GREATER ORLANDO AVIATION AUTHORITY

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AVIATION AUTHORITY BOARD MEETING

September 18, 2024

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CONSIDERATION OF MEETING MINUTES

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SERVICE RECOGNITIONS

RECOGNIZING YEARS OF SERVICE

20 YEARS

Michael Jenner
Firefighter/Engineer
ARFF

Janene Hodgkins
K-9 Handler
Security

30 YEARS

Eddie Lopez
Airline Division
BHS Agent

Sonia Romero
Senior Administrative Assistant
Public Affairs

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SYLMA DIAZ DIAZ
25 YEARS

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VICKI JARAMILLO
30 YEARS

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CHAIRMAN’S REPORT

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CEO REPORT


48
World Series Champion
2024


47
CHAMPS

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CONSENT AGENDA ITEMS

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CONSENT AGENDA ITEM BB

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NEW BUSINESS ITEM B

Third Amended and Restated Rate Resolution of the Greater Orlando Aviation Authority Relating to Airline Rates and Charges and Airline Operating Terms and Conditions for the use of Facilities at Orlando International Airport (MCO)

RATES & CHARGES METHODOLOGIES

Residual Ratemaking	Compensatory Ratemaking

Residual Ratemaking

- Airlines assume the risk of the airport's financial performance
- Airlines pay *all* airport costs and receive a credit for non-airline revenue (e.g., concessions, parking)
- Airlines retain surplus non-airline revenues

Compensatory Ratemaking

- Airport operator assumes the risk of the airport's financial performance
- Airlines pay fees and rental rates *only* for the facilities and services they use
- Airport operator retains surplus non-airline revenues
- Airport operator determines the capital program

RESIDUAL — HYBRID — COMPENSATORY

RESIDUAL	HYBRID	COMPENSATORY
✓ *Less financial risk for airport operator*	*Risk*	✓ *Greater financial risk for airport operator*
✓ *Less financial upside for airport operator*	*Reward*	✓ *Greater financial upside for airport operator*
✓ *Airline approval for capital projects*	*Control*	✓ *No airline approval for capital projects*

AIRPORT-AIRLINE BUSINESS RELATIONSHIP CAN BE WITH OR WITHOUT A BI-LATERAL AGREEMENT

AGREEMENT

- Negotiated with passenger and/or cargo airlines
- Agreements by definition include compromise

RATES BY RESOLUTION

- Rates established through consultation and Resolution by the Aviation Authority Board

HYBRID

GOAA

- Resolution of Airline Rates and Charges and Airline Operating Terms and Conditions
- Revenue Sharing Agreement

In return for the Airlines agreeing not to challenge our Rate Making Process, GOAA shares net remaining revenues with those passenger airlines that sign the Rate and Revenue Sharing Agreement and a 2-year Letter of Authorization ("Participating Airlines")

GOAA RATE MAKING HISTORY

30-year Residual Agreement expired FY 2008, ending strong airline controls over operating and capital budgets.

FY 2009-2013 five-year Hybrid Agreement with compensatory ratemaking, revenue sharing, and airline “safety net”.

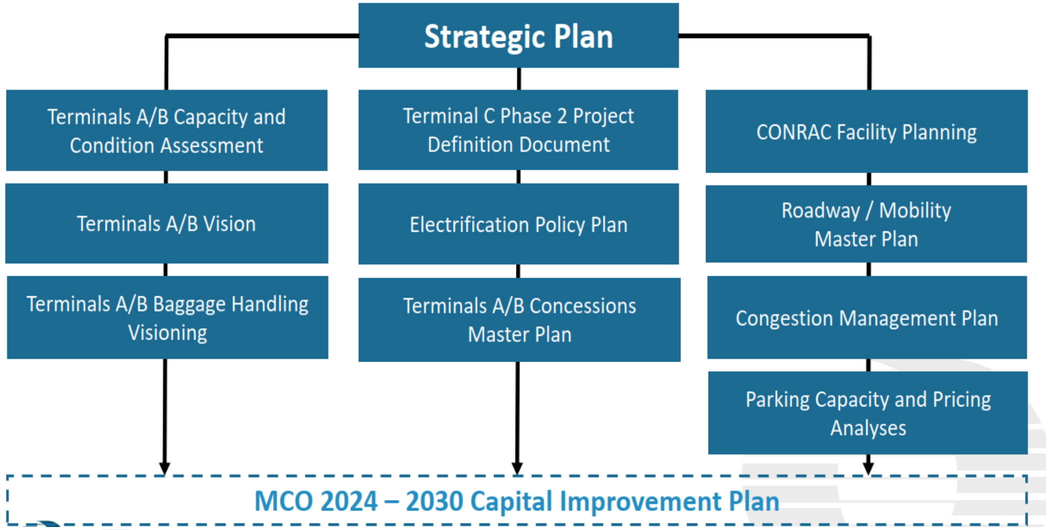
Airline rates and charges have been established by Resolution using a hybrid model since November 1, 2013, with modest refinements to the Rate Methodology and revenue sharing arrangement in 2016 and 2019.

The current Rate Methodology and Rate and Revenue Sharing Agreement became effective October 1, 2019. The Revenue Sharing Agreement expires on September 30, 2024.

Proposing new two-year extension effective FY 2025 through FY 2026.

BACKGROUND

- Strategic Plan September 2023
- Advance Planning Studies March 2024
- CIP Adopted June 2024
- Master Plan Update 2025 - 2026



- Current Rate and Revenue Sharing Agreement expires Sept 30, 2024
- Proposing two-year extension with certain modifications
- Goal for a longer-term agreement once Master Plan and Terminal C expansion scope and costs are further developed and incorporated in the CIP

AIRLINE RATES AND CHARGES BY RESOLUTION

Legal Basis:

The rate methodology is designed to recover from the air carriers using MCO their fairly allocated share of costs in accordance with the U.S. Department of Transportation's Policy regarding Airport Rates and Charges, 61 Fed. Reg. 31994 (Jun. 21, 1996), as amended, and other applicable laws.

