established in 2007 and is located in San Antonio, Texas. They have field office locations in El Paso, Dallas, Houston, Bay City, and Victoria, Texas. Their services include, but are not limited to: inspections and photographs, sales/disposition, broker's opinion of value, field inspections, market trend analysis, real estate consulting, and maintenance and management of properties.

CER has participated in the Neighborhood Stabilization Program at the City government level, dealt with HUD owned homes that offer programs, such as the Good Neighbor Next Door (GNNP) Program, and have worked extensively with down payment assistance programs for low income first time homeowners.

This firm has received no prior awards from SAHA. Their client list includes the U.S. Department of Housing and Urban Development (HUD), U.S. Marshals Service, U.S. Attorney Western District, and have also been contracted to sell houses for a large Hedge fund group in Houston and Dallas, Texas, selling over 400 houses in the span of two years.

Crowned Eagle Realty's Section 3 Good Faith Effort Plan includes implementation of an internship program working with participants of the Youthbuild program. Their internship program will assist participant's transition into the workforce by providing detailed job descriptions that will assist in their understanding of the expectations of the program, clearly defining their responsibilities, while providing guidance and oversight to ensure their success in the program.

Xsellence Realty

Company Profile

Xsellence Realty, LLC was founded in 2008 and is located in San Antonio, Texas. Their services include: residential sales, foreclosures, fixer uppers, flips, and property management services.

They provide First Time Homebuyer Classes and offer support and incentives to tenants who purchase their first home. Xsellence Realty is also knowledgeable in public real estate records, multiple listing services, lending products not limited to FHA, FHA 203K, VA, USDA, CRA-basic financial, private sector loan products, and Neighborhood, Homeownership and Redevelopment Programs in Bexar County.

This firm has received no prior awards from SAHA. During the last 24 months they have sold 118 single family homes, 1 condominium, 10 multi-family properties, 10 lots/acreage, and three commercial properties in the San Antonio and surrounding areas. Their Section 3 Good Faith Effort Plan includes hiring one intern each summer and one individual in the office/clerical category.

TABULATION
Residential Real Estate Broker Services
1808-958-43-4539

Criterion Description	Max Points Weight 1-5	BSL Real Estate, LLC	Crowned Eagle Realty	H&M Real Estate Services	Houses in San Antonio	The Curtis Team at Keller Williams Heritage	Xsellence Realty, LLC
Relevant experience:	30%						
Rater 1		3.00	4.00	3.00	4.00	4.00	3.00
Rater 2		2.00	4.00	3.00	4.00	5.00	4.00
Rater 3		3.00	4.00	4.00	3.00	5.00	3.00
Total Score		6.00	12.00	10.00	11.00	14.00	10.00
Average Score		2.00	4.00	3.33	3.67	4.67	3.33
Weighted Score		0.60	1.20	1.00	1.10	1.40	1.00
Personnel:	1-5 20%						
Rater 1		3.00	2.00	3.00	4.00	3.00	3.00
Rater 2		3.00	3.00	2.00	4.00	4.00	4.00
Rater 3		3.00	4.00	3.00	3.00	4.00	4.00
Total Score		9.00	9.00	8.00	11.00	11.00	11.00
Average Score		3.00	3.00	2.67	3.67	3.67	3.67
Weighted Score		0.60	0.60	0.53	0.73	0.73	0.73
Sales Plan:	1-5 25%						
Rater 1		2.00	4.00	2.00	4.00	4.00	3.00
Rater 2		2.00	3.00	2.00	4.00	4.00	5.00
Rater 3		3.00	3.00	3.00	4.00	4.00	4.00
Total Score		7.00	10.00	7.00	12.00	12.00	12.00
Average Score		2.33	3.33	2.33	4.00	4.00	4.00
Weighted Score		0.58	0.83	0.58	1.00	1.00	1.00
Price proposal:	1-5 15%						
Rater 1		3.36	2.71	3.29	2.08	1.83	4.91
Total Score		0.50	0.41	0.49	0.31	0.27	0.74
Strength of the Section 3 plan:	1-5 5%						
Rater 1		3.00	4.00	1.00	1.00	2.00	4.00
Rater 2		4.00	3.00	1.00	1.00	2.00	4.00
Rater 3		4.00	3.00	1.00	0.00	2.00	3.00
Total Score		11.00	10.00	3.00	2.00	6.00	11.00
Average Score		3.67	3.33	1.00	0.67	2.00	3.67
Weighted Score		0.16	0.17	0.05	0.03	0.10	0.18
Strength of the SW/MBE plan:	1-5 5%						
Rater 1		2.00	1.00	2.00	1.00	1.00	3.00
Rater 2		2.00	1.00	2.00	1.00	1.00	1.00
Rater 3		2.00	1.00	2.00	1.00	1.00	1.00
Total Score		6.00	3.00	6.00	3.00	3.00	5.00
Average Score		2.00	1.00	2.00	1.00	1.00	1.67
Weighted Score		0.10	0.05	0.10	0.05	0.05	0.08
Section 3 Preferences: A firm may qualify for Section 3 status for up to an additional 5 points #							
Priority I: As detailed in Attachment D	5 (25)	0.00	0.00	0.00	0.00	0.00	0.00
Priority II: As detailed in Attachment D	4 (2)	0.00	0.00	0.00	0.00	0.00	0.00
Priority III: As detailed in Attachment D	3 (15)	0.00	0.00	0.00	0.00	0.00	0.00
Priority IV: As detailed in Attachment D	2 (1)	0.00	0.00	0.00	0.00	0.00	0.00
Total Weighted Score		2.77	3.26	2.76	3.23	3.56	3.74

TABULATION - Presentations and Confirmed Pricing
Residential Real Estate Broker Services
1608-958-83-4539

