



GREATER ORLANDO AVIATION AUTHORITY

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AVIATION AUTHORITY BOARD MEETING

October 16, 2024





GREATER ORLANDO AVIATION AUTHORITY

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CONSIDERATION OF MEETING MINUTES





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SERVICE RECOGNITIONS



RECOGNIZING YEARS OF SERVICE

35 YEARS



Carolyn Opalk-Beltran
Real Estate Supervisor
Commercial Properties



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CHAIRMAN'S REPORT





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CEO REPORT





ORLANDO EXECUTIVE AIRPORT | ORL

Advancing Aviation, Business & Community

Orlando Executive Airport



ORLANDO EXECUTIVE AIRPORT MARKS 96 YEARS OF AVIATION HISTORY



Orlando Municipal Airport 1928



Orlando Executive Airport Present Day

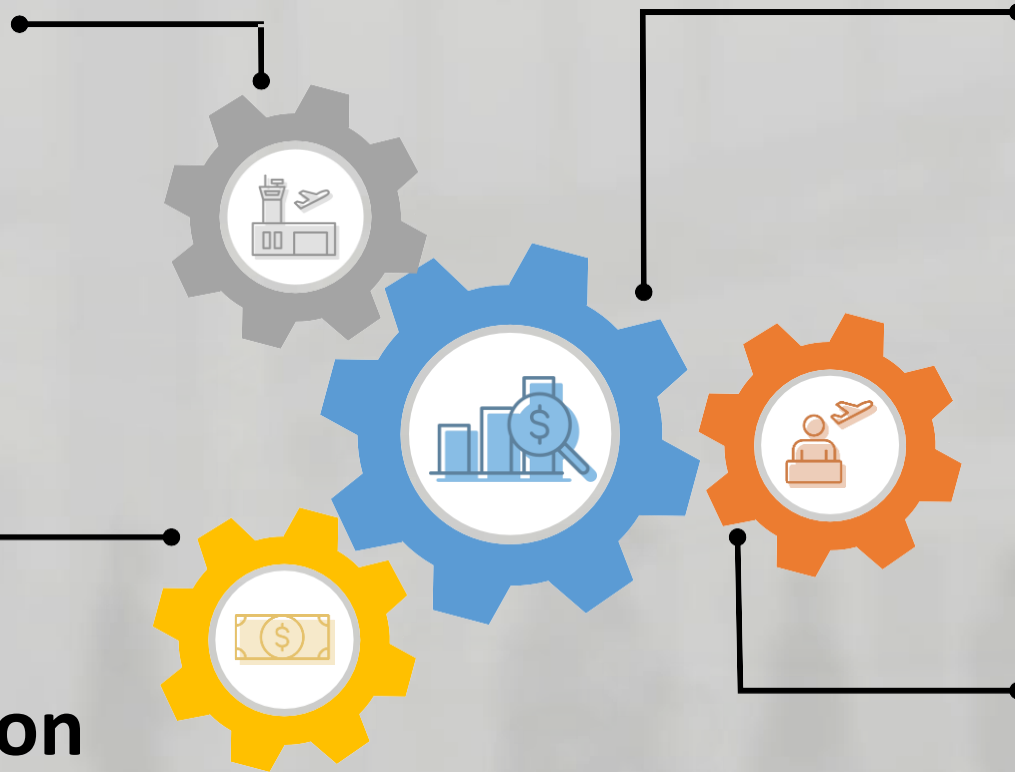
STATE OF THE AIRPORT (ORL) – ECONOMIC IMPACT

190,00+
Annual Aircraft
Operations

Economic Impact (Output)
\$577 Million

\$186 Million
in Payroll

4,078
Jobs supported



NOTE: Annual operations are based on rolling 12 Months ending October 2023.

SOURCE: Greater Orlando Airport Authority, Traffic Statistic Summary, <https://www.orlandoairports.net/about-us/#traffic-stastics> (accessed October 2023); Florida Department of Transportation, 2022 Florida Statewide Economic Impact Study, <https://www.fdot.gov/aviation/economicimpact22.shtm> (accessed October 2023).

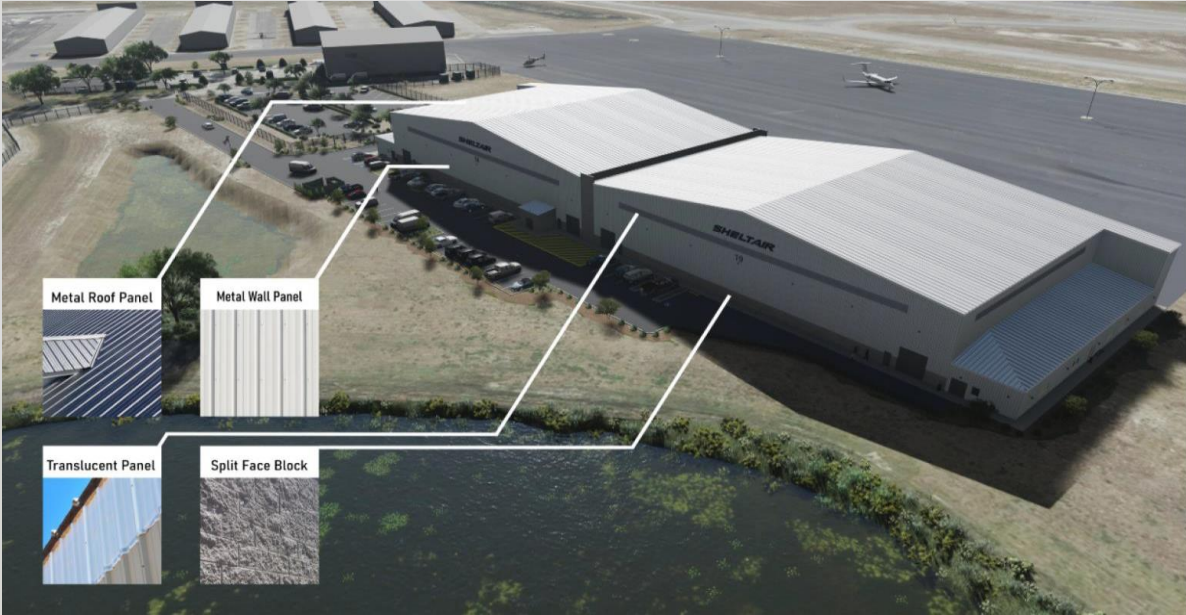
ORL Operations



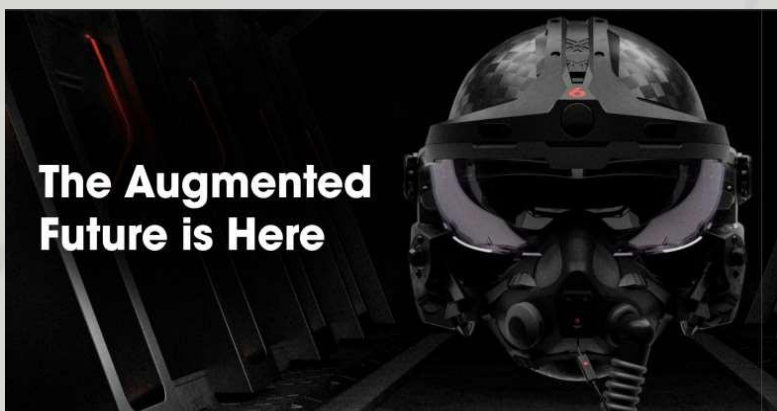
GENERAL AVIATION – A NATIONAL ASSET



FBO INVESTMENT



INNOVATION AT ORL



2025 NBAA Orlando Regional Forum

Event Date

Feb. 26, 2025

Event Location

Orlando Executive Airport
(ORL)
Orlando, FL

Event Hours

9:00 a.m. – 4:00 p.m.

FEB. 26, 2025
ORLANDO, FL

NBAA's Popular Regional Forum Returns to Orlando!

Bringing together current and future business aircraft owners, operators, manufacturers, customers, and other vital industry personnel, the 2025 NBAA Orlando Regional Forum will feature education sessions, an aircraft display and more than 100 exhibits.



12th Annual
5K RUN
FOR THE
Angels







ORLANDO EXECUTIVE AIRPORT | ORL



ORLANDO
EXECUTIVE
AIRPORT | ORL

*Advancing Aviation,
Business & Community*

Thank You!