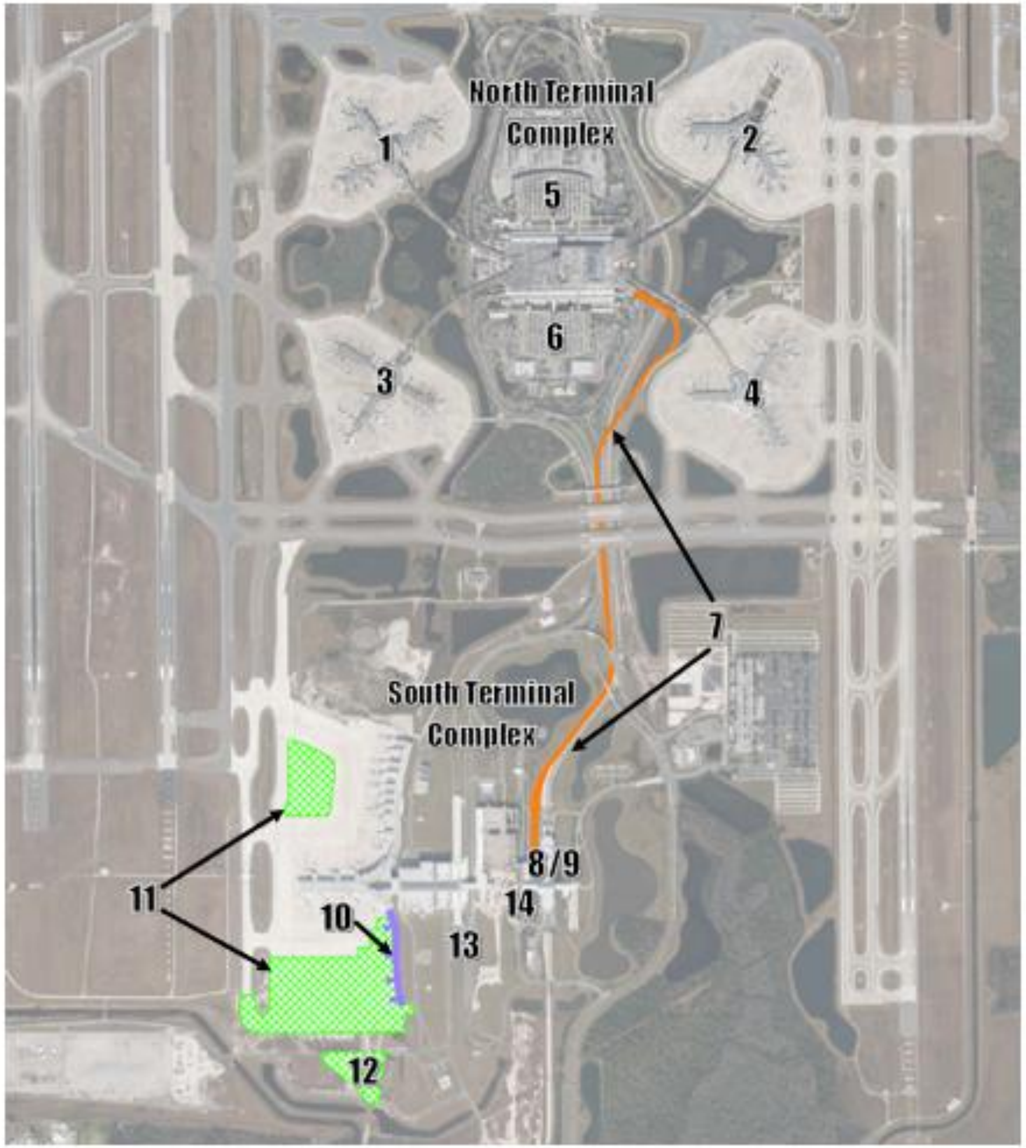
Supporting Documents:

- Rate Resolution – all terms and conditions for airlines at MCO
- Rate Book – contains specific rate formulas
- Operating Permit – allows an airline to operate on a monthly basis
- Letter of Authorization (LOA) – allows an airline to commit to occupy and use facilities longer than a monthly basis
- Airline Operations Procedures – contains detailed operating rules
- Rate and Revenue Sharing Agreement – provides for revenue sharing with participating airlines that make long term commitments to the Authority

GOALS AND OBJECTIVES FOR NEXT TWO YEARS (FY 2025 & 2026)

The need to retain additional revenues to continue to keep our assets in a state of good repair and the need to increase throughput by having the ability to move airlines around the facility to provide the best experience for our customers consistent with our mission to seamlessly connect Florida and the world through exceptional experiences collaboration and creativity drives the goals for this agreement extension.

- Continue to deliver the world class Customer Experience
- Continue to provide opportunities for domestic and international air service expansion, but recognize the economics of the Orlando marketplace by motivating airlines to maximize gate utilization
- Accommodate both expanding incumbents and new entrants
- Provide competitive rates for all facilities
- Retain more revenues to continue to provide resources to maintain our infrastructure assets in a state of good repair



1 - Airside 1
2 - Airside 2
3 - Airside 3
4 - Airside 4
5 - Terminal A
6 - Terminal B
7 - Terminal Link
8 - South Terminal Train Link Station
9 - South Terminal Train Station
10 - Terminal C Restart Gates
11 - Terminal C Ramp/RON/AF
12 - Terminal C GSE
13 - Proposed ConRAC Site
14 - Pedestrian Bridge

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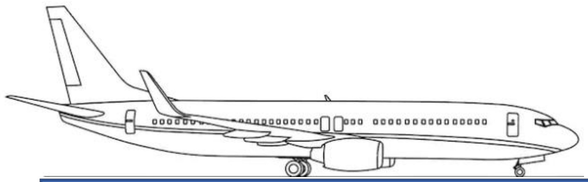
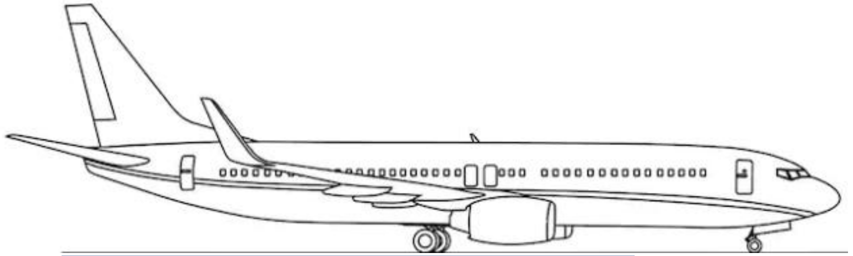
KEY ELEMENTS OF MCO'S RATE METHODOLOGY

