

**GREATER ORLANDO AVIATION AUTHORITY**  
**REVISED AGENDA**

DATE: WEDNESDAY, DECEMBER 11, 2024

TIME: 2:00 P.M.

PLACE: CARL T. LANGFORD BOARD ROOM, ORLANDO INTERNATIONAL AIRPORT, ONE JEFF FUQUA BOULEVARD

*For individuals who conduct lobbying activities with Aviation Authority employees or Board members, registration with the Aviation Authority is required each year prior to conducting any lobbying activities. A statement of expenditures incurred in connection with those lobbying instances should also be filed prior to April 1 of each year for the preceding year. Lobbying any Aviation Authority Staff who are members of any committee responsible for ranking Proposals, Letters of Interest, Statements of Qualifications or Bids and thereafter forwarding those recommendations to the Board and/or Board Members is prohibited from the time that a Request for Proposals, Request for Letters of Interests, Request for Qualifications or Request for Bids is released to the time that the Board makes an award. The lobbyist shall file a Notice of Lobbying (Form 4) detailing each instance of lobbying to the Aviation Authority within 7 calendar days of such lobbying. Lobbyists will also provide a notice to the Aviation Authority when meeting with the Mayor of the City of Orlando or the Mayor of Orange County at their offices. The policy, forms, and instructions are available on the Aviation Authority's offices web site. Please contact the Chief Administrative Officer with questions at (407) 825-7105.*

**I. CALL TO ORDER**

**II. INVOCATION**

**III. PLEDGE OF ALLEGIANCE**

**IV. ROLL CALL**

**V. CONSIDERATION OF AVIATION AUTHORITY MINUTES FOR OCTOBER 16, 2024**

**VI. SERVICE RECOGNITIONS**

**VII. CHAIRMAN'S REPORT**

**VIII. CHIEF EXECUTIVE OFFICER'S REPORT**

**IX. SPECIAL PRESENTATION**

**X. CONSENT AGENDA**

(These items are considered routine and will be acted upon by the Aviation Authority in one motion. If discussion is requested on an item, it will be considered separately. Items under this section are less than \$1,000,000 dollars)

- A. Recommendation to Accept Aviation Authority Committee Minutes
- B. Recommendation to Dispose of Surplus Property
- C. Recommendation of the Construction Committee to Approve an Addendum to the Continuing Vertical Construction Services Agreement with Gomez Construction Co. (Gomez) for the Award of Project R-00105, Building 858 Roof Replacement, at the Orlando International Airport (MCO)
- D. Recommendation of the Construction Committee for Approval of Change Order(s) to Various Construction Contracts

NOTE: Comments to the Board are governed by Aviation Authority Policy 120.06. Any person wishing to address the Aviation Authority Board must complete and turn in a Speaker's Request Card no later than ten minutes after the meeting begins. Late speaker requests will not be recognized.

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**X. CONSENT AGENDA (cont'd)**