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CONSENT AGENDA ITEMS





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CONSENT AGENDA ITEM X





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CONSENT AGENDA ITEM Y





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CONSENT AGENDA ITEM Z





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CONSENT AGENDA ITEM AA





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CONSENT AGENDA ITEM BB





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NEW BUSINESS ITEM A

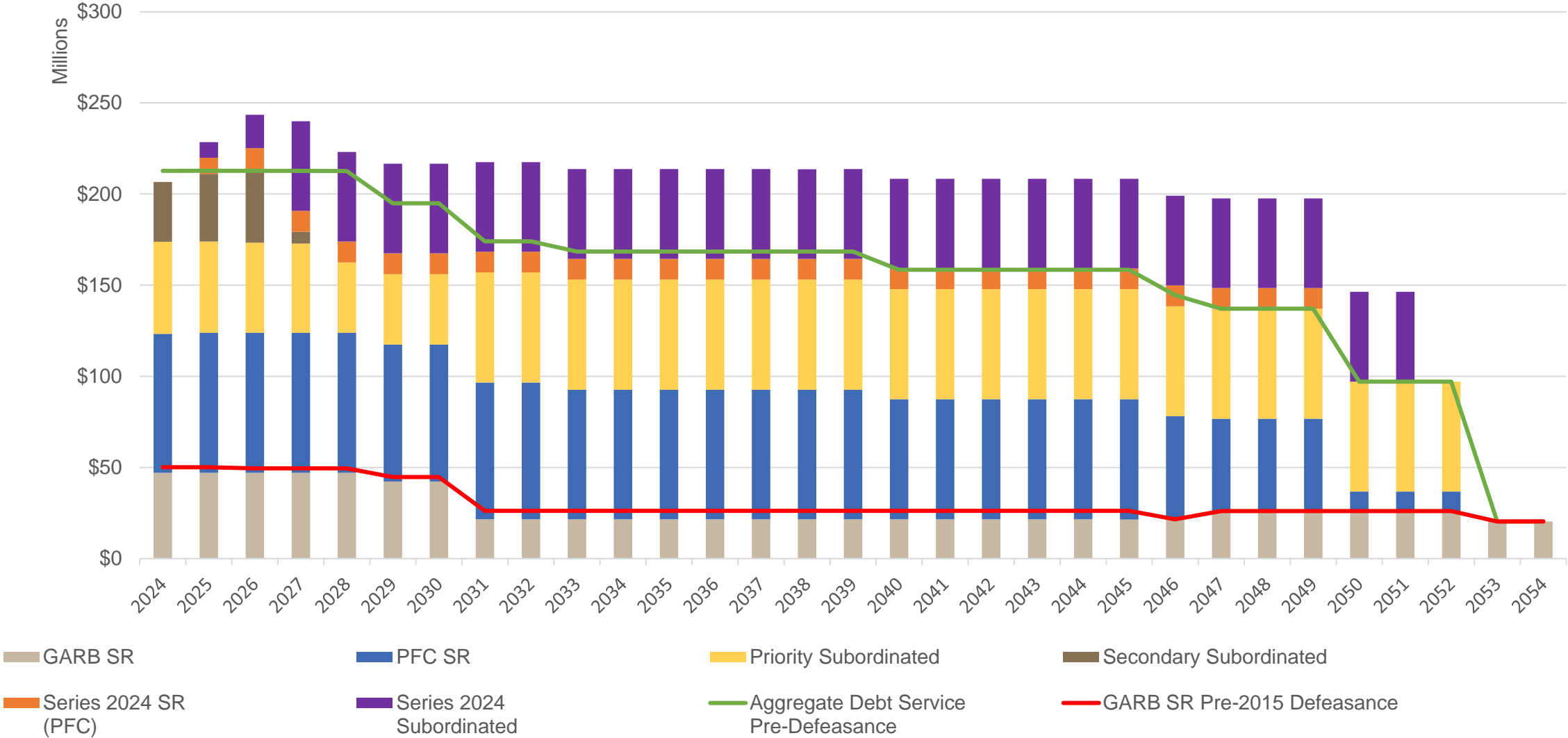
Recommendation to Approve the Authorizing Resolutions for the Issuance by the Aviation Authority of Airport Facilities Revenue Bonds Series 2024 (AMT) and Priority Subordinated Airport Facilities Revenue Bonds Series 2024 (AMT) and Update to the Fiscal Year 2024-2029 Capital Improvement Program for the Orlando International Airport (MCO)

TRANSACTION OVERVIEW

Issuer	Greater Orlando Aviation Authority (the “Aviation Authority”)	
Issue Description <i>(the “Series 2024 Bonds”)</i>	Airport Facilities Revenue Bonds	Priority Subordinated Airport Facilities Revenue Bonds
Par Amount¹	Series 2024 \$[200,000,000]	Series 2024 \$[750,000,000]
Lien	Senior	Subordinate
GARB/PFC	PFC-Supported	GARB
Amortization (10/1)¹	2025-2054	2025-2054
Tax Status	Tax-Exempt (AMT)	Tax-Exempt (AMT)
Use of Proceeds¹	Finance a portion of the costs associated with the 2024 Project; refinance certain draws made on certain of the Existing Lines of Credit, the proceeds of which were used to finance a portion of the cost of the 2024 Project and associated accrued interest; pay capitalized interest on the bonds; and fund a deposit to the Composite Reserve Subaccount of the Debt Service Reserve Account and the Pooled Subordinated Reserve Account.	
Existing Ratings	Senior: Moody’s - [Aa3] S&P - [AA] Fitch - [AA-] Kroll - [AA] Subordinate: Moody’s - [A1] S&P - [AA-] Fitch - [A+] Kroll - [N/A]	
Security	The Series 2024 Bonds are limited obligations, payable solely from and secured by a pledge of the Pledged Funds, in the manner and to the extent provided in the Bond Resolution. Pledged Funds consist primarily of Revenues and 2024 Available PFC Revenues.	
Debt Service Reserve Account	The Series 2024 Senior Bonds will be secured by the Composite Reserve Subaccount. The Series 2024 Subordinated Bonds will be secured by the Pooled Subordinated Reserve Account. The Composite Reserve and Pooled Subordinated Reserve Requirements will be fully funded upon issuance of the Series 2024 Bonds.	
Optional Redemption¹	10-Year Par Call	

DEBT SERVICE COMPARISON OF PRE- AND POST-DEFEASANCES BEGINNING IN 2021

Senior Bond and Subordinated Indebtedness Debt Service with Series 2024



* Preliminary, subject to change

TRANSACTION TIMELINE AND AUTHORITY ADVISORS

November 2024						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
December 2024						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Financial Counsel
Nelson Mullins Riley & Scarborough LLP

Co-Bond Counsel
Bryant Miller Olive P.A. Marcello Llorente, P.A.

Co-Bond Disclosure Counsel
Squire Patton Boggs (US) LLP Endow Law P.A.

Co-Municipal Advisors
PFM Financial Advisors LLC Acacia Financial Group

Publish POS: November 20, 2024*

Pricing: December 5, 2024*

Closing: December 19, 2024*

Airport Consultant
LeighFisher

* Preliminary, subject to change

2024-2029 MCO CIP FUND SOURCES

Funding Source	CIP (in millions)
Federal Grants	\$ 496.9
Non-Federal Grants	144.7
Authority Funds	193.4
PFC PayGo	96.4
Previous PFC Senior Bonds	9.9
Additional PFC Senior Bonds	153.4
Previous Senior Bonds (GARB)	106.9
Additional Senior Bonds (GARB)	1,237.1
Subordinated Indebtedness	1,352.8
Other	1,647.6
TOTAL	\$ 5,439.1



FISCAL IMPACT

The Authorizing Resolutions Airport Facilities Revenue Bonds Series 2024 (AMT) in a not-to-exceed amount of \$200,000,000 and Priority Subordinated Airport Facilities Revenue Bonds Series 2024 (AMT) in an aggregate not-to-exceed amount of \$750,000,000.