Narrow-Body Equivalent



Group I-IV = 1.0

Group V = 1.5



Group VI = 2.0

- **Airlines commit to gates on an annual access basis with cost of gates equalized across all North and South Terminal gates based on a Narrow Body Equivalent (NBE) gate divisor***

- **Baggage System charge is comprised of the space rental plus operation and maintenance expense and charged based on passengers. Single Airport Wide Baggage Fee**

- **The ticket counter and bag make-up costs are charged based on the space used in the North Terminal and on a proportional basis with other users based on gate usage in the South Terminal**

- **All other airline committed premises charged based on a per square foot basis**

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*Gate fee for NBE is 1.0x, for Jumbo 1.5x, and for Super Jumbo 2.0x

RATE METHODOLOGY - COMPARISON

CURRENT

- Authority retains 100% of the first $55M, 0% of the next $10M, and 50% of the remaining revenues
- Baggage System charge is comprised of the space rental plus operation and maintenance expense and charged based on passengers. The North Terminal costs are calculated separately from the South Terminal.
- Include debt service coverage in rate base when budgeted or actual all-in coverage is below 1.3x

PROPOSED

- Authority retains 100% of the first $110M, 0% of the next $17M, 25% of the amounts paid by the airlines in debt service coverage in the fiscal year to the extent eligible, and 50% of the remaining revenues
- Baggage System charge is comprised of the space rental plus operation and maintenance expense and charged based on passengers. Single Airport Wide Baggage Fee.
- Include debt service coverage in rate base without regard to projected or actual all-in coverage (with sharing 75% to Participating Airlines to the extent available).

RATE METHODOLOGY - COMPARISON

CURRENT

- The Aviation Authority office space is classified as Rentable Space.
- Security Screening Checkpoint (SSCP) included in non-rentable public.

PROPOSED

- Recover the cost of GOAA office space in the terminals through an allocation of the cost of this space based on the Terminal Rate to each of the cost centers.
- Implement a new passenger security screening checkpoint (SSCP) fee per enplaned passenger with SSCP space reclassified from non-rentable to Rentable Space. The SSCP space times the Terminal Rate will be multiplied by 97% to yield the SSCP requirement for the airlines. Enplaned passengers account for 97% of TSA checkpoint counts.

ELIGIBILITY REQUIREMENTS & DISBURSEMENT OF REVENUE SHARING

To be eligible to become a Participating Airline and share in net remaining revenues, airlines are required to:

- Sign a Rate and Revenue Sharing Agreement provided that eligibility windows begin as of October and April 1 in such year
- Agree not to challenge the Rate Methodology for the five-year period from FY 2020 to FY 2024, plus an additional two-year extension period through the end of the fiscal year 2026
- Commit to use at least one gate and related holdroom, ticket counter and queue space, and baggage areas through September 30, 2026, under a Letter of Authorization
- Airline revenue sharing will continue to be allocated among the Participating Airlines by relative Participating Operating Payments to the extent commitments are made through September 30, 2026

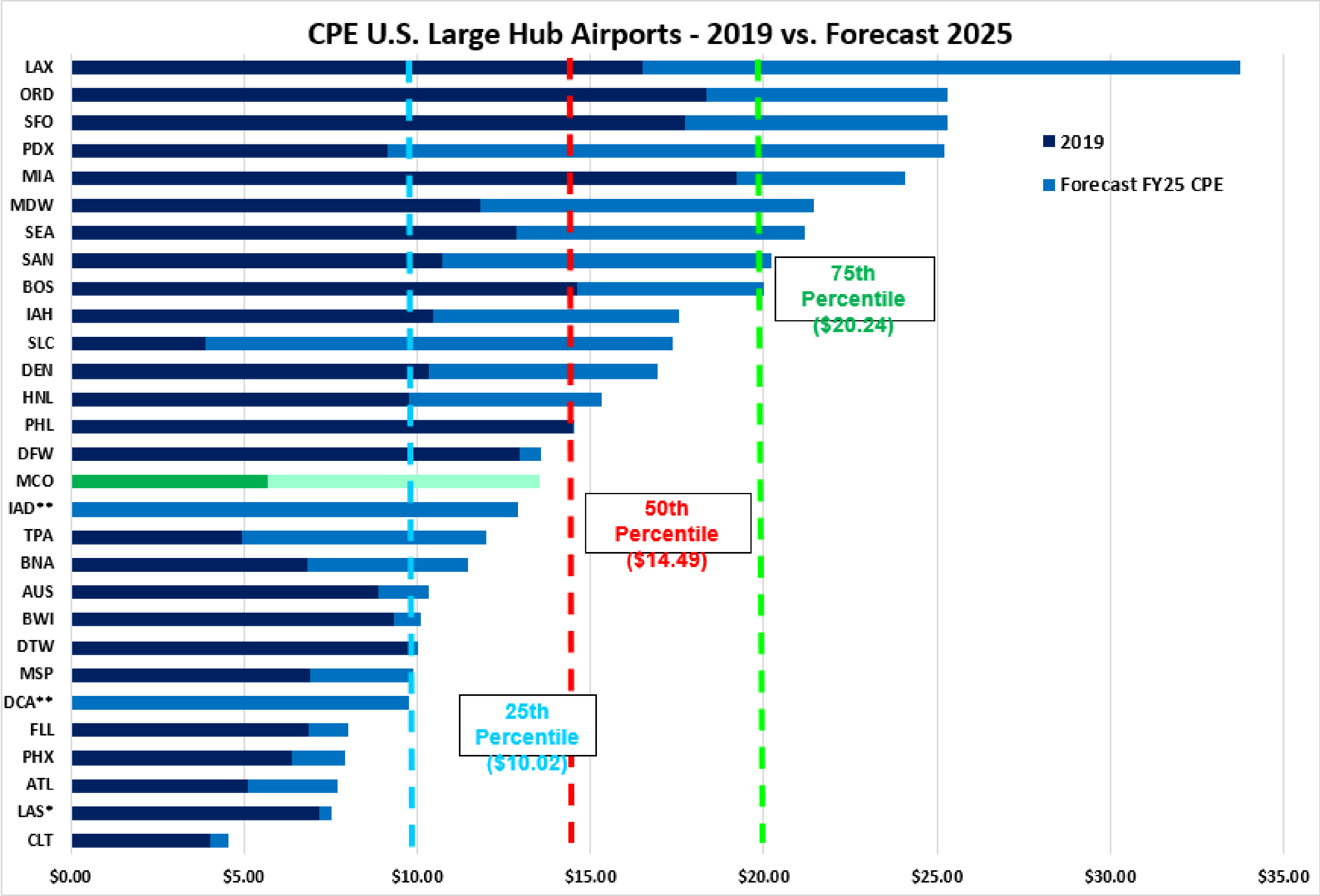
STRONG PROJECTED FINANCIAL METRICS (FISCAL YEARS)