Criterion Description	Max Points Weight	Crowned Eagle Realty	Houses in San Antonio	The Curtis Team at Keller Williams Heritage	Xsellence Realty, LLC
Relevant experience:	1-5 30%				
Rater 1		4.00	3.00	3.00	4.00
Rater 2		4.00	3.00	3.00	4.00
Rater 3		4.00	3.00	4.00	4.00
Total Score		12.00	9.00	10.00	12.00
Average Score		4.00	3.00	3.33	4.00
Weighted Score		1.20	0.90	1.00	1.20
Personnel:	1-5 20%				
Rater 1		4.00	3.00	2.00	4.00
Rater 2		4.00	3.00	2.00	3.00
Rater 3		4.00	3.00	3.00	3.00
Total Score		12.00	9.00	7.00	10.00
Average Score		4.00	3.00	2.33	3.33
Weighted Score		0.80	0.60	0.47	0.67
Sales Plan:	1-5 25%				
Rater 1		5.00	3.00	3.00	4.00
Rater 2		4.00	3.00	3.00	4.00
Rater 3		3.00	3.00	4.00	4.00
Total Score		12.00	9.00	10.00	12.00
Average Score		4.00	3.00	3.33	4.00
Weighted Score		1.00	0.75	0.83	1.00
Price proposal:	1-5 15%				
Total Score		4.67	4.33	3.79	5.00
Weighted Score		0.70	0.65	0.57	0.75
Strength of the Section 3 plan:	1-5 5%				
Rater 1		4.00	1.00	4.00	4.00
Rater 2		3.00	1.00	2.00	4.00
Rater 3		3.00	2.00	3.00	3.00
Total Score		10.00	4.00	9.00	11.00
Average Score		3.33	1.33	3.00	3.67
Weighted Score		0.17	0.07	0.15	0.18
Strength of the S/WMBE plan:	1-5 5%				
Rater 1		1.00	1.00	1.00	4.00
Rater 2		1.00	1.00	1.00	1.00
Rater 3		2.00	2.00	2.00	2.00
Total Score		4.00	4.00	4.00	7.00
Average Score		1.33	1.33	1.33	2.33
Weighted Score		0.07	0.07	0.07	0.12
Section 3 Preference: A firm may qualify for Section 3 status for up to an additional 5 points.#					
Priority I: As detailed in Attachment D	5 (.25)	0.00	0.00	0.00	0.00
Priority II: As detailed in Attachment D	4 (.2)	0.00	0.00	0.00	0.00
Priority III: As detailed in Attachment D	3 (.15)	0.00	0.00	0.00	0.00
Priority IV: As detailed in Attachment D	2 (.1)	0.00	0.00	0.00	0.00
Total Weighted Score		3.93	3.03	3.09	3.92

Advertisement List
Solicitation # 1307-958-83-40652
Residential Real Estate Broker Services

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North San Antonio Chamber of Commerce	Renee Crittendon-Garcia	rcgarcia@northsachamber.com; dzucker@northsachamber.com	email
The Greater San Antonio Chamber of Commerce	Julie Oltersdorf	julieo@sachamber.org	email
Alamo City Black Chamber Of Commerce	Gwendolyn Robinson	gprobinson@thealamocitychamber.org info@alamocitychamber.org ; shall@alamocitychamber.org	email
African American Chamber of Commerce of San Antonio	Lou Miller	blackchamber@aol.com	email
Alamo Asian American Chamber of Commerce	Elva Adams	elva.adams@wellsfargo.com	email
South San Antonio Chamber of Commerce	Tom Shaw	tshaw@southsachamber.org; simperial@southsachamber.org; agarza@southsachamber.org	email
West San Antonio Chamber of Commerce	Gabe Farias	gfarias@westsachamber.org ; info@westsachamber.org; valerie@westsachamber.org	email
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Solicitation # 1307-958-83-406S2
Residential Real Estate Broker Services

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Advertisement List
Solicitation # 1307-958-83-40652
Residential Real Estate Broker Services

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Public Purchase	Web Site	www.publicpurchase.com	Posted
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 Cantera Realty
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 Lincoln Realty Group LLC
 Crow Realty
 Vackar Real Estate
 The Real Estate Team, Inc.
 Stewart Commercial Group, LLC
 AH4R Management - TX LLC
 Green Home Realty
 Rentflow Network LLC
 Full Spectrum Realty
 Mi Kasa Real Estate
 Yvette Allen Properties
 The Sellers Advocate
 Cooper Realty
 Hendricks Property Management
 Exquisite Properties, LLC
 Klein Realty
 J. Madison and Associates
 Cope Real Estate Services
 BZBee Realty
 Albert W Van Cleave III
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 Alamo Realty
 Tol Crowley Realty
 Velocity Realty, LLC
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 Half Priced Real Estate, Inc.
 Flat Rate Realty San Antonio
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 RT Realty
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 Tuscan Res + Invest Realty LLC
 Lawlor Realty
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 Landlord Property Management
 Syllis Real Estate, LLC
 Malcolm Properties, LLC
 Micah Dufner
 Vesa Realty
 Sharon Noe, Broker
 BK Properties
 Timberwood Realty
 MSC Realty
 UrbanLUX Realty
 Texas Land 4 You
 Lighthouse Realty
 Howard Shelf & Assoc, REALTORS
 Pleasant Properties
 Copeland Realty
 Select Realty
 Ascendant Realty Group Inc
 Liberty Management, Inc.
 M & S Realty Services, Inc.
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 Klingeman Group, Inc.
 Texas RK Realty Group LLC
 San Antonio Property Mgmt
 Voss Realty, LLC
 Bunnell Realty
 Commonwealth Realty
 KLP Property, Ltd
 Raymond H. C. Teske III
 MasterWorks Real Estate Serv
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 Colonial Residential Prop
 SMG Realty Group
 Realty Executives Access
 Showcase Realty
 Zars and Rogers, REALTORS
 Roalson Interests, Inc.
 Landin, REALTORS
 Riverside Realty
 House San Antonio RE, LLC
 Oak Real Estate Group
 Bosch-Kiser Properties
 Prominent Properties
 Sendero SA Real Estate Group
 Mountain Lodge Realty
 Tarver Real Estate
 Prestige Realty
 Greater San Antonio Real Estat
 The Sitterle Homes, LTD
 Ed Gray & Associates
 River Valley Real Estate Co.
 iTexas Realty Co.
 REFA Professionals
 Glenn Clarke Realty
 Danny Mena Realty
 Thornton Commercial Properties
 Victoria Subia-Robles
 Investors Realty of SA
 Homestead Realty
 A L T Realty
 Becker Properties, LLC
 Texas Diamond Properties
 Clear Diamond Realty
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RAM Group
PHP Properties, LLC
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Flores & Associates Realty Svc
Whitton Real Estate Svcs
Carter Tx Realty
CGC Texas

BOARD OF COMMISSIONERS
Operations and Choice Neighborhood Committee

RESOLUTION 5735, AUTHORIZING THE AWARD OF A CONTRACT FOR ARTISAN PARK DEVELOPMENT AND/OR DISPOSITION CONSULTING SERVICES TO ECONOMIC & PLANNING SYSTEMS, INC. FOR AN AMOUNT NOT TO EXCEED \$137,500.00; FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW ONE ADDITIONAL ONE-YEAR TERM



David Nisivoccia
President and CEO



Steven Morando
Director of Procurement
and General Services



Lorraine Robles
Director of Development
Services and Neighborhood
Revitalization

REQUESTED ACTION:

Consideration and appropriate action regarding Resolution 5735, authorizing the award of a contract for Artisan Park Development and/or disposition consulting services to Economic & Planning Systems, Inc. for an amount not to exceed \$137,500.00; for a period of one year with the option to renew one additional one-year term.

SUMMARY:

SAHA requires the services of a firm to provide consulting services to assist in the development of a plan or plans for the development and/or disposition of the remaining property at Victoria Commons, which is located south of the historic Hemisfair and adjacent to Lavaca Historic neighborhood and scenic landmarks.