The debt service for the 2024 Bonds will be paid from Aviation Authority Revenues and available PFC Revenues. Based on current rates, and as stated in the Authorizing Resolutions, the aggregate true interest cost with respect to the 2024 Bonds shall not exceed 6.5%. The final maturity date of the Series 2024 Bonds relating to the 2024 Project shall be no later than October 1, 2054.

Costs of issuance in the amount not to exceed \$2,500,000 (not including underwriter's discount) will be paid in connection with this transaction and will be funded from bond proceeds. The breakdown of estimated costs of issuance is on file with the Assistant Secretary.



RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to:

- **Adopt the attached Authorizing Resolutions for the issuance by the Aviation Authority of Airport Facilities Revenue Bonds Series 2024 (AMT) in a not-to-exceed amount of \$200,000,000 and Priority Subordinated Airport Facilities Revenue Bonds Series 2024 (AMT) in an aggregate not-to-exceed amount of \$750,000,00;**
- **Approve the issuance of the Series 2024 Bonds and all of the financing documents and actions referred to in the Resolutions;**
- **Authorize debt service for the 2024 Bonds to be paid from Aviation Authority Revenues and Available Passenger Facility Charge revenues;**
- **Approve the cost of issuance in a not-to-exceed amount of \$2,500,000 to be funded from Bond Proceeds;**



RECOMMENDED ACTION (cont'd)

- Request Orlando City Council approval of these documents and actions;
- Authorize changes to the primary financing documents to be made or approved by the CEO or CFO with concurrence of legal counsel and authorizing the Chairman, Vice Chairman, Treasurer, or any other Authorized Officer of the Aviation Authority and the Secretary or Assistant Secretary of the Aviation Authority to approve said changes as evidenced by execution of such bonds by the Chairman, subject to satisfactory review by legal counsel, and to take other such actions as may be necessary or helpful for the issuance of such bonds; and,
- Approve the reclassification of certain funding sources resulting in an update to the Fiscal Year 2024-2029 Capital Improvement Program for the Orlando International Airport (MCO) ratified by the CFOC on October 1, 2024.





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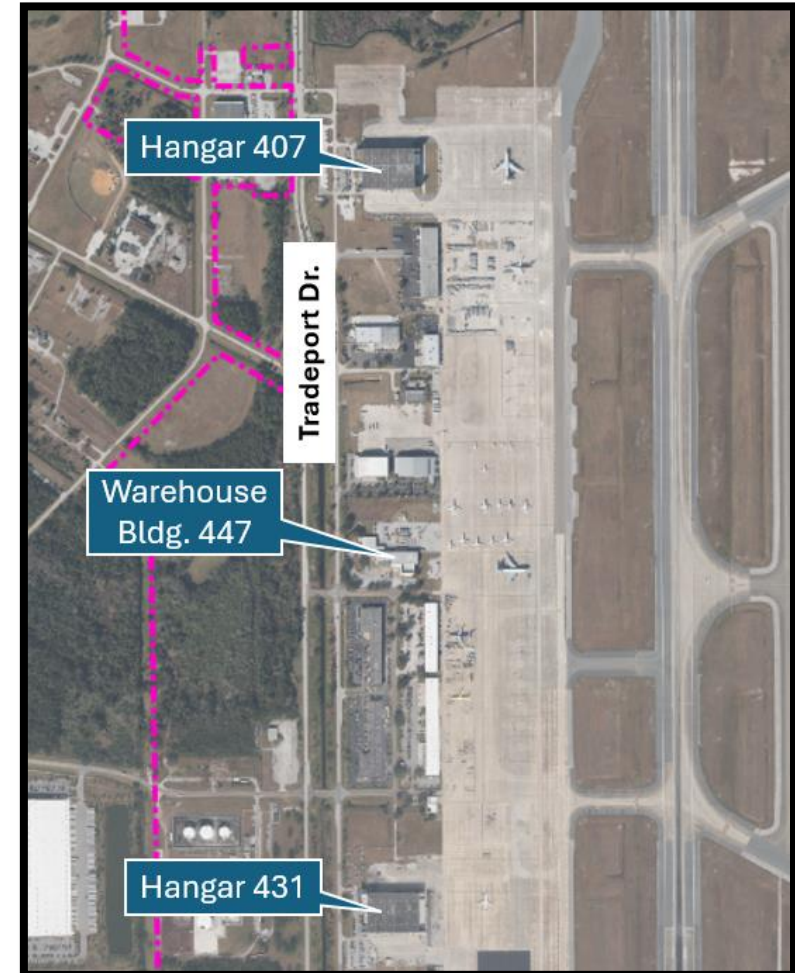
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NEW BUSINESS ITEM B

**Recommendation to Approve the Lease Agreement
(MCO MRO Campus) by and between United Airlines,
Inc., and the Aviation Authority, at
Orlando International Airport (MCO)**

BACKGROUND

United Airlines, Inc. (“United”) currently leases Hangar 407 (North Tradeport Dr), Hangar 431 (South Tradeport Dr.), and Warehouse 447 to accommodate its Maintenance Repair Overhaul (“MRO”) operation at MCO, utilized for United’s fleet maintenance.



ISSUES

In August of 2018, facility condition assessments were performed on both United hangars. The report revealed the cost to remediate Hangar 431 was approximately \$30 million. The renovations and remediations needed for Hangar 431 are entirely United's responsibility. The Hangar 407 report revealed some maintenance liability for the Aviation Authority related to limited structural portions of Hangar 407, which have been addressed.

United was faced with the decision on whether to make significant investments into Hangar 431, a facility built in the 1950's, or build and relocate to a new MRO hangar.



NEW MRO CAMPUS

In a collaborative recruitment effort with our economic development partners, Aviation Authority staff offered the following terms:

- In lieu of investing the \$30,000,000 in Hangar 431, United would be required to invest a minimum of \$70,000,000 into the construction of a new facility.
- United would continue to occupy Hangar 407 and incorporate into new MRO Campus lease premises.
- United would be required to make additional facility improvements to Hangar 407.
- United would be required to demolish Hangar 431 at no cost to the Aviation Authority.

By consolidating United's operation and the demolition of Hangar 431, development-ready land will be created with direct ramp and airside access. This type of real estate is a limited resource and valuable for future aeronautical development at MCO.

United agreed to the terms by executing a non-binding term sheet.