	2022 Actual	2023 Actual	2024 Projection	2025 Budget	2026 Forecast
Debt Service Coverage					
Senior Lien	**8.42**	**7.34**	**8.05**	**5.15**	**5.67**
Priority Subordinate Lien	**8.77**	**3.84**	**7.34**	**6.04**	**6.75**
Aggregate Total Senior, Priority Subordinate and other Parity Indebtedness					
Bond Resolution	**2.11**	**2.77**	**3.11**	**2.67**	**2.61**
PFC as Revenue	**1.84**	**2.16**	**2.33**	**2.10**	**1.99**
Senior, Subordinate, Other Obligations	**2.11**	**2.63**	**2.90**	**2.49**	**2.45**
Airline Cost per Enplaned Passenger[1]					
All Airlines	**4.91**	**7.64**	**9.14**	**13.53**	**14.13**
Participating Airlines	**3.81**	**6.15**	**7.43**	**11.92**	**12.47**

1. Historical based upon revenue sharing with Participating Airlines in accordance with the FY 2020-2024 Rate and future on new FY 2025 - 2026 Rate and Revenue Sharing Agreement

For debt service coverage amounts:
Bond Resolution = Net Revenues divided by total senior and subordinated debt service after disregarding Available PFC Revenues.
PFC as Revenue = Net Revenues plus Available PFC Revenues divided by gross total senior and subordinated debt service.
Sources: Historical: Greater Orlando Aviation Authority; Forecast: LeighFisher, July 2024

CPE U.S. LARGE HUB AIRPORTS – 2019 VS FORECAST 2025



Sources: Various Official Statements, rating agency reports, FAA 5100-127, and certain other sources. Data is for fiscal year of each airport shown as of August 12, 2024.

* LAS historical CPE is for 2023 because its future CPE is less than 2019; ATL & IAD CPEs includs special facility revenue bond debt service for terminal improvements payable by the airlines.

SUMMARY

This extension agreement and methodology changes, position the Aviation Authority to:

- Retain additional revenues to continue to keep our assets in a state of good repair
- Accommodate unprecedented growth in passenger traffic at MCO by enhancing the ability to balance airline operations between terminals (Single Airport Wide Baggage Fee)
- Continue to accommodate multiple terminal costs consistent across the terminals (North Terminal and South Terminal) for operational flexibility (blended terminal rental rate)
- Continue the innovative practice of assigning gate access and priority gate access rather than traditional preferential use basis to encourage efficient gate utilization which will continue to:
  - Maximize the use of Airport facilities mitigating the need for excessive capital improvements
  - Allow airlines that utilize gates efficiently to pay lower cost per enplaned passenger
  - Result in additional gate availability, enabling the Aviation Authority to accommodate additional air service
- Continue to provide world class customer experience… *"To seamlessly connect Florida and the world through exceptional experiences, collaboration, and creativity."*

RECOMMENDED ACTION

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

- **Approve the Third Amended and Restated Resolution Relating to Airline Rates and Charges and Airline Operating Terms and Conditions for the Use of Facilities and Services at Orlando International Airport;**
- **Approve the Rate Book, the Rate Methodology described therein, and the specific Rates and Charges calculated thereunder for the use and occupancy of the Airport beginning October 1, 2024, and authorize the Chief Executive Officer to provide notice to the airlines operating at the Airport of such Rates and Charges;**
- **Authorize the Chief Executive Officer to approve and provide notice to the Airlines of Rates and Charges for future fiscal years that are calculated in accordance with the Rate Methodology approved hereby and to deliver such notice in the form of a Rate Book or rate schedule;**
- **Approve the form and concept of the Rate and Revenue Sharing Extension Agreement (through FY 2026) for use with existing Participating Airlines and the Rate and Revenue Sharing Agreement for new Participating Airlines, including for each any changes thereto not inconsistent with the Resolution that are deemed reasonable and appropriate by the Chief Executive Officer after review by legal counsel;**

RECOMMENDED ACTION (cont'd)

- Authorize and direct the Chief Executive Officer to execute from time to time Rate and Revenue Sharing Extension Agreements with airlines satisfying the conditions thereof to the extent a sufficient number of airlines, in the Chief Executive Officer's discretion, executes such agreements;
- Approve the forms of new Letter of Authorization and Operating Permit and an Extension Agreement for execution by existing Participating Airlines, including any changes thereto not inconsistent with the Resolution that are deemed reasonable and appropriate by the Chief Executive Officer after review by legal counsel, and authorize and direct the Chief Executive Officer to execute from time to time Letters of Authorization and Operating Permits and any documents serving a similar function with airlines satisfying the conditions thereof;
- Authorize Staff to develop, adopt, amend, modify, and implement from time to time such operational policies and procedures for the use and occupancy of the Airport that are not inconsistent with the Resolution; and,
- Request Orlando City Council concurrence, as necessary, to any of the foregoing requiring City approval.