The property was originally constructed in 1941 with 766 public housing units (Victoria Courts) that have been demolished and replaced with mixed income communities consisting of Refugio Place Apartments, Artisan Park Townhomes, Leigh Street Homes, and Hemisview Village Apartments now known as Victoria Commons. SAHA owns 98 townhome lots, an administration building, two detention pond areas, and unused land and would like to complete the development of this area.

On June 9, 2017, SAHA issued a "Request For Qualifications" (RFQ) #1706-918-27-4668 for Artisan Park Development and/or Disposition Consulting Services, which closed on June 26, 2017. The RFQ was published on SAHA's website, Electronic State Business Daily (ESBD), La Prensa, the Hart Beat, posted on NAHRO, Public Purchase and direct solicited to 40 firms. One proposal was received in response to the solicitation: Economic & Planning Systems, Inc. The proposal was evaluated on the following criteria: experience, project plan (approach) and report sample, project team, and strength of the Section 3 and SWMBE plans. Based on the above, Economic & Planning Systems, Inc. is recommended for a contract award.

Economic & Planning Systems, Inc. was established in 1983 and is located in Oakland, California, with field office locations in Sacramento and Los Angeles, California and Denver, Colorado. This firm is a land economics consulting firm experienced in a full spectrum of services to include: real estate market and feasibility analysis; public finance; fiscal and

economic impact analysis; reuse, revitalization, and redevelopment; housing development feasibility and policy; regional economics and industry analysis; land use planning and growth management; open space and resource conservation; government organization; and transportation planning and analysis. This firm has received a prior award from SAHA for Development Advisory Services. Their Texas projects include: City of San Antonio: comprehensive plan initial studies; Via Metropolitan Transit: real estate advisory services; City of Dallas: Downtown 3601 study; Dallas Area Rapid Transit: DART Vision 2035; Fort Worth Rail Corridor; Fort Worth Trinity River: 10-year plan; College Station: Transportation Plan. Economic & Planning Systems, Inc.'s Housing Authority clients include: Aspen Housing Authority, Aurora Housing Authority, Carbondale Housing Authority, Delta County Housing Authority, Denver Housing Authority, Grand Junction Housing Authority, Teton County Housing Authority and Sutter County Housing Authority.

CONTRACT OVERSIGHT:

Contract oversight will be provided by Lorraine Robles, Director of Development Services and Neighborhood Revitalization, who will monitor the vendor's adherence to contract requirements and performance.

FINANCIAL IMPACT:

The cost for Artisan Park development and/or disposition consulting services is not expected to exceed an amount of \$137,500.00, which includes a 10 percent contingency to allow for any additional meetings with SAHA management or community partners that may be required and will be funded by proceeds from the sale of Victoria Commons, Leigh Street lots.

ATTACHMENTS:

Resolution 5735
Company Profile
Scoring Matrix
Ad List
Picture

**San Antonio Housing Authority
Resolution 5735**

RESOLUTION 5735, AUTHORIZING THE AWARD OF A CONTRACT FOR ARTISAN PARK DEVELOPMENT AND/OR DISPOSITION CONSULTING SERVICES TO ECONOMIC & PLANNING SYSTEMS, INC. FOR AN AMOUNT NOT TO EXCEED \$137,500.00; FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW ONE ADDITIONAL ONE-YEAR TERM

WHEREAS, on June 9, 2017, SAHA issued a "Request For Qualifications" (RFQ) #1706-918-27-4668 for Artisan Park Development and/or Disposition Consulting Services, which closed on June 26, 2017; and

WHEREAS, a total of one proposal was received in response to the RFQ; and

WHEREAS, Economic & Planning Systems, Inc. is recommended for a contract award; and

WHEREAS, the cost for Artisan Park development and/or disposition consulting services is not expected to exceed an amount of \$137,500.00 that includes a 10 percent contingency to allow for any additional meetings with SAHA management or community partners that may be required and will be funded by proceeds from the sale of Victoria Commons, Leigh Street lots; and

WHEREAS, staff requests the Board of Commissioners authorize the President and CEO, or designee, to execute all documents associated with this contract.

NOW, THEREFORE, BE IT RESOLVED that the Board of Commissioners of SAHA hereby:

- 1) Approves Resolution 5735, authorizing the award of a contract for Artisan Park Development and/or Disposition Consulting Services to Economic & Planning Systems, Inc. for an amount not to exceed \$137,500.00; for a period of one year with the option to renew one additional one-year term.
- 2) Authorizes the President and CEO, or designee, to execute all necessary documents associated with this contract.

Passed and approved the 3rd day of August 2017.

Morris A. Stribling, DPM
Chair, Board of Commissioners

Attested and approved as to form:

David Nisivoccia
President and CEO

Economic & Planning Systems, Inc

Company Profile

Economic & Planning Systems, Inc. (aka EPS), was established in 1993 and is headquartered in Oakland, California. They also have offices in Los Angeles, Sacramento and Denver. The offices employ a total of approximately 40 technical staff members. The staff specializes in public finance, real estate development, land use and transportation planning, government organization and computer applications. The company prepares analyses that disclose risk and impacts, support decision making and provide solutions to real estate development and land use-related problems. The wide areas of expertise also include real estate market and feasibility analysis; fiscal and economic impact analysis; reuse, revitalization and redevelopment; land use planning and growth management; and transportation planning and analysis.

EPS has provided consulting services to public and private sector clients throughout the USA to include cities, counties, special districts, property owners, developers, financial institutions and land use attorneys. Some of their Texas clients include City of San Antonio, VIA Metropolitan Transit, City of Dallas, DART, City of College Station, among others. They also have experience providing service to Housing Authorities to include Denver, Aurora, Aspen, Pueblo, Carbondale, Grand Junction, Delta County in Colorado and Sutter County in California.

SAHA awarded one contract earlier this year to EPS to for the Plan for Development of the Victoria Commons area.