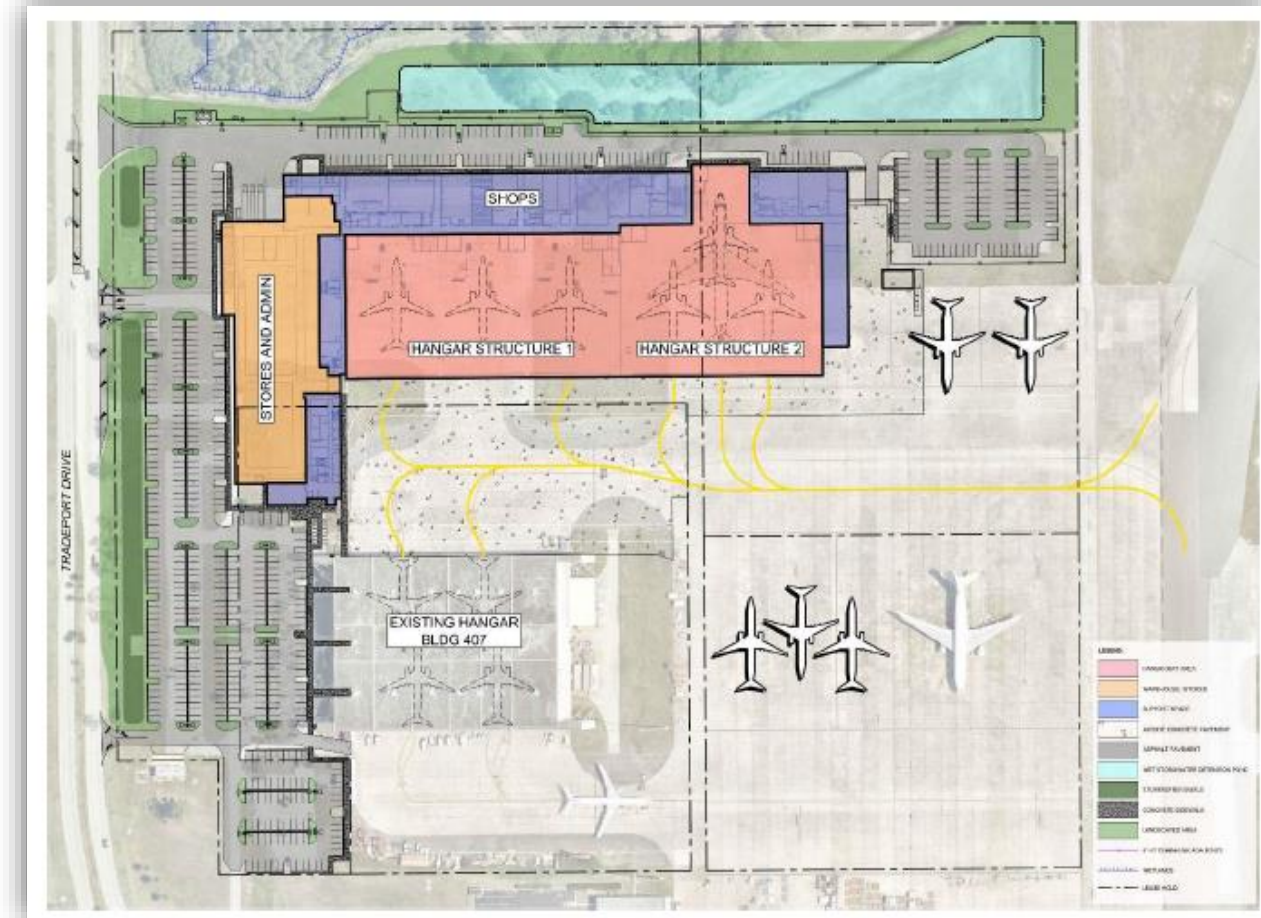
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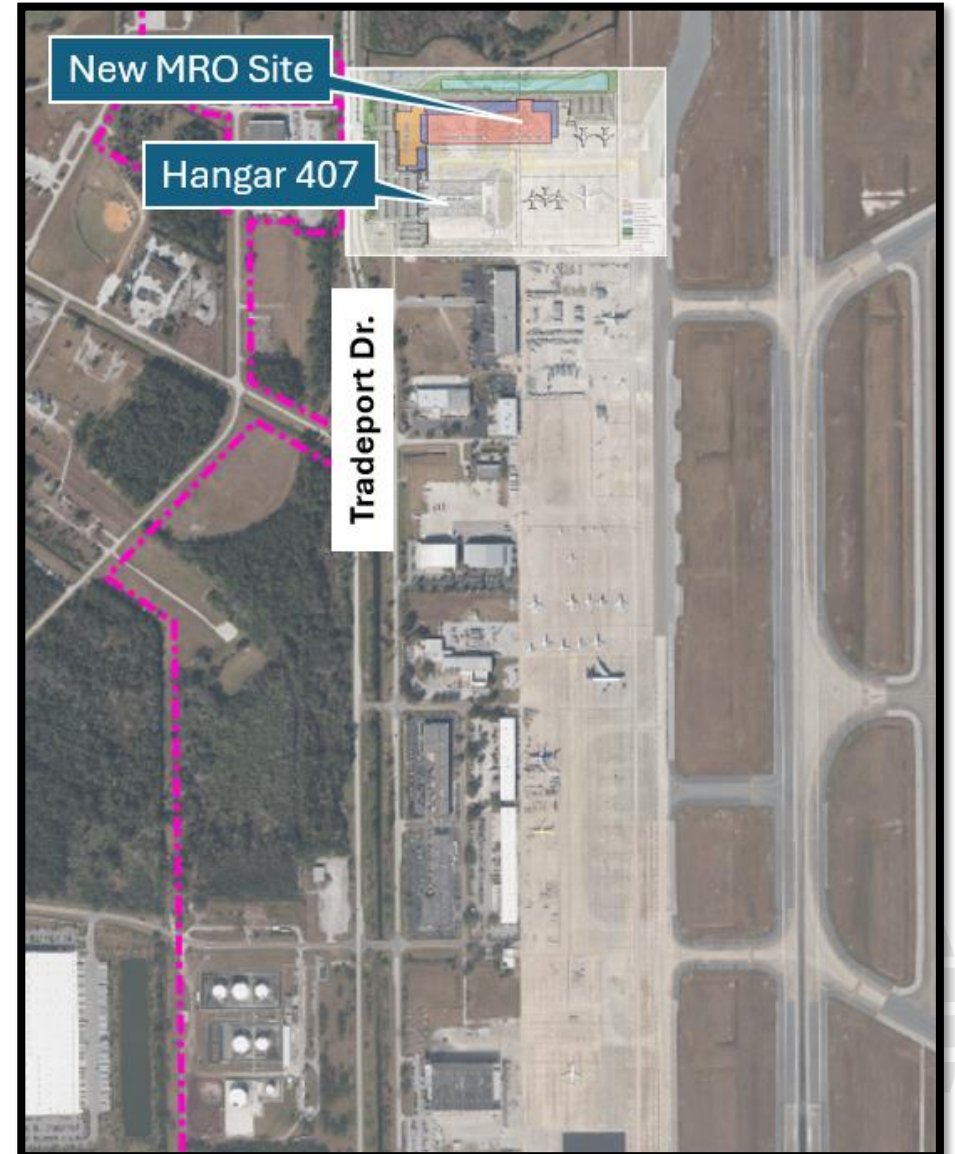
MRO CAMPUS CONSTRUCTION

- United ultimately elected to construct a new 354,400 square-foot hangar capable of accommodating up to six narrow-body aircraft.
- (24) month construction period from the effective date of the lease.
- During construction, United will continue its operation in Hangar 431, Hangar 407, Warehouse 447 and pay rent on those facilities.
- United will complete the demolition of Hangar 431 by no later than November 1, 2027.
- Upon issuance of the certificate of occupancy or the expiration of the construction period, United will begin paying ground rent for the new 27-acre premise and facility rent on Hangar 407.



MRO CAMPUS LEASE TERMS

- **Term:** The construction period, a post construction period of 30-years and a 10-year option.
- **United estimates the total investment in the MRO Campus will exceed \$300 million, including additional improvements to Hangar 407.**
- **Rent adjustments will occur every 5-years based on FMV appraisals, capped at a 25% increase for each 5-year period.**
- **United will also have the option to pursue conduit financing for the new facility through the Aviation Authority.**





FISCAL IMPACT

During the construction period United will pay the Aviation Authority \$6,698,702 in facility rent.

During the post construction period for the thirty-year term, the approximate total rent paid will be \$141,352,187.

If United exercises the option to extend the term for an additional ten years, United will pay an additional \$88,118,234, resulting in a grand total of \$236,169,124 over the entire term.



RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation to:

- **Approve the Lease Agreement (MCO MRO Campus) with United Airlines, Inc. at Orlando International Airport;**
- **Seek concurrence from Orlando City Council as to the Lease term; and,**
- **Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the appropriate documents following satisfactory review by legal counsel.**





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NEW BUSINESS ITEMS C AND D

Bid Package (BP) No. 00498, Taxiways G and H Rehabilitation – Phase 2



BACKGROUND

BP No. 00498 will rehabilitate Taxiways G and H and taxiway connectors south of Taxiway F. Construction will include resealing the joints and replacing isolated cracked slabs for the concrete pavement, rehabilitating the asphalt shoulders, and improving the pavement geometry, lighting, markings and signage.

Construction is scheduled to start in November 2024 and complete in September 2025.