- E. Recommendation of the Construction Committee to Approve an Amendment to Addendum No. 10 to the Continuing Program and Project Management Services Agreement with The Roderick Group, Inc. dba Ardmore Roderick (Ardmore) for Additional Construction Phase Owner's Authorized Representative (OAR) Services on Project Bid Package (BP) No. 00497, Taxiways G and H Rehabilitation – Phase 1, at the Orlando International Airport (MCO)
- F. Recommendation of the Construction Committee to Approve the Award of Single Source Agreement (SG-00254) for the Baggage Handling System (BHS) Pod E Control System Upgrade (W-00517), at the Orlando International Airport (MCO) to ControlTouch Systems, Inc. (ControlTouch)
- G. Recommendation of the Construction Committee to Approve the Award of Sole Source Agreement (SS-00256) for the purchase of Airfield Lighting Fixtures and Accessories for Project H-00385, Runway 17L-35R in-Pavement Light Rehabilitation, at the Orlando International Airport (MCO) to Allen Enterprises, Inc.
- H. Recommendation of the Construction Committee to Approve Multiple Addenda to the Construction Payment Application and Invoice Review; Financial Consulting for the Capital Improvement Program (CIP) and Capital Initiation Requests (CIR); and Audit and Advisory Services Agreement, at Orlando International Airport (MCO) and Orlando Executive Airport (ORL), with Carr, Riggs & Ingram, LLC (CRI)
- I. Recommendation of the Procurement Committee to Rank Firms Shortlisted for Design/Build Services for Bid Package (BP) No. 00500, Airsides 1 and 3 Interior Renovations (Design/Build), at the Orlando International Airport (MCO)
- J. Recommendation of the Procurement Committee to Award Invitation for Bid 25-110-IFB Automatic Door Repair, Maintenance and Upgrade Services to Allegion Access Technologies LLC
- K. Recommendation of the Procurement Committee to Extend Single Source Contract 23-457-SGS00222 for Mobility Vehicle Services with Oceaneering International, Inc. (Oceaneering) for a Period up to Six Months
- L. Recommendation to Approve the Updated Zone Schedule of the Foreign Trade Zone No. 42 and FTZ 042 Operating Agreement Template
- M. Recommendation of the Procurement Committee to Approve Amendment No. 2, the Second Renewal Option for Purchasing Agreement PS-647 Advertising Production Services ("Agreement") with SIX Degrees Marketing Insights and Creative, LLC d/b/a SIX The Agency ("SIX The Agency")
- N. Recommendation to Approve the Second Amendment of Conservation Easement with the South Florida Water Management District
- O. Recommendation to Approve Concessions Limitation for STC Concessions Package 3 Retail for Estimated Release in January 2025
- P. Recommendation to Ratify Declaration of Emergency During Hurricane Milton
- Q. Recommendation to Approve Appointment of Aviation Authority's Board Members Chairman Weisheyer, Vice-Chair Dr. John Evans, Treasurer Joe Nunziata, Mayor Buddy Dyer, Mayor Jerry Demings, Carson Good, and Stephanie Kopelousos to the Ad Hoc Committee for General Counsel Services
- R. Recommendation of the Construction Finance Oversight Committee (CFOC) to Approve Funding Action(s) to Various Contracts
- S. Recommendation to Approve Changes to Operational Policy 450.02, Competitive Procurements

**XI. NEW BUSINESS**

(Consistent with GOAA Policy 450.04, contracts in excess of \$1,000,000 are listed under this section as separate line items)

- A. Recommendation of the Construction Committee to Approve an Addendum to the Continuing Vertical Construction Services Agreement with H. W. Davis Construction, Inc. (H.W. Davis) for the Award of Project V-01010, Terminal A East Level 1 Office Creation, at the Orlando International Airport (MCO)
- B. Recommendation of the Construction Committee to Approve an Addendum to the Continuing Vertical Construction Services Agreement with Gomez Construction Co. (Gomez) for the Award of Project V-01039, COBUS Maintenance Canopy (Design/Build), at the Orlando International Airport (MCO)
- C. Recommendation of the Procurement Committee to Exercise the First and Second Renewal Options of Single Source Purchasing Contract 23-22, for Stand-by Pre-Hospital Emergency Medical Services and Advanced Life Support Ambulance Transport Services with Lifefleet Southeast, Inc. d/b/a American Medical Response, Inc. (AMR)
- D. Recommendation of the Procurement Committee to Exercise the Second and Final Renewal Option of Purchasing Contract 10-21, Federal Inspection Stations (FIS) Customer Service and Support Staff Services at Orlando International Airport with Southeast Airport Services, Inc.
- E. Recommendation of the Procurement Committee to Approve Rankings and Award for 25-101-RFP-NTC Concessions Package 1

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**XI. NEW BUSINESS (cont'd)**

- ➔ F. Recommendation of the Procurement Committee to Approve Rankings and Award for 25-102-RFP-NTC Concessions Package 2
- ➔ G. Recommendation of the Procurement Committee to Approve Rankings and Award for 25-103-RFP-NTC Concessions Package 3
- ➔ H. Recommendation of the Procurement Committee to Approve Rankings and Award for 25-104-RFP-NTC Concessions Package 4
- I. Recommendation of the Procurement Committee to Approve Rankings and Award for 25-105-RFP-NTC Concessions Package 5
- ➔ J. Recommendation of the Procurement Committee to Approve Rankings and Award for 25-107-RFP-NTC Concessions Package 7
- K. Recommendation to Approve the Contract Value for Professional Services Agreement 24-643-RFP Insurance Broker and Consulting Services for the Capital Program
- L. Recommendation of the Procurement Committee to Award Request for Proposal 25-115-RFP, Preferred Ground Transportation Concession Provider, to Mears Destination Services, Inc.
- M. Recommendation of the Ground Transportation Committee to Approve Amendments to the Ground Transportation Rules and Regulations (GTR&Rs)
- N. Recommendation of the Procurement Committee to Award Request for Proposals 24-325-RFP, Parking Guidance System, at the Orlando International Airport to Transportation Systems, Inc.