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NEW BUSINESS ITEM C

Recommendation for Final Adoption of the Aviation Authority's Budget for the Fiscal Year Beginning October 1, 2024, and Ending September 30, 2025

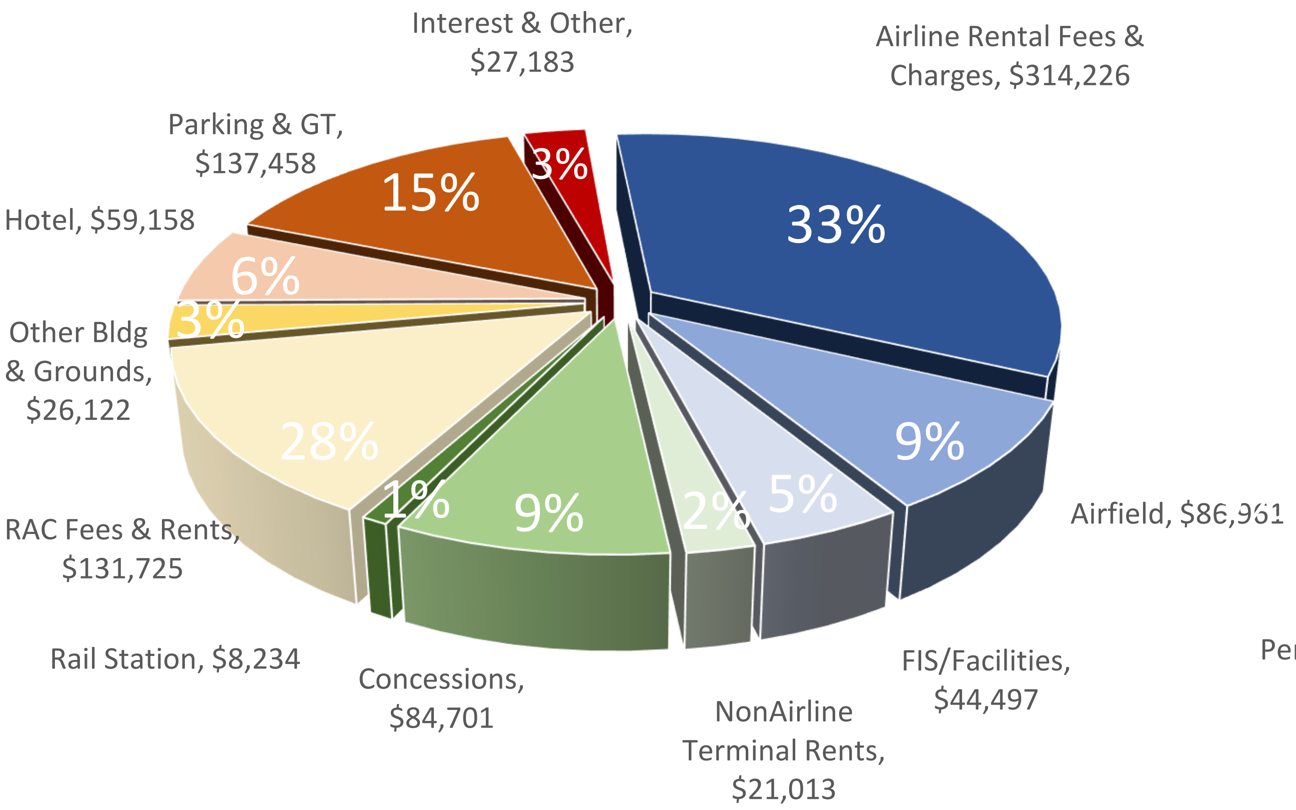
FY 2025 PRELIMINARY BUDGET

- Public Hearing held on September 9, 2024 at the Orlando City Council Meeting
- No comments
- No changes from August 18, 2024 Preliminary Budget Presentation

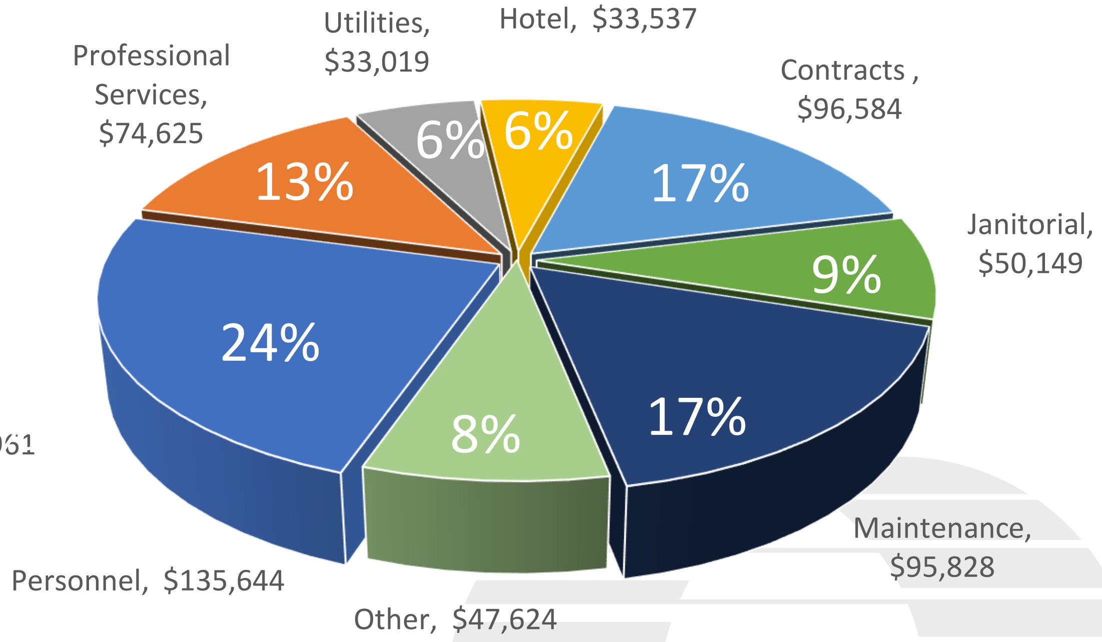
FY 25 PRELIMINARY REVENUES & EXPENSES – ORLANDO INTERNATIONAL AIRPORT

($ in thousands)

Revenues $941,278



Expenses $567,010



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NO LOCAL TAX DOLLARS!