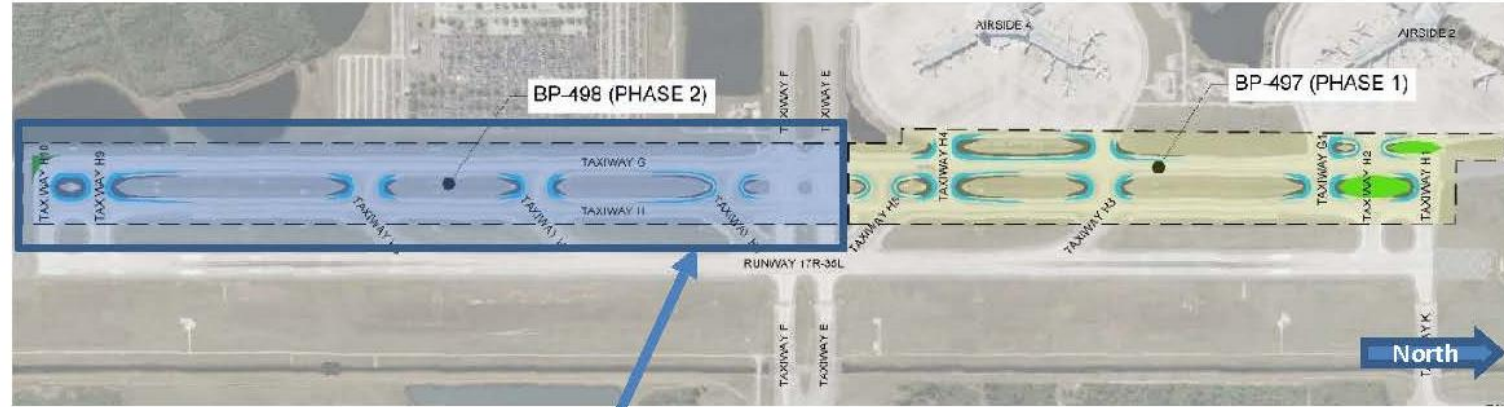


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BP No. 00498 SITE MAP



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ISSUES

On March 31, 2024, the Aviation Authority publicly advertised for BP-498. On April 30, 2024, bids were received as follows:

Bidder	Total Bid Amount
Middlesex Corporation	\$21,767,646.00
Hubbard Construction Company	\$23,562,038.05
Kiewit Infrastructure South Co.	\$24,256,700.00
Latest Reconciled Estimate	\$22,723,000.00



ISSUES

Agenda No.	Vendor	Scope of Services	Total Bid Amount
NB-C	Middlesex Corporation	Award of Construction Services	\$21,767,646
NB-D	Loyal Wingman, LLC	Construction Phase OAR Services	\$1,443,589



RECOMMENDED ACTION FOR NEW BUSINESS ITEM C

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to:

- Award BP No. 00498, Taxiways G and H Rehabilitation – Phase 2 at MCO, to The Middlesex Corporation, for the total bid amount of \$21,767,646, with funding from future FAA and FDOT Grants to the extent eligible, Line of Credit to be reimbursed by future General Airport Revenue Bonds, and Aviation Authority Funds; and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.



RECOMMENDED ACTION FOR NEW BUSINESS ITEM D

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to:

- Approve an Addendum to the Continuing Program and Project Management Services for Airfield, Roadway and Horizontal Construction Projects Agreement with Loyal Wingman, LLC for Construction Phase OAR Services for BP No. 00498, Taxiways G and H Rehabilitation at MCO, for the total amount of \$1,443,589, which includes the not-to-exceed fees amount of \$1,339,264 and the not-to-exceed expenses amount of \$104,325, with funding from future FAA and FDOT Grants to the extent eligible, Line of Credit to be reimbursed by future General Airport Revenue Bonds, and Aviation Authority Funds; and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.





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NEW BUSINESS ITEM E

Project H-00365, Miscellaneous Pavement Rehabilitation



BACKGROUND

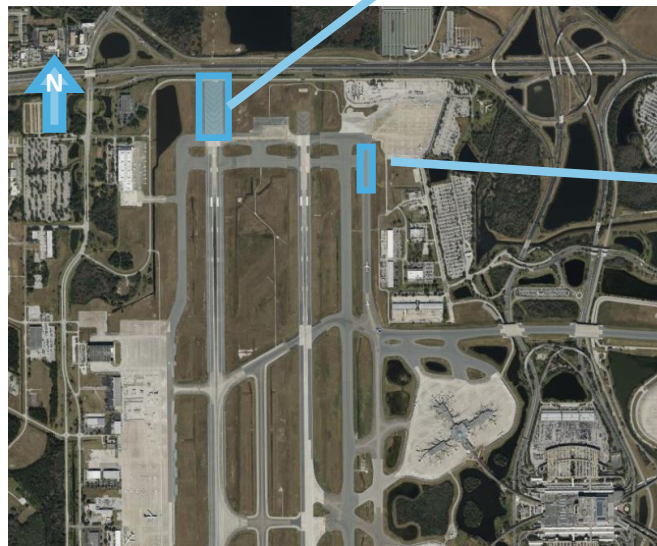
The blast pad at Runway 18R is oversized and the asphalt has reached the end of its lifecycle. H-00365 will reduce the size of the blast pad, mill and resurface the primary blast pad area, and grade and grass the secondary blast pad area, and includes a Base Scope and Add Alternate No. 1, as follows:

- **Base Scope:** Blast pad reduction, milling, resurfacing, pavement markings, grading, and sod installation at Runway 18R.
- **Add Alternate No. 1:** Similar rehabilitation of Taxiway C between Taxiways J and B1.

The construction is scheduled to start in January 2025 and complete in March 2025.



H-00365 SITE MAP



GREATER ORLANDO AVIATION AUTHORITY

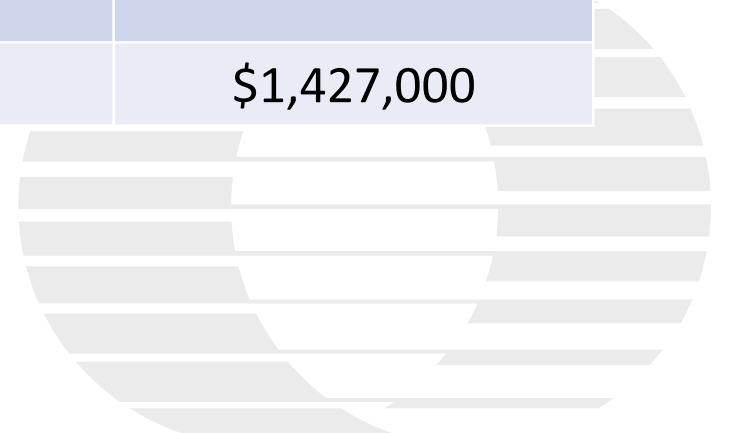
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ISSUES

On August 28, 2024, the Aviation Authority solicited proposals from its continuing horizontal contractors for H-00365. On September 19, 2024, bids were received as follows:

Bidder	Base Scope	Add Alt. No. 1	Total Bid Amount
Middlesex Corporation	\$1,134,270	\$265,177	\$1,399,447
Kiewit Infrastructure South Co.	\$1,583,440	\$203,630	\$1,787,070
Carr & Collier, Inc.	\$1,748,000	\$369,900	\$2,117,000
HORMAC Construction	<i>Did not submit</i>		
Prime Construction Group	<i>Did not submit</i>		
Valencia Construction Group	<i>Did not submit</i>		
Latest Reconciled Estimate	\$1,225,000	\$202,000	\$1,427,000



FISCAL IMPACT

The fiscal impact for the award of H-00365 is \$1,399,447 (Base Bid plus Add Alt No. 1). Funding is from previously-approved Capital Expenditure Funds.



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RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to:

- **Approve an Addendum to the Continuing Horizontal Construction Services Agreement with The Middlesex Corporation for the Award of H-00365, Miscellaneous Pavement Rehabilitation at MCO, for the total bid amount of \$1,399,447 (Base Bid plus Add Alt No. 1), with funding from previously-approved Capital Expenditure Funds; and,**
- **Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.**





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NEW BUSINESS ITEMS F, G, H, I AND J

Project V-00980, Closed Circuit Television (CCTV) Renewal and Replacement – Phase 1 (Design/Build)



BACKGROUND

The Aviation Authority has embarked on its High-Level Video Surveillance Master Plan (VSMP) to replace video surveillance equipment, set standards for the selection of appropriate camera technology and enhance monitoring. V-00980 is one of several enhancement projects, and includes a Base Scope and three Add Alternates, as follows:

- **Base Scope:** Design and replace existing analog (video over coaxial cables) cameras with current technology Internet Protocol (IP) (power and video over CAT6 ethernet (network cables) cameras at the North Terminal Landside and Airsides at MCO.
- **Add Alternate No. 1:** Permitting, installation and programming of all new cameras on Level 1 and the four tunnels and includes conduit and cabling.
- **Add Alternate No. 2:** Permitting, installation and programming of all new cameras on Level 3 and includes conduit and cabling.
- **Add Alternate No. 3:** Install one additional data cable for each of the 149 new cameras.