**XII. PROCUREMENTS**

(Notification for release of documents for different services at the Aviation Authority in excess of \$500,000)

- A. Request for Proposals, NTC Package 9
- B. Request for Proposals, NTC Package 10
- C. Request for Proposals, NTC Package 11
- D. Request for Proposals, NTC Package 12
- E. Request for Proposals, NTC Package 13
- F. Request for Proposals, NTC Package 14
- G. Request for Proposals, NTC Package 15
- H. Request for Proposals, STC Package 3 Retail

**XIII. INFORMATION SECTION**

(No action is required on the item(s). Board members should feel free to ask questions on the item(s).)

- A. Notification of Procurement Committee Recommendations to the Chief Executive Officer
- B. Notification of Release of RFP/RFB/RFQ/IFB
- C. Notification of Operations and Maintenance Fund Budget Transfers in Excess of \$250,000 Approved by the Chief Financial Officer through September 30, 2024
- D. Construction Report

**NEXT SCHEDULED AVIATION AUTHORITY BOARD MEETING IS ON WEDNESDAY, JANUARY 15, 2025**

**Memorandum**

DATE: December 11, 2024  
 TO: Members of the Aviation Authority  
 FROM: Marquez A. Griffin, Chair, Procurement Committee

**Item Description**

Recommendation of the Procurement Committee to Approve Rankings and Award for 25-101-RFP-NTC Concessions Package 1

**Background**

On June 13, 2024, the Aviation Authority issued a request for proposals, 25-101-RFP-NTC Concessions Package 1 (RFP) for the non-exclusive right and privilege to rent, occupy, equip, furnish, operate and maintain approximately 20,858 square feet of food and beverage space and approximately 6,441 square feet of retail space on Airside 3 of the North Terminal B Complex at Orlando International Airport. The term of the contract will be for 13 years, with initial service commencing on or about February 2026.

**Issues**

The Aviation Authority established the following evaluation criteria for this RFP:

<b>PASS/FAIL EVALUATION CRITERIA</b>
Financial Responsibility
Legal Criteria
Reasonability of Pro Forma
ACDBE Minimum Goal/Good Faith Efforts

<b>SCORED EVALUATION CRITERIA</b>	
<b>CATEGORY</b>	<b>POINTS</b>
Demonstrated Experience and Qualifications	15
Customer Service	10
Concepts, Quality, Variety, and Price Range of Products or Menu Items	20
Concession Improvements	20
Airport Concessions Disadvantaged Business Enterprise (ACDBE) Participation	10
Financial Return to the Aviation Authority	25
<b>TOTAL:</b>	100

On September 5, 2024, the Aviation Authority received five proposals, listed in alphabetical order:

Areas USA MCO, LLC (Areas)
Host Hudson MCO Partners Pkg 1, LLC (Host Hudson)
Miam Management LLC (Miam)

OTG Concessions Management, LLC (OTG)
SSP America MCO II, LLC (SSP)

On October 23, 2024, the Procurement Committee met to comparatively consider the proposal submissions and scored the Proposers. Upon review of each respondent’s proposal, consideration of staff’s review, respondents’ responses to clarifying questions, and following careful consideration and deliberations, the Procurement Committee scored the proposals as follows:

Miam Management was deemed non-responsive for failing the pro forma criteria and ACDBE Minimum Goal/Good Faith Efforts criteria. Miam did not propose on all the units within the package, as required by the RFP, which prevented the Committee from making a reasonable analysis of the pro forma. Miam further did not meet the minimum ACDBE requirements and did not provide any good faith efforts.

Scored Evaluation Criteria	Max Points	Areas	Host Hudson	OTG	SSP
Demonstrated Experience and Qualifications	15	15	15	15	15
Customer Service	10	10	8	8	8
Concepts, Quality, Variety, and Price Range of Menu Items	20	19	17	19	15
Concession Improvements	20	15	13	20	18
ACDBE Participation	10	9	9	8	10
Financial Return to the Aviation Authority	25	23.86	22.73	22.73	25
<b>TOTAL:</b>	<b>100</b>	<b>91.86</b>	<b>84.73</b>	<b>92.73</b>	<b>91.00</b>

The Procurement Committee recommended the overall ranking of the proposals as follows:

- First: OTG Concessions Management, LLC
- Second: Areas USA MCO, LLC
- Third: SSP America MCO II, LLC
- Fourth: Host Hudson MCO Partners Pkg 1, LLC

On October 31, 2024, SSP America MCO II, LLC, appealed the Committee’s recommendation. The recommendation of the Procurement Committee was affirmed by the Chief Executive Officer (copies of relevant appeal documents are attached).