PRELIMINARY BUDGET FY 25

	Budget FY 2025	Budget FY 2024
Total Revenue	$ 941,278,000	$ 831,620,000
Less: Airport Exclusive Revenues	(8,234,366)	(6,317,042)
Net Revenue	933,043,634	825,302,958
Expenses		
Less: Operation and Maintenance Exp/Reserve	(575,826,667)	(536,878,333)
Less: Non PFC Supported Debt Service	(139,958,889)	(104,754,711)
Less: Central Energy Plant Obligation	(10,189,285)	(10,189,285)
Total Airport Requirement	725,974,841	651,822,329
Remaining Revenues	$ 207,068,794	$ 173,197,630
Senior Lien Coverage	5.15x	5.84x
Priority Subordinated Indebtedness	6.04x	5.21x
All Indebtedness	2.67x	2.04x
Cost Per Enplaned Passenger (CPE)	$13.53	$10.64
CPE for Participating Airlines	$11.92	$9.28

BUDGET COMPARISONS ORLANDO EXECUTIVE AIRPORT

	Preliminary FY 2025	Adopted FY 2024
Revenues		
Aviation Related	$ 1,349,797	$ 1,330,554
Commercial Properties	2,798,010	3,115,486
Other Revenue	717,726	513,960
Federal Relief	0	748,100
Total Revenues	4,865,533	5,708,100
Contribution from Fund Balance	5,826,848	0
Total Revenues and Other Contributions	$ 10,692,381	$ 5,708,100
Expenses		
Operations & Facilities	$ 2,092,580	$ 1,961,820
Safety & Security	1,325,190	1,811,230
Administration	736,770	754,020
Non Allocated Operating	351,400	329,930
Total Expenses	4,505,940	4,857,000
Capital Outlay and Improvements	6,186,441	851,100
Total Expenses and Capital Outlay	$ 10,692,381	$ 5,708,100

RECOMMENDED ACTION

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

- **Approve the Resolution to adopt the Aviation Authority's Budget for the Fiscal Year beginning October 1, 2024 and ending September 30, 2025; and,**

- **Authorize the Chairman and Assistant Secretary to execute the Resolution.**

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NEW BUSINESS ITEM A

Review and Recommendations for Airline Agreement and Baggage Processing Challenges

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NEW BUSINESS ITEM D

Bid Package (BP) No. 00050, ORL Runway 7-25 Rehabilitation and Related Work

Orlando Executive Airport (ORL)

BACKGROUND

On February 21, 2024, the Aviation Authority Board approved the award of a Professional Services Agreement for Runway 7-25 Rehabilitation and Related Work at ORL with Avcon, Inc. (AVCON), following a competitive award process in compliance with state statutes and Aviation Authority policies.

BP No. 00050 will include the rehabilitation and related work of Runway 7-25. Construction will include, but not be limited to, mill and overlay of the existing asphalt pavement for the runway, its runway blast pads, its intersection with Runway 13-31 and the connecting taxiways located within the runway safety area, and improvements required for compliance with the Federal Aviation Administration (FAA) current standards for runway safety areas, geometry, drainage, markings, lighting and signage.

Construction is scheduled to start in November 2025 and be completed in May 2026.

ISSUES

A fee has been negotiated with AVCON for a total amount of $1,525,120 to provide Design Phase Architecture/Engineering (A/E) Services for BP No. 00050. Services will consist of design services through bid and award, permitting and other related services necessary for the project.

Services may include, but are not limited to, airfield, civil, traffic, environmental, structural, mechanical and electrical engineering design; security and systems design; utilities and infrastructure design; runway and taxiway design; roadway design; surveying; evaluation and documentation of existing conditions; verification of as-built conditions including verification of all existing above and underground utilities; cost estimating and scheduling; technical studies; permitting; construction administration and resident engineering; and all other related services.

BP No. 00050 SITE MAP

FISCAL IMPACT

The fiscal impact is a not-to-exceed amount of $1,525,120. Funding is from FAA and Florida Department of Transportation (FDOT) Grants to the extent eligible, and previously-approved ORL Revenue Funds.

On June 24, 2024, the Orlando City Council authorized the acceptance of the grant offered by the FAA in the amount of $1,372,608 for BP No. 00050 on behalf of the Aviation Authority which also included the associated contracts. The FAA grant was fully executed on September 4, 2024.

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 Professionals Services Agreement for Runway 7-25 Rehabilitation and Related Work at ORL with Avcon, Inc. for Design Phase A/E Services for BP No. 00050, Runway 7-25 Rehabilitation and Related Work at ORL, for the total amount of $1,525,120, which includes the not-to-exceed fees amount of $1,456,049 and the not-to-exceed expenses amount of $69,071, with funding from FAA and FDOT Grants to the extent eligible and previously-approved ORL Revenue 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

Recommendation to Approve an Addendum to the Continuing Transportation Planning Services Agreement with HNTB Corporation to Support Project W-00446, a Master Mobility Plan at the Orlando International Airport (MCO)

BACKGROUND

In 2023, the Aviation Authority completed a near-term transportation study to analyze the current roadway system and its performance through the year 2031. This effort identified several roadways and curb areas that are capacity constrained. The study also recommended several near-term improvements that are now included in the recently approved five-year Capital Improvement Plan (CIP).

2023 was also an important milestone for the airport when the Aviation Authority Board adopted a new Strategic Plan for the organization. As a result, our transportation planning thought process has evolved to reflect the influence of the new Strategic Plan. The emphasis is not just roadways but now has a focus on the vision to be the leader in the evolution of mobility.

ISSUES

HNTB Corporation will partner with HDR Engineering, Inc. to develop the Master Mobility Plan that will help create traffic models, identify capacity constraints, identify high-level and innovative strategies to mitigate for these constraints, identify and prioritize the future roadway network, and identify other mobility opportunities.

Additionally, this effort will include:

- Integrated Corridor Management
- Curbside Management Plan
- Examine the external network and identify areas for improvement
- Update employee Transportation Demand Management (TDM)
- Traffic management strategy planning/implementation steps
- Develop MCO Visum and Vissim models for scenario planning & alternatives traffic forecast development
- Present improvement strategies and work to align outside agency efforts to enhance regional mobility
- Preparation of a Mobility Blueprint

FISCAL IMPACT

The fiscal impact is a not-to-exceed amount of $1,487,292.