Scoring Matrix Artisan Park Development and/or Disposition Consulting Services 1706-918-27-4668		
Criterion Description	Max Points Weight	Economic And Planning Systems
<u>Relevant Experience:</u>	1-5 35%	
<u>Rater 1</u>		5.00
<u>Rater 2</u>		5.00
<u>Rater 3</u>		5.00
<u>Total Score</u>		15.00
<u>Average Score</u>		5.00
<u>Weighted Score</u>		1.75
<u>Project Plan:</u>	1-5 20%	
<u>Rater 1</u>		5.00
<u>Rater 2</u>		5.00
<u>Rater 3</u>		4.00
<u>Total Score</u>		14.00
<u>Average Score</u>		4.67
<u>Weighted Score</u>		0.93
<u>Project Team:</u>	1-5 25%	
<u>Rater 1</u>		5.00
<u>Rater 2</u>		5.00
<u>Rater 3</u>		5.00
<u>Total Score</u>		15.00
<u>Average Score</u>		5.00
<u>Weighted Score</u>		1.25
<u>Strength of the Section 3 plans:</u>	1-5 10%	
<u>Rater 1</u>		1.00
<u>Rater 2</u>		1.00
<u>Rater 3</u>		1.00
<u>Total Score</u>		3.00
<u>Average Score</u>		1.00
<u>Weighted Score</u>		0.10
<u>Strength of the S/W/MBE plans:</u>	1-5 10%	
<u>Rater 1</u>		1.00
<u>Rater 2</u>		1.00
<u>Rater 3</u>		1.00
<u>Total Score</u>		3.00
<u>Average Score</u>		1.00
<u>Weighted Score</u>		0.10
Section 3 Preference: A firm may qualify for Section 3 status for up to an additional 5 points.#		
Category I: As detailed in Attachment D	5 (.25)	
Category II: As detailed in Attachment D	4 (.2)	
Category III: As detailed in Attachment D	3 (.15)	
Category IV: As detailed in Attachment D	2 (.1)	
<u>Tota Weighted Score</u>		4.13

Advertisement List
Artisan Park Development and-or Disposition Consulting Services
1706-918-27-4668

Entity	Contact Name	Email	Method of Contact(Specify)
ACCION Texas	Celina Pena	cpena@acciontexas.org	
African American Chamber of Commerce of San Antonio	Lou Miller	blackchamber@aol.com	
Alamo Asian American Chamber of Commerce	Elva Adams	elva.adams@wellsfargo.com	
Alamo City Black Chamber Of Commerce	Bede Ramcharan Evelyn Torres	info@alamocitychamber.org evelyn@alamocitychamber.org	
American Council of Engineering Companies - San Antonio (ACEC-SA)	Anne Whittington	anne@acectx.org	
American Institute of Architects	Paula	paula@aia.org	
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CFMA	Tommy Wallace	wallacet@zhi.com kimr@avacpa.com	
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National Alliance of Craftsmen Association	Victor Landa	arvelasquez01@yahoo.com	

Advertisement List
Artisan Park Development and-or Disposition Consulting Services
1706-918-27-4668

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Plumbing Heating Cooling Contractors Association	Heidi Timble	Heidi@phcc-sanantonio.org	
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Real Estate Council of San Antonio	Martha Mangum	martham@recsanantonio.com	
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Women's Business Center	Martha Zurita	mzurita@acciontexas.org	

Advertisement List
Artisan Park Development and-or Disposition Consulting Services
1706-918-27-4668

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NAHRO	Web Site	http://nahro.economicengine.com	
Public Purchase	Web Site	www.publicpurchase.com	
Texas ESBD	Web Site	https://portal.cpa.state.tx.us/	
North San Antonio Chamber of Commerce	Web Site	https://northsachamber.chambermaster.com	
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Tx Capitol Consulting Grp	Harold Oliver	holiver@txcapitolconsulting.com	
Section 3 Bidders			
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CMBL & Reference Bidders			
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Morningside Research And Consulting, Inc	Shari Holland	sholland@morningsideresearch.com	
Parkhill, Smith & Cooper,	Alissa Holloway	aholloway@team-psc.com	
Pathfinder Public Affairs,	Rene A. Ramirez	rene@texaspathfinder.com	
Planner On Call Llc	Laura Walker	laura@cstxpoc.com	

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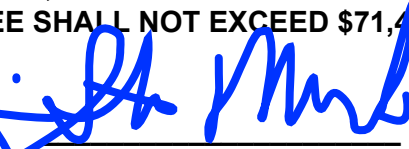


BOARD OF COMMISSIONERS
Operations and Choice Neighborhood Committee

RESOLUTION 5734, AUTHORIZING THE AWARD OF A CONTRACT TO SADA SYSTEMS, INC. FOR G SUITE BUSINESS (FORMERLY GOOGLE APPS UNLIMITED) AND CLOUD SINGLE SIGN ON (SSO) LICENSES THROUGH THE DEPARTMENT OF INFORMATION RESOURCES (DIR); FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW UP TO TWO ADDITIONAL ONE-YEAR TERMS; THE ANNUAL CUMULATIVE AMOUNT FOR YEAR ONE SHALL NOT EXCEED \$73,206.00 AND THE ANNUAL CUMULATIVE AMOUNT FOR YEAR TWO AND YEAR THREE SHALL NOT EXCEED \$71,406.00



David Nisivoccia
President and CEO



Steven Morando
Director of Procurement
and General Services



Jo Ana Alvarado
Director of Innovative
Technology

REQUESTED ACTION:

Consideration and appropriate action regarding Resolution 5734, authorizing the award of a contract to SADA Systems, Inc. for G Suite Business (formerly Google Apps Unlimited) and Cloud Single Sign On (SSO) licenses through the Department of Information Resources (DIR); for a period of one year with the option to renew up to two additional one-year terms; the annual cumulative amount for year one shall not exceed \$73,206.00 and the annual cumulative amount for year two and year three shall not exceed \$71,406.00.

SUMMARY:

As an integral part of the SAHA operations, the G Suite business applications are used as the primary business communication tool for email, file storage, office applications and team collaboration. The Cloud SSO is added to the G Suite application for user authentication and SAHA brand identity. Using their assigned SAHA Google account credentials, SAHA staff access the G-suite of applications through the customized SAHA branded SSO page. Two factor authentication adds a second layer of authentication to provide stronger security when accessing G Suite applications.

HUD encourages Housing Authorities to utilize cooperative and interagency agreements to simplify and expedite the procurement processes. The cooperatives award contracts based on a competitive bid or proposal process; therefore, SAHA is not required to issue its own competitive solicitation in cases where the use of available contracts are appropriate and in accordance with SAHA procurement policies. SAHA is currently a member of the State of Texas Cooperative Purchasing Program, which follows an acceptable competitive bid or proposal solicitation process. SAHA, as a cooperative member, may utilize any State of Texas contract, including those awarded by the DIR.

On August 4, 2016, approval to utilize a DIR contract (DIR-SDD-2188) for Google Apps Unlimited was approved by the Board of Commissioners. Approval was for a one-year contract with a one-year renewal through the SHI Government Solutions contract. We learned in May 2017 that the contract was not renewed by DIR back in November. Therefore, in order to keep

our licenses up-to-date and in force for the future, we have identified another DIR contract with SADA Systems, Inc. (DIR-TSO-3413) that has G Suite (formerly known as Google Apps Unlimited) available for SAHA to utilize.