The construction is scheduled to start in November 2024 and complete in November 2025.



ISSUES

On August 16, 2024, the Aviation Authority solicited proposals from its continuing vertical contractors for V-00980. On September 12, 2024, bids were received as follows:

Bidder	Base Scope	Add Alt. No. 1	Add Alt. No. 2	Add Alt. No. 3 (not awarded)	Total Bid Amount (Base, Alt 1, Alt 2)
Gomez Construction Company	\$1,559,047.00	\$848,933.00	\$348,259.00	\$281,941.00	\$2,756,239.00
Clancy & Theys Construction Co.	\$1,548,478.00	\$1,040,232.00	\$416,935.00	\$254,816.00	\$3,005,645.00
H.A. Contracting Corporation	\$1,788,000.00	\$954,000.00	\$274,000.00	\$275,000.00	\$3,016,000.00
Ovation Construction Company	\$1,873,659.00	\$1,408,273.00	\$525,811.00	\$114,278.00	\$3,807,743.00
Collage Design & Construction Group	\$2,432,973.00	\$1,244,215.00	\$449,023.00	\$117,326.00	\$4,126,211.00
H.W. Davis Construction, Inc.	<i>Did not submit</i>				
LEGO Construction Company	<i>Did not submit</i>				
Mejia International Group Company	<i>Did not submit</i>				
Latest Reconciled Estimate					\$4,000,000.00



ISSUES

Agenda No.	Vendor	Scope of Services	Total Amount
NB-F	Gomez Construction Co.	Award of Construction Services (Base Bid + Add Alts. 1 and 2)	\$2,756,239.00
NB-G	GCI, Inc.	Construction Phase OAR Services	\$1,081,758.00
NB-H	Hewlett Packard	24-847-OEC (NVR IT Equip.)	\$1,407,991.68
NB-I	Veytec	24-849-OEC (Cisco IT Equip.)	\$373,590.12
NB-J	CDW	24-844-OEC (Axis Cameras)	\$297,435.55



RECOMMENDED ACTION FOR NEW BUSINESS ITEM F

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to:

- Approve an Addendum to the Continuing Vertical Construction Services Agreement with Gomez Construction Co. for the Award of V-00980, Closed Circuit Television (CCTV) Renewal and Replacement – Phase 1 (Design/Build) at MCO, for the total proposal amount of \$2,756,239 (Base Proposal plus Add Alt Nos. 1 and 2), with funding from FDOT Grants to the extent eligible and Line of Credit to be reimbursed by General Airport Revenue Bonds; and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.



RECOMMENDED ACTION FOR NEW BUSINESS ITEM G

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to:

- Approve an Addendum to the Continuing Program and Project Management Services Agreement with Geotech Consultants International, Inc. dba GCI, Inc. for Design and Construction Phase OAR Services for V-00980, CCTV Renew and Replacement – Phase 1 (Design/Build) at MCO, for the total amount of \$1,081,758, which includes the not-to-exceed fees amount of \$1,074,558 and the not-to-exceed expenses amount of \$7,200, with funding from FDOT Grants to the extent eligible and Line of Credit to be reimbursed by General Airport Revenue Bonds; and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.



RECOMMENDED ACTION FOR NEW BUSINESS ITEM H

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to:

- Award 24-847-OEC for the Purchase of NVR IT Equipment in support of V-00980, CCTV Renewal and Replacement – Phase 1 (Design/Build) at MCO, to Hewett Package Enterprise utilizing ACS No. 43210000-23-NASPO-ACS, for the total proposal price amount of \$1,407,991.68, with funding from FDOT Grants to the extent eligible and previously-approved Capital Expenditure Funds; and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.



RECOMMENDED ACTION FOR NEW BUSINESS ITEM I

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to:

- **Award OEC 24-849-OEC for the Purchase of Cisco IT Equipment in support of V-00980, CCTV Renewal and Replacement – Phase 1 (Design/Build) at MCO to Veytec, Inc. utilizing ACS No. 43210000-NASPO-19-ACS, for the total proposal price amount of \$373,590.12, with funding from FDOT Grants to the extent eligible and previously-approved Capital Expenditure Funds; and,**
- **Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.**



RECOMMENDED ACTION FOR NEW BUSINESS ITEM J

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to:

- Award OEC 24-844-OEC for the Purchase of Axis Security Cameras in support of V-00980, CCTV Renewal and Replacement – Phase 1 (Design/Build) at MCO, to CDW-Government utilizing Sourcewell CDWG No. 21923CDW, for the total proposal price amount of \$297,435.55, with funding from FDOT Grants to the extent eligible and previously-approved Capital Expenditure Funds; and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.





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NEW BUSINESS ITEM K

Owner-Furnished Furniture, Fixtures and Equipment (FF&E) Estimate, Procurement Plan and Process for Updating the Construction Committee for Bid Package (BP) No. 00485, Hyatt Lobby Renovations (Design/Build)

BACKGROUND

As part of the Hyatt Lobby Renovation project's numerous Owner-Procured FF&E, the Aviation Authority has set a precedent for Owner-Procured FF&E and IT Items on past projects, such as W-S00150, Owner-Procured FF&E and Information Technology (IT) Items for BP No. S00195, Terminal C, Phase 1 Expansion, Airside Concourse (Gates C250-C253), utilizing a two-part process that includes approving a Procurement Estimate which allows procurements to move forward, with updates to the Construction Committee.



ISSUES

The BP No. 00485 FF&E Procurement Estimate, dated September 19, 2024, which is included in the agenda package, shows the total estimated cost for the Procurement of FF&E, including attic stock, contingency and estimated freight, as \$2,041,640.99.

Previously purchased FF&E items are included at the end of the Procurement Estimate to provide transparency of cost regarding this segment of the project. Standard procurement methods will be implemented, and approval of this Procurement Estimate is needed to enable the issuance of purchase orders for the FF&E.

An updated schedule of procurement costs will be provided to the Construction Committee when 50% and 75% of the total Estimate has been procured to “true up” known costs.



FISCAL IMPACT

Fiscal impact is \$2,041,640.99. Funding is from previously-approved Capital Expenditure Funds (CIR00164).



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RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee to:

- Approve the Owner-Furnished FF&E Estimate, Procurement Plan and Process for Updating the Construction Committee for BP No. 00485, Hyatt Lobby Renovations (Design/Build) at MCO, for the total not-to-exceed amount of \$2,041,640.99, with funding from previously-approved Capital Expenditure Funds (CIR00164); and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.





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NEW BUSINESS ITEM L

Recommendation of the Procurement Committee to Approve Amendment No. 1, the First Renewal Option of Purchasing Contract 05-22, Landside Terminal Landscape Maintenance, and Irrigation Services with Helping Hand Lawn Care LLC

BACKGROUND & ISSUES

Material and labor to perform exterior landscape maintenance and irrigation services for Terminals A and B at MCO.

■ Three-year Term

- Commenced – December 1, 2021
- Expiring – November 30, 2024
- Options – Two additional one-year periods

On October 1, 2024, the Procurement Committee recommended exercising the first renewal option of Purchasing Contract 05-22.

FISCAL IMPACT

The fiscal impact is a not-to-exceed amount of \$1,739,173.15. Funding is from the Operations and Maintenance Fund.



RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to:

- Approve Amendment No. 1, the First Renewal Option for Purchasing Contract 05-22, Landside Terminal Landscape Maintenance and Irrigation Services with Helping Hand Lawn Care LLC;
- Authorize funding in a not-to-exceed amount of \$1,739,173.15 from the Operations and Maintenance Fund; and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents, following satisfactory review by legal counsel.





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NEW BUSINESS ITEM M

Recommendation of the Procurement Committee to Award Request for Proposals for RFP 24-205, Vehicle and Equipment Maintenance Services to Transdev Fleet Services, Inc.

BACKGROUND & ISSUES

Request for Proposals 24-205-RFB was issued on May 26, 2024, and supplies all material and labor to perform vehicle and equipment maintenance services at MCO and ORL for a five-year term with initial services starting on or about November 1, 2024. On June 24, 2024, one submission was received from Transdev Fleet Services.