- **2024 Capital Expenditure Funds - $1,345,707**
- **2025 Capital Expenditure Funds - $141,585 (subject to adoption of the FY 2025 Aviation Authority Budget by the Aviation Authority Board under separate item)**

RECOMMENDED ACTION

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

- **Approve an Addendum to the Continuing Transportation Planning Services Agreement with HNTB Corporation for the Master Mobility Plan;**

- **Authorize funding from Capital Expenditure Funds in the not-to-exceed amount of $1,487,292; and,**

- **Authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents in a form satisfactory to such officer, following satisfactory review by legal counsel.**

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NEW BUSINESS ITEM F

Recommendation to Approve Multiple Addenda to the Professional Services Agreement to Anser Advisory

BACKGROUND

On August 17, 2022, the Aviation Authority Board approved an Agreement for Financial Consulting for Construction, Maintenance, Environmental, and Other Projects; Construction Payment Application and Invoice Review; Financial Consulting for the CIP and CIR; Grant and PFC Application Services; Extension of Staff Services; and Audit and Advisory Services at Orlando International and Executive Airports Agreement with the following firms, following a competitive award process in compliance with state statutes and Aviation Authority policies:

- Anser Advisory Consulting, LLC dba Anser Advisory (Categories 1, 2, 3, 4, 5 and 6)
- Carr, Riggs & Ingram, LLC (Categories 2, 3, and 6)
- CohnReznick, LLP (Categories 1, 2, 5 and 6)
- R.M. Chin & Associates, Inc. (Categories 1, 3, 4, and 6)
- Talson International, LLC (Categories 2 and 6)

The agreements are structured as a no-cost base agreement with negotiated hourly rates. Services that are within the advertised scope are negotiated on an as-needed or annual basis, and awarded as addenda to the base agreement.

ISSUES

Services	Proposed Addendum Amount / Funding Source
FY 2025 Staff Extension Support Services to the Finance Department	**$292,320** O&M
FY 2025 CIP and CIR Support Services to the Finance Department	**$983,604** O&M
FY 2025 Financial Consulting for Construction, Maintenance, Environmental, and Other Projects to the Finance Department	**$2,183,708** FDOT, PFCs, CFCs, GARBS and O&M
FY 2025 Construction Payment Application and Invoice Review Services to the Finance Department	**$2,565,912** O&M
FY 2025 Financial Consulting for Construction, Maintenance, Environmental, and Other Projects to the Construction and Engineering Department	**$3,098,964** FDOT, PFCs, CFCs, GARBS and O&M

FISCAL IMPACT

The fiscal impact is a not-to-exceed amount of $9,124,508. Funding is from the Operations and Maintenance Fund, General Airport Revenue Bonds, Grants, Passenger Facility Charges and Customer Facility Charges to the extent eligible.

RECOMMENDED ACTION

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

- **Approve Multiple Addenda to the Anser Advisory Consulting, LLC dba Anser Advisory as follows:**
  - **FY 2025 Staff Extension Support Services to the Construction Finance Department for the total not-to-exceed fees amount of $292,320, with funding from Operations and Maintenance Funds**
  - **FY 2025 CIP and CIR Support Services to the Engineering and Construction Departments for the total not-to-exceed fees amount of $983,604, with funding from Operations and Maintenance Funds**
  - **FY 2025 Financial Consulting on Construction, Maintenance, Environmental and Other Projects to the Finance Department for the total not-to-exceed fees amount of $2,183,708, with funding from FDOT Grants to the extent eligible, Passenger Facility Charges to the extent eligible, Customer Facility Charges to the extent eligible, General Airport Revenue Bonds, and Operations and Maintenance Funds**

RECOMMENDED ACTION (cont'd)

- **FY 2025 Construction Payment Application and Invoice Review Services to the Construction Finance Department for the total not-to-exceed fees amount of $2,565,912, with funding from FDOT Grants to the extent eligible, Passenger Facility Charges to the extent eligible, Customer Facility Charges to the extent eligible, General Airport Revenue Bonds, and Operations and Maintenance Funds**
- **FY 2025 Financial Consulting on Construction, Maintenance, Environmental and Other Projects to the Construction and Engineering Departments, for the total not-to-exceed fees amount of $3,098,964, with funding from FDOT Grants to the extent eligible, Passenger Facility Charges to the extent eligible, Customer Facility Charges to the extent eligible, General Airport Revenue Bonds, and Operations and Maintenance 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 G

24-642-RFP-PS Insurance Broker Services – Risk Management Program

BACKGROUND

The current contract for Insurance Broker Services is expected to expire April 30, 2025. Staff elected to separate these services, one for the Aviation Authority's Risk Management Program (24-642-RFP-PS) and one for the Insurance Program for Capital Program projects (24-643-RFP-PS).

On June 16, 2024, the Aviation Authority issued a request for proposals, 24-642-RFP-PS, for Insurance Broker Services (RFP). The term of the contract will be for five years, with initial service to commence on or about October 1, 2024 to better align with the Aviation Authority's insurance renewal schedule.

ISSUES

On July 16, 2024, the Aviation Authority received five proposals that were found responsive.

On August 13, 2024, the Procurement Committee met to evaluate and score proposals; however, elected to send all proposals to interviews.

On August 27, 2024, the Procurement Committee met for interviews and to score each respondent based on each proposal, consideration of staff’s review, respondents’ responses to supplemental questions, answers to interview questions.

ISSUES

Evaluation Criteria takes into consideration: Experience of Firm, Experience of Service Team, Approach and Methodology, Ability to Perform the Scope of Services, Additional Requirements, and Fee.

The Procurement Committee evaluated, scored and ranked the five responsive firms as follows:

Respondents	Fee	Score	Rank
Arthur J. Gallagher Risk Management Services, LLC	$1,464,000	83.97	First
Southeastern Series of Lockton, Inc.	$1,625,000	73.68	Second
Aon Risk Services, Inc. of Florida	$1,750,000	68.49	Third
Alliant Insurance Services, Inc.	1,125,000	67.87	Fourth
McGriff Insurance Services, LLC	$435,000	61	Fifth

ISSUES

Based thereon, the Procurement Committee recommended the overall ranking of the proposals as follows:

First:	**Arthur J. Gallagher Risk Management Services, LLC**
Second:	**Southeastern Series of Lockton, Inc.**
Third:	**Aon Risk Services, Inc. of Florida**
Fourth:	**Alliant Insurance Services, Inc.**
Fifth:	**McGriff Insurance Services, LLC**

FISCAL IMPACT

The five-year value of Request for Proposal 24-642-RFP-PS is a not-to-exceed amount of $1,464,000. Funding will be allocated from the Operations and Maintenance Fund as approved through the budget process and when funds become available.