On August 4, 2014, the DIR, issued a Request For Offers (RFO) DIR-TSO-TMP-213, for Education Information Technology (IT) Products and Related Services that closed on September 30, 2014. A contract (DIR-TSO-3413) was awarded to SADA Systems, Inc. on June 6, 2016, that included three one-year renewal options through June 6, 2020. The first renewal was executed, effective June 6, 2017. SAHA will participate in the contract beginning August 3, 2017, through the remainder of the contract term, which includes two one-year renewal options.

SADA Systems, Inc. was founded in 2000 and is headquartered in North Hollywood, California. They are a platform-neutral partner of industry-leading cloud providers, Microsoft and Google. SADA focuses on delivering enterprise-grade solutions to their public sector, mid-market and large commercial clients in various industries. Their services include: cloud computing strategies, design and development, infrastructure management, training and managed services. SADA System Inc. has received a prior award from SAHA for conversion to Google Mail.

Contract oversight will be provided by Jo Ana Alvarado, Director of Innovative Technology, who will monitor the vendor's adherence to contract requirements and performance.

FINANCIAL IMPACT:

The cost for G Suite Business and Cloud SSO is not expected to exceed an annual cumulative amount of \$73,206.00 for year one to include: \$66,906.00 for 630 G Suite Business licenses plus \$4,500.00 for Cloud SSO with Password Sync & Two Factor Authentication for all users plus \$1,500.00 for authentication implementation and configuration plus \$300.00 for project management fees; the annual cumulative amount for year two and three is not expected to exceed \$71,406.00 per year and all amounts will be funded through the approved operating budgets.

ATTACHMENTS:

Resolution 5734
Company Profile

**San Antonio Housing Authority
Resolution 5734**

RESOLUTION 5734, AUTHORIZING THE AWARD OF A CONTRACT TO SADA SYSTEMS, INC. FOR G SUITE BUSINESS (FORMERLY GOOGLE APPS UNLIMITED) AND CLOUD SINGLE SIGN ON (SSO) LICENSES THROUGH THE DEPARTMENT OF INFORMATION RESOURCES (DIR); FOR A PERIOD OF ONE YEAR WITH THE OPTION TO RENEW UP TO TWO ADDITIONAL ONE-YEAR TERMS; THE ANNUAL CUMULATIVE AMOUNT FOR YEAR ONE SHALL NOT EXCEED \$73,206.00 AND THE ANNUAL CUMULATIVE AMOUNT FOR YEAR TWO AND YEAR THREE SHALL NOT EXCEED \$71,406.00

WHEREAS, the U.S. Department of Housing and Urban Development encourages Housing Authorities to utilize cooperative and interagency agreements to simplify and expedite the procurement processes. SAHA is currently a member of the State of Texas Cooperative Purchasing Program, which follows an acceptable competitive bid or proposal solicitation process. SAHA, as a cooperative member may utilize any State of Texas contract including those awarded by the Department of Information Resources (DIR); and

WHEREAS, on August 4, 2014, the Department of Information Resources (DIR), issued a Request For Offers (RFO) DIR-TSO-TMP-213, for Education Information Technology (IT) Products and Related Services that closed on September 30, 2014; and

WHEREAS, a contract (DIR-TSO-3413) was awarded to SADA Systems, Inc. on June 6, 2016, that included three one-year renewal options through June 6, 2020; and

WHEREAS, the cost for G Suite Business and Cloud SSO is not expected to exceed an annual cumulative amount of \$73,206.00 for year one to include: \$66,906.00 for 630 G Suite Business licenses plus \$4,500.00 for Cloud SSO with Password Sync & Two Factor Authentication for all users plus \$1,500.00 for authentication implementation and configuration plus \$300.00 for project management fees; the annual cumulative amount for year two and three is not expected to exceed \$71,406.00 per year and all amounts will be funded through the approved operating budgets; and

WHEREAS, staff requests the Board of Commissioners authorize the President and CEO, or designee, to execute all documents associated with this contract.

NOW, THEREFORE, BE IT RESOLVED that the Board of Commissioners of SAHA hereby:

- 1) Approves Resolution 5734, authorizing the award of a contract to SADA Systems, Inc. for G Suite Business (formerly Google Apps Unlimited) and Cloud Single Sign On (SSO) Licenses through the Department of Information Resources (DIR); for a period of one year with the option to renew up to two additional one-year terms; the annual cumulative amount for year one shall not exceed \$73,206.00 and the annual cumulative amount for year two and year three shall not exceed \$71,406.00.
- 2) Authorizes the President and CEO, or designee, to execute all necessary documents associated with this contract.

Passed and approved the 3rd day of August 2017.

Morris A. Stribling, DPM
Chair, Board of Commissioners

Attested and approved as to form:

David Nisivoccia
President and CEO

SADA Systems, Inc.

Company Profile

SADA Systems, Inc. was founded in 2000 and is headquartered in North Hollywood, California. They are a platform-neutral partner of industry-leading cloud providers, Microsoft and Google. SADA focuses on delivering enterprise-grade solutions to their public sector, mid-market and large commercial clients in various industries. Their services include: cloud computing strategies, design and development, infrastructure management, training, and managed services.

SADA System Inc. has received a prior award from SAHA for conversion to Google Mail. They are a Department of Information Resources (DIR) contract vendor.

BOARD OF COMMISSIONERS
Operations and Choice Neighborhood Committee

RESOLUTION 5736, AUTHORIZING THE AWARD OF A CONTRACT TO TIME WARNER CABLE TEXAS, LLC (SPECTRUM) FOR COMMUNICATIONS TECHNOLOGY SERVICES THROUGH THE DEPARTMENT OF INFORMATION RESOURCES (DIR) FOR AN ANNUAL CUMULATIVE AMOUNT NOT TO EXCEED \$303,077.76; FOR A PERIOD OF 36 MONTHS.



David Nisivoccia
President and CEO



Steven Morando
Director of Procurement
and General Services



Jo Ana Alvarado
Director of Innovative
Technology

REQUESTED ACTION:

Consideration and appropriate action regarding Resolution 5736, authorizing the award of a contract to Time Warner Cable Texas, LLC (Spectrum) for communications technology services through the Department of Information Resources (DIR) for an annual cumulative amount not to exceed \$303,077.76; for a period of 36 months.

SUMMARY:

The SAHA-wide area network (WAN) is a fiber infrastructure designed to provide internet, data and voice connectivity to all SAHA properties, its affiliated entities and Central Office. This includes the Central Office WiFi, 50 property community room WiFis and the point-to-point connectivity to SAHA's Disaster Recovery backup hosting facility. The existing contract is set to expire in July 2017, creating the opportunity to improve SAHA's fiber WAN by upgrading the agency's bandwidth to all service entities. This level of bandwidth upgrade will improve SAHA's ability to continue to deliver innovative cloud technology solutions.