**Small Business**

The contract includes an ACDBE participation Goal of 25%. OTG Concessions Management, LLC met the participation goal with 25% ACDBE participation.

**Alternatives**

None.

**Fiscal Impact**

The Aviation Authority will receive the greater of an initial Minimum Annual Concession Fee (MACF) of \$5,770,000 or a tiered percentage of gross receipts as follows: 20% of food and non-alcoholic beverage sales; 24% of alcoholic beverage sales; and 5% of employee sales. The MACF is subject to an annual adjustment based upon the stipulations of the concession agreement and will never be less than the initial MACF.

**Recommended Action**

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to: (1) deem Miam Management LLC non-responsive; (±2) approve the

ranking and award 25-101-RFP-NTC Concessions Package 1 to OTG Concessions Management, LLC; and, (23) authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.

**Memorandum**

DATE: December 11, 2024

TO: Members of the Aviation Authority

FROM: Marquez A. Griffin, Chair, Procurement Committee

**Item Description**

Recommendation of the Procurement Committee to Approve Rankings and Award for 25-102-RFP-NTC Concessions Package 2

**Background**

On June 13, 2024, the Aviation Authority issued a request for proposals, 25-102-RFP-NTC Concessions Package 2 (RFP) for the non-exclusive right and privilege to rent, occupy, equip, furnish, operate and maintain approximately 9,339 square feet of food and beverage space in Airsides 1 and 4 of the North Terminal Complex at Orlando International Airport. The term of the contract will be for 10 years, with initial service commencing on or about February 2026.

**Issues**

The Aviation Authority established the following evaluation criteria for this RFP:

<b>PASS/FAIL EVALUATION CRITERIA</b>
Financial Responsibility
Legal Criteria
Reasonability of Pro Forma
ACDBE Minimum Goal/Good Faith Efforts

<b>SCORED EVALUATION CRITERIA</b>	
<b>CATEGORY</b>	<b>POINTS</b>
Demonstrated Experience and Qualifications	15
Customer Service	10
Concepts, Quality, Variety, and Price Range of Products or Menu Items	20
Concession Improvements	20
Airport Concessions Disadvantaged Business Enterprise (ACDBE) Participation	10
Financial Return to the Aviation Authority	25
<b>TOTAL:</b>	<b>100</b>

On September 5, 2024, the Aviation Authority received seven proposals, listed in alphabetical order:

Areas MCO 2 JV, LLC (Areas)
Central Florida Food Group, LLC (CFFG)
Host Southern Hospitality MCO Pkg 2, LLC (Host)

OTG MCO Venture III, LLC (OTG)
Paradies Lagardere @ MCO 2024 (F&B), LLC (Paradies)
SSP America MCO II, LLC (SSP)
TGlobal/Lago, LLC (TGlobal/Lago)

On October 23, 2024, the Procurement Committee met to comparatively consider the proposal submissions and scored the Proposers. Upon review of each respondent’s proposal, consideration of staff’s review, respondents’ responses to clarifying questions, and following careful consideration and deliberations, the Procurement Committee scored the proposals as follows:

Host Southern Hospitality MCO Pkg 2, LLC was deemed non-responsive for submitting a non-whole percentage rent despite the RFP’s clearly stated requirement that percentage rent was to be proposed using whole numbers only.

Scored Evaluation Criteria	Max Points	Areas	CFFG	OTG	Paradies	SSP	TGlobal/Lago
Demonstrated Experience and Qualifications	15	15	15	15	15	15	13
Customer Service	10	10	9	8	9	8	8
Concepts, Quality, Variety, and Price Range of Menu Items	20	18	15	15	16	18	13
Concession Improvements	20	19	17	18	15	17	13
ACDBE Participation	10	8	8	8	8	9	10
Financial Return to the Aviation Authority	25	23.81	17.86	21.43	22.62	25	20.24
<b>TOTAL:</b>	<b>100</b>	<b>93.81</b>	<b>81.86</b>	<b>85.43</b>	<b>85.62</b>	<b>92.00</b>	<b>77.24</b>

The Procurement Committee recommended the overall ranking of the proposals as follows:

- First: Areas MCO 2 JV, LLC
- Second: SSP America MCO II, LLC
- Third: OTG MCO Venture III, LLC
- Fourth: Paradies Lagardere @ MCO 2024 (F&B), LLC
- Fifth: Central Florida Food Group, LLC
- Sixth: TGlobal/Lago, LLC

### Small Business

The contract includes an ACDBE participation Goal of 25%. Areas MCO 2 JV, LLC met the participation goal with 25% ACDBE participation.