On August 13, 2024, the Procurement Committee met to evaluate the single response and approved Staff to enter direct negotiations with Transdev Fleet Services, Inc. The result of the direct negotiations was a reduction of \$606,316.20 over the five-year term of the contract.

FISCAL IMPACT

The five-year fiscal impact is a not-to-exceed amount of \$24,063,828.12. Funding is from the Operations and Maintenance Fund.



RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to:

- Approve and award Request for Proposal 24-205-RFP to Transdev Fleet Services, Inc.;
- Authorize funding in a not-to-exceed amount of \$24,063,828.12 from the Operations and Maintenance Fund; and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents, following satisfactory review by legal counsel.





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NEW BUSINESS ITEM N

**Recommendation of the Procurement Committee to
Award Invitation for Bid 24-513-IFB, Janitorial Supplies
at the Orlando International Airport,
to Multiple Suppliers**



BACKGROUND

The award of this IFB will result in six Blanket Purchase Agreements (BPAs) for various janitorial supplies, provided on an “as-needed” basis, for a twelve-month period from October 17, 2024, through September 30, 2025, with possible extensions if funds remain and the unit prices are honored.

The IFB listed a total of fourteen separate items in six product groups:

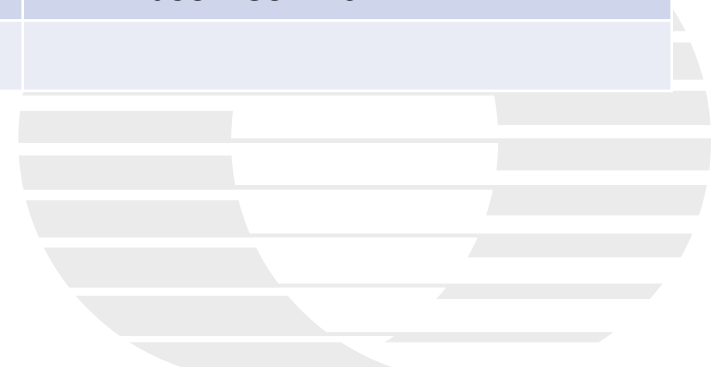
ITEM	GROUP NO.
Urinal Screens	1
Hand Soaps	2
Blue Recycling Bags	3
Clear Can Liners	4
Toilet Tissue, Jumbo Roll	5
Toilet Tissue, Small Roll	5
Paper Towel, Folded	6
Paper Towel, Roll	6



ISSUES

This solicitation was advertised on OpenGov and reached 15,413 prospective bidders. On August 26, 2024, twenty-nine responses were received from the following:

RESPONDENTS		
Agni Enterprises LLC DBA Head to Heels Safety Supplies	Filterbuy Incorporated (No Bid)	Patifco Corporation
Alex Goodwin Electric (No Bid)	Gem Supply Co	Pyramid School Products
All Florida Paper	GoKlean Products	Strategic Force USA
Allure Hospitality Supplier, Inc.	HD Supply	Trusted & Dependable Solutions
America's Office Source	Interboro Packaging Corp	Unipak Corp
Brady Companies LLC, Southeastern Paper Group	Mark Master Inc. (No Bid)	United Sales USA
Central Poly-Bag Corp.	Medline Industries, LP	Veritiv Operating Corp.
Coughlan Companies LLC DBA Capstone (No Bid)	Mini Wing USA	Vizocom ICT LLC
Dade Paper & Bag DBA Imperial Dade	Network Craze (No Bid)	WB Mason Co. Inc.
Energy Air, Inc. (No Bid)	ODP Business Solutions	



ISSUES

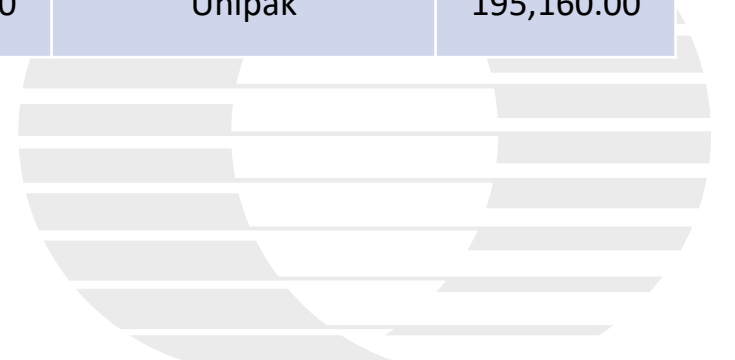
On October 1, 2024, the Procurement Committee recommended the approval to Award Invitation for Bid 24-513-IFB, Janitorial Supplies at MCO, to Multiple Suppliers. To minimize the chance of stock outs, it is most advantageous to award to six Primary lowest bid Respondents and seven Secondary low bid Respondents based on responsibility, responsiveness, and low price as follows:

LINE	DESCRIPTION	QTY	UOM	PRIMARY SUPPLIERS	TOTAL AMOUNT	SECONDARY SUPPLIERS	TOTAL AMOUNT
GROUP 1							
1	Deodorizer, Urinal Screen Mango	20	Case	Strategic Force	2,043.20	GEM Supply	2,104.20
2	Deodorizer, Urinal Screen Citrus	100	Case	Strategic Force	10,216.00	GEM Supply	10,522.00
3	Deodorizer, Urinal Screen Ocean Mist	20	Case	Strategic Force	2,043.20	GEM Supply	2,104.40
4	Deodorizer, Urinal Screen Spiced Apple	20	Case	Strategic Force	2,043.20	GEM Supply	2,104.40



ISSUES

LINE	DESCRIPTION	QTY	UOM	PRIMARY SUPPLIERS	TOTAL AMOUNT	SECONDARY SUPPLIERS	TOTAL AMOUNT
GROUP 2							
1	Soap, Hand, Foam, Disposable 1000mL	1000	Case	All Florida Paper	284,400.00	GEM Supply	285,400.00
2	Soap, Hand, Redifoam Fragrance Free, Refill, 2000mL	2000	Case	Dade Paper & Bag dba Imperial Dade	165,940.00	Veritiv Response Company	170,380.00
GROUP 3							
1	Bag, Recycling, Blue Tint, 40 - 45 Gal	4000	Case	United Sales USA	64,000.00	Dade Paper & Bag dba Imperial Dade	69,197.60
2	Bag, Recycling, Blue Tint, 38 Gal	2000	Case	Dade Paper & Bag dba Imperial Dade	25,952.80	ODP Business Solutions	26,526.40
GROUP 4							
1	Liner, Plastic, Clear, Medium, 30-35 Gal	11000	Case	Central Poly Bag	92,510.00	Unipak	92,840.00
2	Liner, Plastic, Clear, Large, Coreless Roll, 40-45 Gal	14000	Case	Central Poly Bag	194,320.00	Unipak	195,160.00

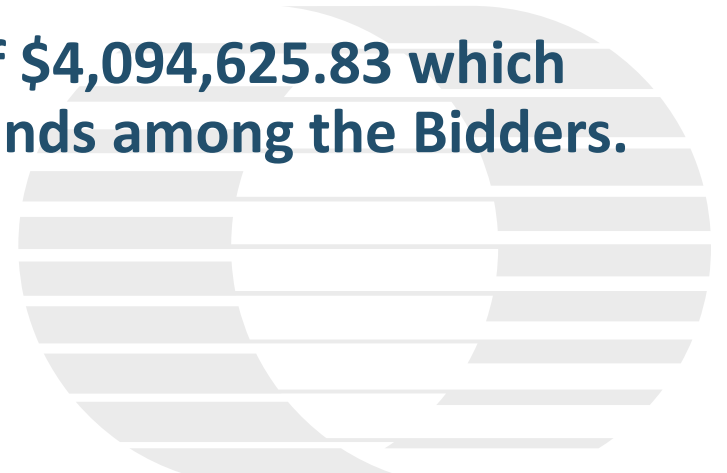


ISSUES

LINE	DESCRIPTION	QTY	UOM	PRIMARY SUPPLIERS	TOTAL AMOUNT	SECONDARY SUPPLIERS	TOTAL AMOUNT
GROUP 5							
1	Toilet Tissue, White, Small Roll	2500	Case	Strategic Force	92,400.00	GEM Supply	102,300.00
2	Toilet Tissue, Jumbo, 2-Ply	31000	Case	Strategic Force	624,340.00	GEM Supply	626,820.00
GROUP 6							
1	Towel, Paper, Folded, White	6900	Case	WB Mason	113,436.00	United Sales USA	117,645.00
2	Towel, Paper, White, Flex Continuous Roll	38000	Case	Dade Paper & Bag dba Imperial Dade	1,852,500.00	All Florida Paper	1,857,440.00

FISCAL IMPACT

The one-year term fiscal impact is a not-to-exceed amount of \$4,094,625.83 which includes a fifteen percent contingency for the allocation of funds among the Bidders. Funding is from the Operations and Maintenance Fund.



RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to:

- Award Invitation for Bid 24-513-IFB, Janitorial Supplies, at the Orlando International Airport, to both the Primary and Secondary Suppliers at a not to exceed total amount of \$4,094,625.83 as shown in the following table;

PRIMARY SUPPLIER TOTALS		SECONDARY SUPPLIER TOTALS		TOTAL REQUESTED
Supplier	Extended Amount	Supplier	Extended Amount	Total w/15% Contingency
Strategic Force	\$731,042.40	GEM Supply	\$745,955.20	\$857,848.48
All Florida Paper	\$284,400.00	GEM Supply	\$285,400.00	\$328,210.00
Imperial Dade	\$2,044,392.80	Veritiv Response Company	\$170,380.00	\$195,937.00
		ODP	\$26,526.40	\$30,505.36
		All Florida Paper	\$1,857,440.00	\$2,136,056.00
United Sales USA	\$64,000.00	Imperial Dade	\$69,197.60	\$79,577.24
Central Poly Bag	\$286,830.00	Unipak	\$288,000.00	\$331,200.00
WB Mason	\$113,436.00	United Sales USA	\$117,645.00	\$135,291.75
TOTALS:	\$3,524,101.20	TOTALS:	\$3,560,544.20	\$4,094,625.83



RECOMMENDED ACTION (cont'd)

- Authorize funding from the Operations and Maintenance Fund;
- Authorize the Purchasing Department to extend the term of the resulting BPA's if funds remain available at the end of the original BPA period; and,
- Authorize Procurement Services to issue the necessary Blanket Purchase Agreements (BPAs).





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NEW BUSINESS ITEM O

Recommendation of the Procurement Committee to Award Invitation for Bid 25-100-IFB, Roof Repairs and Waterproofing Maintenance to Atlas Apex Roofing, LLC

BACKGROUND & ISSUES

Invitation for Bid 25-100-IFB was issued on August 9, 2024, and supplies all material and labor to perform Roof Repair, Waterproofing and Emergency Services for MCO building envelopes for a five-year term with initial services starting on or about November 1, 2024.

On September 10, 2024, nine responses were received:

RESPONDENT	FIVE-YEAR BID PRICE
Atlas Apex Roofing, LLC	\$1,304,200
USI Roofing, LLC	\$1,571,100
CMM Roofing, Inc,	\$1,585,380
P&A Roofing and Sheet Metal, Inc.	\$1,684,100
Architectural Sheet Metal, Inc.	\$1,701,739
Bowhead Roofing	\$1,789,329
Weatherproofing Technologies Inc.	\$1,831,300
CP Ranking, Inc.	\$1,871,400
Hodges Brothers Roofing, LLC	\$2,802,800



BACKGROUND & ISSUES

On October 1, 2024, the Procurement Committee recommended award of Invitation for Bid 25-100-IFB to Atlas Apex Roofing, LLC as the lowest responsible and responsive bidder.

FISCAL IMPACT

The five-year fiscal impact is a not-to-exceed amount of \$1,304,200. Funding is from the Operations and Maintenance Fund.



RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to:

- Award Invitation for Bid 25-100-IFB to Atlas Apex Roofing, LLC as the low responsible and responsive bidder;
- Authorize funding in a not-to-exceed amount of \$1,304,200 from the Operations and Maintenance Fund; and,
- Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents, following satisfactory review by legal counsel.





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NEW BUSINESS ITEM P

**Recommendation of the Procurement Committee to
Purchase Five Passenger Boarding Bridges from
Oshkosh AeroTech, LLC**



BACKGROUND

On December 13, 2023, the Aviation Authority Board awarded Request for Proposals 23-533-RFP to Oshkosh AeroTech LLC (formerly known as JBT Aerotech Corporation) in the not-to-exceed amount \$20,348,552.

- The award was for ten Passenger Boarding Bridges for Terminals A and B gates and eight Passenger Boarding Bridges for Terminal C gate expansion and affiliated equipment.
- The terms of Request for Proposals 23-533-RFP, the prices are fixed for the base period from the award date through January 31, 2025, with having the ability to make additional purchases for the following five years through January 31, 2030. Pricing for the five years may be adjusted annually based on the Producer Price Index (PPI).



ISSUES

This purchase is for five Passenger Boarding Bridges for Terminals A and B gates to replace existing units nearing the end of their lifecycle. The purchase also includes freight, installation, commissioning, training and disposal of the old bridges.

On October 1, 2024, the Procurement Committee recommended the purchase of five passenger boarding bridges from Oshkosh AeroTech LLC.

FISCAL IMPACT

The value of this purchase is a not-to-exceed amount of \$4,149,450. Funding required will be allocated from the previously approved Capital Expenditure Fund.



RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to:

- Approve the purchase of five passenger boarding bridges from Oshkosh AeroTech LLC in accordance with the terms of the Aviation Authority Request for Proposal 23-533-RFP;
- Authorize funding from the previously approved Capital Expenditure Fund in the not-to-exceed amount of \$4,149,450; and,
- Authorize the Procurement Services Department to issue the necessary purchase order.





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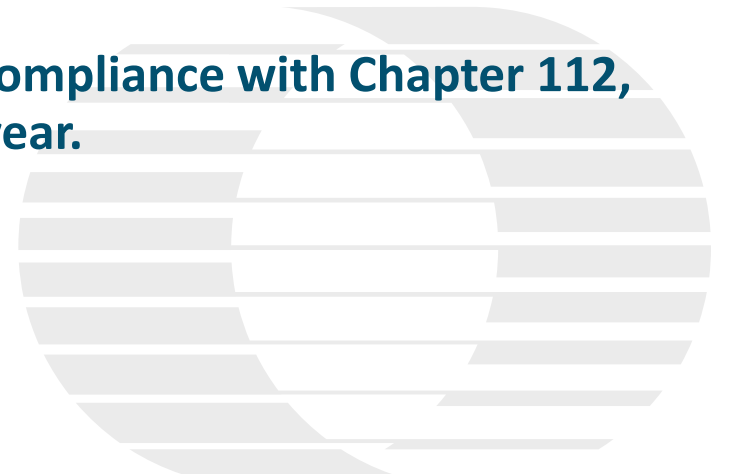
NEW BUSINESS ITEM Q

Recommendation to Authorize the Chief Executive Officer to Submit Documentation Demonstrating Compliance with Section 332.0075, Florida Statutes

BACKGROUND

Pursuant to Section 332.0075 Florida Statutes (F.S.) the governing bodies of large hub commercial service airport are required to:

- Post specified information on its website;
- Use competitive solicitation processes consistent with the requirements of Section 287.057, F.S. for purchases of commodities or contractual services which exceed the threshold amount of \$325,000;
- Approve, award, or ratify all purchases of contractual services or commodities in excess of \$1,500,000 as a separate line item on the agenda and provide a reasonable opportunity for public comment;
- Ensure each governing member completes 4 hours of ethics training each calendar year, which must address specified topics; and,
- Submit specific documentation, including a statement confirming compliance with Chapter 112, Chapter 287, and Section 332.0075, F.S., by November 1st of each year.



RECOMMENDED ACTION

It is respectfully requested that the Aviation Authority Board resolve to:

- **Authorize the Chief Executive Officer to submit the information requested by FDOT on behalf of the Board; and,**
- **Execute a statement that it has complied with Part III of Chapter 112, Chapter 287, and Section 332.0075, F.S.**





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PROCUREMENTS





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NEXT MEETING

DECEMBER 11, 2024