HUD encourages Housing Authorities to utilize cooperative and interagency agreements to simplify and expedite the procurement processes. The cooperatives award contracts based on a competitive bid or proposal process; therefore, SAHA is not required to issue its own competitive solicitation in cases where the use of available contracts are appropriate and in accordance with SAHA procurement policies. SAHA is currently a member of the State of Texas Cooperative Purchasing Program, which follows an acceptable competitive bid or proposal solicitation process. SAHA, as a cooperative member, may utilize any State of Texas contract, including those awarded by the DIR.

On August 11, 2010, the Department of Information Resources (DIR), issued a Request For Offers (RFO) DIR-TEX-AN-NG-001, for Communications Technology Services that closed on September 27, 2010. A contract was awarded to Time Warner Cable, LLC (Contract Number DIR-TEX-AN-NG-CTSA-008) on November 10, 2011, through November 10, 2016. DIR may extend more than once up to a total of an additional five year period (each Renewal Term). The first renewal option has been exercised and will expire on November 10, 2021. SAHA will participate in the contract beginning August 3, 2017, through the remainder of the renewal option.

Time Warner Cable was formed in 1992 and is headquartered in New York City with corporate office locations in Stamford, Connecticut; Charlotte, North Carolina; and Herndon, Virginia. They are ranked the second largest cable company in the United States. Time Warner was purchased by Charter Communications in 2016 and continued to do business as Time Warner Cable but has rebranded their operations under the Spectrum name. Spectrum offers a wide range of services to both their residential and business customers to include: TV, Internet, Voice, Business Enterprise Solutions and Community Solutions. Time Warner Cable has received a prior award from SAHA for Wide Area Network services.

Contract oversight will be provided by Jo Ana Alvarado, Director of Innovative Technology, who will monitor the vendor's adherence to contract requirements and performance.

FINANCIAL IMPACT:

The cost for communications technology services is not expected to exceed an annual cumulative amount of \$303,077.76 or \$909,233.28 for the 36 month period and will be funded through the approved operating budgets. This represents a total savings of \$471,243.60 over the current costs for the three-year term.

ATTACHMENTS:

Resolution 5736
Company Profile
Tabulation

**San Antonio Housing Authority
Resolution 5736**

RESOLUTION 5736, AUTHORIZING THE AWARD OF A CONTRACT TO TIME WARNER CABLE TEXAS, LLC (SPECTRUM) FOR COMMUNICATIONS TECHNOLOGY SERVICES THROUGH THE DEPARTMENT OF INFORMATION RESOURCES (DIR) FOR AN ANNUAL CUMULATIVE AMOUNT NOT TO EXCEED \$303,077.76; FOR A PERIOD OF 36 MONTHS

WHEREAS, the U.S. Department of Housing and Urban Development encourages Housing Authorities to utilize cooperative and interagency agreements to simplify and expedite the procurement processes. SAHA is currently a member of the State of Texas Cooperative Purchasing Program, which follows an acceptable competitive bid or proposal solicitation process. SAHA, as a cooperative member may utilize any State of Texas contract including those awarded by the Department of Information Resources (DIR); and

WHEREAS, on August 11, 2010, the Department of Information Resources (DIR), issued a Request For Offers (RFO) DIR-TEX-AN-NG-001, for Communications Technology Services that closed on September 27, 2010; and

WHEREAS, a contract was awarded to Time Warner Cable, LLC (Contract Number DIR-TEX-AN-NG-CTSA-008) on November 10, 2011, through November 10, 2016. DIR may extend more than once up to a total of an additional five year period (each Renewal Term). The first renewal option has been exercised and will expire on November 10, 2021. SAHA will participate in the contract beginning August 3, 2017, through the remainder of the renewal option; and

WHEREAS, the cost for communications technology services is not expected to exceed an annual cumulative amount of \$303,077.76 or \$909,233.28 for the 36 month period and will be funded through the approved operating budgets. This represents a total savings of \$471,243.60 over the current costs for the three-year term; and

WHEREAS, staff requests the Board of Commissioners authorize the President and CEO, or designee, to execute all documents associated with this contract.

NOW, THEREFORE, BE IT RESOLVED that the Board of Commissioners of SAHA hereby:

- 1) Approves Resolution 5736, authorizing the award of a contract to Time Warner Cable Texas, LLC (Spectrum) for communications technology services through the Department of Information Resources (DIR) for an annual cumulative amount not to exceed \$303,077.76; for a period of 36 months.
- 2) Authorizes the President and CEO, or designee, to execute all necessary documents associated with this contract.

Passed and approved the 3rd day of August 2017.

Morris A. Stribling, DPM
Chair, Board of Commissioners

Attested and approved as to form:

David Nisivoccia
President and CEO

Time Warner Cable Texas, LLC (TWCT)/Spectrum Company Profile

Time Warner Cable was formed in 1992 by the merger of Time, Inc.'s cable television company, American Television and Communications Corp. and Warner Cable, a division of Warner Communications. For the two years after the merger, the companies operated separately but under the umbrella name "Time Warner Cable Group". It also includes the remnants of the defunct QUBEinteractive TV service. In 1995, the company launched the Southern Tier Online Community, a cable modem service later known as Road Runner High Speed Online. Also that year, talks began that would later result in Warner's acquisition of Paragon Cable. Time Warner retained Time Warner Cable as a subsidiary until March 2009, when it was spun off as an independent company. Prior to the spin-off, Time Warner had held an 84% stake in Time Warner Cable. This move made Time Warner Cable the largest cable operator in the United States owned solely by a single class of shareholders.

Time Warner Cable launched DVR service in the Houston area in 2004. In June 2009, Time Warner Cable unveiled a concept known as "TV-Everywhere" a means of allowing multi-platform access to live and on-demand content to content from television channels that is tied to a user's television subscription.

Time Warner Cable (TWC) was ranked the second largest cable company in the United States by revenue behind only Comcast operating in 29 states prior to its purchase by Charter Communications in 2016. Its corporate headquarters were located in New York City with other corporate offices in Stamford, Connecticut; Charlotte, North Carolina; and Herndon, Virginia.

The purchase by Charter Communications was completed on May 18, 2016; Charter had continued to do business as Time Warner Cable in its former markets, but has now re-branded these operations under the Spectrum name for marketing its services in most markets.

Charter is the fastest growing TV, internet and voice company in America. It has over 26 million customers in 41 states and employs 91,000 employees nationwide. Through their Spectrum brand name, Charter offers a wide range of services to include TV, Internet, Voice, Business, Enterprise Solutions and Community Solutions services to its residential and business customers.

Prior awards by SAHA include Wide Area Network Services.