RECOMMENDED ACTION

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

- **Approve the ranking and award 24-642-RFP-PS to Arthur J. Gallagher Risk Management Services, LLC;**
- **Authorize funding from the Operations and Maintenance Fund in a not-to-exceed amount of $1,464,000; 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 H

Recommendation of the Procurement Committee to Approve Amendment No. 1 for Procurement Contract 24-101-B-RFP, Information Technology Continuing Services Agreement with Faith Group Consulting LLC

BACKGROUND & ISSUES

Amendment No. 1 is for the continuation of Digital Ecosystem and Content Production Services for FY25 at the Orlando International Airport.

In May 2024, the Aviation Authority Board awarded Request for Proposal 24-101-RFP to Faith Group Consulting LLC for IT Consulting Services. The contract expires May 31, 2029.

This continuation of services enables the airport to broadcast original content and up-to-date information to passengers and includes the latest instructions, events, promotions, and safe travel tips, as well as messaging, flight information, wait times and other live data to over 2,000 screens throughout the airport.

These services will provide a unified experience for Terminals A, B and C.

BACKGROUND & ISSUES

The services include design, production, implementation, ongoing content, maintenance, system changes, lab upkeep, playlist management and project management.

All content will remain controlled by the established Video Working Group and the Aviation Authority Video Steering Group.

Amendment No. 1 includes Visual Communication Innovation, resulting in a 3.8% increase from the prior year.

FISCAL IMPACT

The fiscal impact is a not-to-exceed amount of $3,100,000.

- **Period: October 1, 2024, through September 30, 2025**
- **Funding is from Operations and Maintenance Funds**

RECOMMENDED ACTION

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

- Approve Amendment No. 1 to Faith Group Consulting LLC;
- Authorize funding from the Operations and Maintenance Fund in the not-to-exceed amount of $3,100,000; 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 I

Recommendation of the Procurement Committee to Approve Amendment No. 1 for the Renewal of Procurement Supplemental Contract 24-148-OEC, Purchases of Cisco Hardware, SmartNet, Licenses, Related Products, Services, and Solutions to Veytec, Inc.

BACKGROUND & ISSUES

In January 2023, the Aviation Authority Board awarded Supplemental Contract 23-148-OEC, Purchase of Cisco Hardware, SmartNet Licenses and Related Products, Services and Solutions to Veytec, Inc., an authorized Cisco partner, through the utilization of State of Florida Contract #43230000-NASPO-16-ACS-SVAR. The current term expires September 30, 2024.

This Contract is for multiple purchases throughout the fiscal year, and is allowed by Aviation Authority Policy 450.03, "Government Contract/Annual Contract" which permits the procurement of items from a supplier based on a requirements contract/annual/muti-year agreement with any public entity

BACKGROUND & ISSUES

Aviation Authority Information Technology operates, supports and maintains a large Cisco-based switched network infrastructure spanning significant portions of the MCO and ORL campuses.

Aviation Authority IT routinely purchases equipment or services each year to accommodate expansion or refresh/replacement as required.

All Aviation Authority-owned Cisco Network Switch Hardware, SmartNet, Licenses, Related Products, Services, and Solutions require support and maintenance to ensure the continuous support of the Aviation Authority's operations.

The agreements and technical expertise required are only available directly from the original hardware/software manufacturer and Cisco partners. Utilizing unauthorized Cisco resellers could void warranties.

FISCAL IMPACT

The fiscal impact is a not-to-exceed amount of $1,100,000.

- **Period: October 1, 2024, through September 30, 2025**
- **Funding is from Capital Expenditure and Operations and Maintenance Funds**

RECOMMENDED ACTION

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

- **Approve Amendment No. 1 for the Renewal of Supplemental Agreement 23-148-OEC to Veytec, Inc.;**
- **Authorize funding from the Capital Expenditure and Operations and Maintenance Funds in the not-to-exceed amount of $1,100,000; 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 J

Multiple Addenda for Fiscal Year (FY) 2025 Services with Geotech Consultants International, Inc. (GCI)

BACKGROUND

On May 18, 2022, the Aviation Authority Board approved Continuing Program and Project Management Services Agreements with the following firms, following a competitive award process in compliance with state statutes and Aviation Authority policies:

- AECOM Technical Services, Inc.
- Cost Management, Inc. dba CMI *(MWBE)*
- Geotech Consultants International, Inc. dba GCI, Inc. *(MWBE)*
- PSA Constructors, Inc. dba PSA Management, Inc. *(MWBE/LDB)*
- The Roderick Group, Inc. dba Ardmore Roderick *(MWBE)*
- WSP USA, Inc

ISSUES

Per the Aviation Authority's Policy 450.04, the Aviation Authority Board must approve all contract addenda and applicable amendments that result in the value of any contract being increased, in the aggregate, by $250,000 or more over the contract value. The Procurement Committee (PC) recommended approval of the addenda to the above-referenced agreement, as follows:

FY 2025 Services	Amount	Funding Source
Safety Management Support Services to Construction	$224,930	O&M*
Small Projects Support Services to Construction	$532,384	O&M*
Staff Extension Services to Airline Relations	$549,148	O&M*

*Operations and Maintenance Funds

FISCAL IMPACT

The fiscal impact is $1,306,462. Funding is from Operations and Maintenance Funds (subject to adoption of the FY 2025 Aviation Authority Budget by the Aviation Authority Board under separate item).

RECOMMENDED ACTION

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

- **Approve Multiple Addenda to the Continuing Program and Project Management Services Agreement with GCI as follows: (a) FY 2025 Staff Extension Services for Safety Management Support to the Construction Department at MCO, for the total not-to-exceed fees amount of $224,930, with funding from Operations and Maintenance Funds; (b) FY 2025 Staff Extension Services for Small Projects, including Project Manager and Project Coordinator Services, to the Construction Department at MCO, for the total not-to-exceed fees amount of $532,384, with funding from Operations and Maintenance Funds; and, (c) FY 2025 Staff Extension Services to Airline Relations at MCO, for the total not-to-exceed fees amount of $549,148.00, with funding from Operation and Maintenance 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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NEXT MEETING

OCTOBER 16, 2024

AT ORLANDO EXECUTIVE AIRPORT (ORL)