**Time Warner Cable Television
(TWCT)/Spectrum Enterprise
(DIR-TEX-AN-NG-CTSA-008)**

<u>Item Description</u>	<u>Quantity</u>	<u>Unit</u> <u>Price/Month</u>	<u>Total</u> <u>Price/Month</u>	<u>Price/Year</u>	<u>36 months</u>
500 X 500 Direct Internet Access (DIA) Central Office Internet	1	\$1,999.00	\$1,999.00	\$23,988.00	\$71,964.00
200 X 200 P2P (Connection to DR Site)	1	\$1,300.00	\$1,300.00	\$15,600.00	\$46,800.00
10 X 10	55	\$308.00	\$16,940.00	\$203,280.00	\$609,840.00
Elan 500M Fiber to all remote sites	1	\$1,164.80	\$1,164.80	\$13,977.60	\$41,932.80
FUSF Fee (10 - 18%) - See Note Below			\$3,852.68	\$46,232.16	\$138,696.48
TOTAL COST			\$25,256.48	\$303,077.76	\$909,233.28


See NOTE

Note: The FUSF fee can range from 10% to 18%. For this estimate, 18% is being used for BOC Approval

NOTE: This represents a total savings over current costs of \$471,243.60 over the three-year term.

MEMORANDUM

To: Operations and Choice Neighborhood Committee

From: David Nisivoccia, President and CEO 

Presented by: Ed Hinojosa, Chief Financial Officer; Thomas Roth, Director of Asset Management

RE: Update and discussion regarding the authorization to offer for sale to the highest bidder via sealed bid auction, approximately 1.827 acres of vacant commercially zoned land and a 1.425 acre parcel containing a 9,309-square foot vacant office building

SUMMARY:

As part of the five-year Asset Management Plan, SAHA staff has identified real estate assets that are not critical to its mission or Strategic Plan. At this time, SAHA staff has identified a contiguous land assemblage of approximately 4.6 acres (2.247 acres are owned by San Antonio Housing Facility Corporation (SAHFC) and 2.3124 acres are a Public Housing asset). The Public Housing parcel includes a 9,309-square foot office building, which previously served as the administration building for the former East Terrace Public Housing development. The East Terrace property was razed to make room for the construction of affordable, single-family homes in conjunction with a Hope VI HUD grant. Additionally, during this time, SAHA constructed the following Public Housing developments:

Springview Family	186 units
Springview Senior	40 units
Springview Townhomes	17 units

The aforementioned projects were completed and approximately 120 single-family homes were built before funding was depleted. Consequently, the final phase for the single-family home project was never constructed. In 2013, approximately, 12.02 acres of the land was sold to the developer of the Eastside IDEA school. An additional 2.52 acres is currently under contract for sale to the IDEA school. The former East Terrace administration building has been vacant for many years and fallen into disrepair and is uninhabitable. The last evaluation performed by SAHA's Construction Services Department estimated the cost to cure the deferred maintenance at approximately \$450,000.00.

PROPOSED ACTION:

The Eastside of San Antonio is experiencing a resurgence due in part to the implementation of the HUD Choice Neighborhoods Grant by SAHA and its community partners. There has been a continuing appreciation of real estate values in the geographic area within and surrounding the Choice Neighborhood and Promise Zone footprint. Therefore, staff believes it would be prudent to submit a disposition application to HUD for approval to sell the public housing component in conjunction with the adjoining parcel, which is owned by SAHFC. A discussion with SAHA's approved commercial broker Dennis Cano of Cano & Cano confirmed a larger parcel, which

includes frontage on Commerce Street, would enhance the marketability and value of the assemblage.

At this time, SAHA staff is seeking authorization to submit a disposition application to HUD. Upon receipt of HUD approval, SAHA will list both parcels for sale with Cano & Cano. The latest appraisal dated July 26, 2016, valued the SAHFC parcel at \$170,000.00 and the former administration building and surrounding 2.3124 acres at \$300,000.00. All sale proposals will be submitted to the Operations and Choice Neighborhood Committee and full Board for approval.

FINANCIAL IMPACT:

Based on the current appraised values, the net sale proceeds are estimated at \$432,000.00. Proceeds will be used to fund capital repairs outlined in the five-year capital plan for properties in the Beacon Portfolio (SAHFC portion of net sale proceeds) and Public Housing assets.

ATTACHMENTS:


Site Map

Springview Map



MEMORANDUM

To: Operations and Choice Neighborhood Committee

From: David Nisivoccia, President and CEO 

Presented by: Diana Kollodziej Fiedler, Director of Finance and Accounting

RE: Update and discussion regarding Insurance Policies Placed in Coverage for Fiscal Year 2017-2018

SUMMARY:

This item was originally presented to the Board of Commissioners on June 1, 2017, and was approved under Resolution 5723. Staff committed to update the Board of Commissioners on matters of insurance placement, renewal, pricing and negotiation for SAHA's insurance portfolio.

Each year, staff follows a series of steps to ensure SAHA has proper insurance coverage in place.

1. Do they meet U.S. Department of Housing and Urban Development requirements?
2. Do they meet lender requirements?
3. Are there any coverage gaps?
4. Is coverage adequate?

This year, SAHA attempted to make some necessary and impactful changes. Most notably, SAHA added a stand-alone Cyber Liability policy. Last year, SAHA had limited coverage at no cost through the incumbent carrier that provided guidance and advice rather than coverage. In today's world, coverage is necessary, and SAHA filled this gap. SAHA also made an effort to find alternative competitive insurance products in the open market in light of the incumbent carrier's premium increases on the property side of coverage. SAHA's Broker of Record (BOR), McGriff, Seibels, and Williams was almost able to place the entire portfolio with a European carrier that regularly insures housing authorities; however, their efforts fell short due to four vulnerable Beacon Communities properties.

Property and liability, boiler and machinery, Directors and Officers, Fiduciary, Fidelity, Employment Practices Liability, Cyber Liability, Umbrella Policies, Workers' Compensation, and Automobile Fleet renewed as were presented to the Board of Commissioners on June 1, 2017.

Below are the steps that staff followed to price, negotiate, and renew/place SAHA's insurance portfolio:

March 2017	Began preparing SAHA and Affiliates portfolio for open market pricing through SAHA's BOR
April 2017	Telephone negotiations with SAHA staff, BOR and HAI Group's Director of Account Management. Discussion produced a likely 15 percent public housing premium increase.
May 2017	Incumbent carrier's quotes began to come in at higher rates than previously discussed. Public housing property premium increases came in at 29 percent.

Staff made every effort to negotiate with the incumbent carrier to no avail. Direction given to BOR to pursue every market avenue available to SAHA for consideration.

June 2017 Workers' compensation premium quote reduced from \$400,232.00 to \$300,390.00. Another carrier was willing to meet this cost but could not guarantee or provide the level of training or service as that of the incumbent carrier with a dedicated large loss staff to SAHA. Staff then met with the Executive Team to make placement recommendations and seek their approval while indicating that the blanket property policy quote was still pending for comparison on the Beacon Communities and Partnerships portfolios. All policies were bound for renewal or placement based on Board of Commissioners approval received on June 1, 2017.

Overall, staff renewed and placed all SAHA insurance policies at an increase of 8.5 percent despite significant increases in property coverage. Premium increases were held to a lower percentage based on significant savings realized in the workers' compensation premium and small savings in the automobile fleet and Directors and Officers, Employment Practices and Fiduciary policies.

Staff will continue its efforts to reduce its loss ratio so that it can make changes to its insurance portfolio in the future if it so chooses. SAHA's workers' compensation line of business continues to be a well managed and exemplary program.

PROPOSED ACTION:

None at this time.

FINANCIAL IMPACT:

\$2,950,000 from SAHA's FY 2017-2018 operating budget provides funding for these annual costs.

ATTACHMENTS:

Fiscal Year 2017-2018 Insurance Renewals for SAHA and its Affiliates

Fiscal Year 2017-2018 Insurance Renewals for SAHA and its Affiliates

	2016-2017 Premiums				2017-2018 Request to Board				2017-2018 Renewals/Placements			
			Umbrella Limit of Liability \$8,000,000				Umbrella Limit of Liability \$8,000,000				Umbrella Limit of Liability \$8,000,000	
Insurance Type or Insured Entity	Property	Liability		Total	Property	Liability		Total	Property	Liability		Total
Automobile Fleet		\$49,179		\$49,179		\$52,000		\$52,000		\$47,218		\$47,218
Cyber Liability		\$0				\$29,000		\$29,000		\$29,000		\$29,000
Fiduciary, EPL, and D&O		\$57,993		\$57,993		\$57,993		\$57,993		\$47,618		\$47,618
Public Housing Liability		\$353,744		\$353,744		\$375,879		\$375,879		\$375,985		\$375,985
Fidelity/Crime		\$8,757		\$8,757		\$8,900		\$8,900		\$8,900		\$8,900
Workers' Compensation		\$400,232		\$400,232		\$350,000		\$350,000		\$300,390		\$300,390
Flood	\$58,058			\$58,058	\$0			\$0		\$0		\$0
Property:												
Artisan Park, LLC	\$1,000	\$1,000	\$8,080	\$10,080	\$1,014	\$1,000	\$8,080	\$10,094	\$1,014	\$999	\$8,080	\$10,093
Converse Ranch, LLC	\$18,953	\$4,859	\$8,080	\$31,892	\$25,959	\$5,405	\$8,080	\$39,444	\$25,959	\$5,235	\$8,080	\$39,274
Converse Ranch II, LLC	\$17,202	\$4,190	\$8,080	\$29,472	\$20,254	\$4,545	\$8,080	\$32,879	\$20,254	\$4,402	\$8,080	\$32,736
Durango Midrise, LP	\$63,697	\$9,441	\$8,921	\$82,059	\$65,682	\$10,671	\$9,158	\$85,511	\$65,682	\$10,335	\$9,158	\$85,175
Homestead Redevelopment Partnership Ltd.	\$18,983	\$6,563	\$8,329	\$33,875	\$24,761	\$6,798	\$8,375	\$39,934	\$25,566	\$6,798	\$8,375	\$40,739
Las Varas Public Facility Corp.	\$1,000	\$2,978	\$8,080	\$12,058	\$1,010	\$2,985	\$8,080	\$12,075	\$1,010	\$2,891	\$8,080	\$11,981
O'Connor Rd. Ltd. Partnership	\$21,164	\$6,041	\$8,195	\$35,400	\$24,889	\$6,541	\$8,286	\$39,716	\$24,889	\$6,335	\$8,286	\$39,510
Pecan Hill Apartments Inc.	\$8,733	\$3,932	\$8,080	\$20,745	\$11,954	\$4,211	\$8,080	\$24,245	\$11,956	\$4,211	\$8,080	\$24,247
Public Housing Property	\$535,074			\$535,074	\$688,471			\$688,471	\$703,570			\$703,570
Refugio St. Ltd. Partnership	\$31,922	\$8,513	\$8,656	\$49,091	\$40,087	\$9,138	\$8,769	\$57,994	\$40,087	\$8,850	\$8,769	\$57,706
SAHA Boiler & Machinery	\$17,595			\$17,595	\$19,987			\$19,987	\$21,240			\$21,240
San Antonio Homeownership Opportunities	\$6,254	\$1,000		\$7,254	\$6,268	\$1,000		\$7,268	\$0	\$0		\$0
San Antonio Housing Development Corp.	\$16,016	\$5,123	\$8,080	\$29,219	\$25,371	\$4,546	\$8,080	\$37,997	\$25,371	\$4,393	\$8,080	\$37,844
San Antonio Housing Facility Corp.	\$181,824	\$37,721	\$18,140	\$237,685	\$225,886	\$39,232	\$18,707	\$283,825	\$225,886	\$37,997	\$18,707	\$282,590
San Antonio Housing Opportunities Corp.	\$2,077	\$1,000	\$8,080	\$11,157	\$2,565	\$1,000	\$8,080	\$11,645	\$2,397	\$988	\$8,080	\$11,465
Sendero I Public Facility Corp.	\$27,243	\$7,972	\$8,556	\$43,771	\$32,231	\$8,391	\$8,629	\$49,251	\$32,231	\$8,127	\$8,629	\$48,987
SP II Ltd. Partnership	\$16,583	\$4,707	\$8,080	\$29,370	\$19,171	\$5,233	\$8,080	\$32,484	\$19,171	\$5,068	\$8,080	\$32,319
Springhill Courtland Hts Public Facility Corp.	\$61,490	\$21,313	\$11,799	\$94,602	\$79,151	\$22,046	\$12,030	\$113,227	\$79,151	\$21,352	\$12,030	\$112,533
Sunshine Plaza Apartments Inc.	\$12,957	\$4,405	\$8,080	\$25,442	\$15,253	\$4,664	\$8,080	\$27,997	\$14,773	\$4,517	\$8,080	\$27,370
Vera Cruz Redevelopment Partnership Ltd.	\$4,375	\$1,170	\$8,080	\$13,625	\$5,354	\$1,264	\$8,080	\$14,698	\$5,354	\$1,224	\$8,080	\$14,658
Woodhill Public Facility Corp	\$85,308	\$27,120	\$13,895	\$126,323	\$120,857	\$33,778	\$16,528	\$171,163	\$116,438	\$32,715	\$16,528	\$165,681
Subtotal Property:	\$1,149,450				\$1,456,175				\$1,461,999			\$1,461,999
Total Request/Cost of Insurance	\$1,207,508	\$1,028,953	\$167,291	\$2,403,752	\$1,456,175	\$1,046,220	\$171,282	\$2,673,677	\$1,461,999	\$975,548	\$171,282	\$2,608,829
Approximately 10.3% for additions, increases, adjustments, or events								\$276,323				\$269,621
Total Request including additions								\$2,950,000				\$2,878,449
Increase over 2016-2017 Premiums									\$254,491	-\$53,405	\$3,991	\$205,077
												8.53%