### Alternatives

There are no reasonable alternatives under consideration.

### Fiscal Impact

The Aviation Authority will receive the greater of an initial Minimum Annual Concession Fee (MACF) of \$2,200,000 or a tiered percentage of gross receipts as follows: 20% of food and non-alcoholic beverage sales; 24% of alcoholic beverage sales; and 5% of employee sales. The MACF is subject to an annual adjustment based upon the stipulations of the concession agreement and will never be less than the initial MACF.

## Recommended Action

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to: (1) deem Host Southern Hospitality MCO Pkg 2, LLC non-responsive; (2) approve the ranking and award 25-102-RFP-NTC Concessions Package 2 to Areas MCO 2 JV, LLC; and, (32) authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.

**Memorandum**

DATE: December 11, 2024

TO: Members of the Aviation Authority

FROM: Marquez A. Griffin, Chair, Procurement Committee

**Item Description**

Recommendation of the Procurement Committee to Approve Rankings and Award for 25-103-RFP-NTC Concessions Package 3

**Background**

On June 13, 2024, the Aviation Authority issued a request for proposals, 25-103-RFP-NTC Concessions Package 3 (RFP) for the non-exclusive right and privilege to rent, occupy, equip, furnish, operate and maintain approximately 2,945 square feet of food and beverage space in Airside 2 of the North Terminal Complex at Orlando International Airport. The term of the contract will be for 10 years, with initial service commencing on or about February 2026.

**Issues**

The Aviation Authority established the following evaluation criteria for this RFP:

<b>PASS/FAIL EVALUATION CRITERIA</b>
Financial Responsibility
Legal Criteria
Reasonability of Pro Forma
ACDBE Minimum Goal/Good Faith Efforts

<b>SCORED EVALUATION CRITERIA</b>	
<b>CATEGORY</b>	<b>POINTS</b>
Demonstrated Experience and Qualifications	15
Customer Service	10
Concepts, Quality, Variety, and Price Range of Products or Menu Items	20
Concession Improvements	20
Airport Concessions Disadvantaged Business Enterprise (ACDBE) Participation	10
Financial Return to the Aviation Authority	25
<b>TOTAL:</b>	<b>100</b>

On September 5, 2024, the Aviation Authority received five proposals, listed in alphabetical order:

Areas MCO 3 JV, LLC (Areas)
BLH Acquisition Co., LLC (BLH)
Host Southern Hospitality MCO Pkg 3, LLC (Host Southern)

MCA-MCO Hospitality Partners, LLC (MCA)
SSP America MCO II, LLC (SSP)
TGlobal/Lago, LLC (TGlobal/Lago)
VRG Orlando, LLC (VRG)

On October 23, 2024, the Procurement Committee met to comparatively consider the proposal submissions and scored the Proposers. Upon review of each respondent’s proposal, consideration of staff’s review, respondents’ responses to clarifying questions, and following careful consideration and deliberations, the Procurement Committee scored the proposals as follows:

BLH Acquisition Co., LLC was deemed non-responsive for failing the pro forma criteria and ACDBE Minimum Goal/Good Faith Efforts criteria. BLH exceeded the range of acceptability regarding the pro forma. BLH further did not meet the minimum ACDBE requirements and did not provide any good faith efforts.

Scored Evaluation Criteria	Max Points	Areas	Host Southern	MCA	SSP	TGlobal/Lago	VRG
Demonstrated Experience and Qualifications	15	15	15	15	15	13	15
Customer Service	10	10	8	10	10	8	10
Concepts, Quality, Variety, and Price Range of Menu Items	20	17	16	18	17	14	17
Concession Improvements	20	17	16	18	17	14	16
ACDBE Participation	10	8	8	9	9	10	8
Financial Return to the Aviation Authority	25	25	21.43	22.62	25	19.05	21.43
<b>TOTAL:</b>	<b>100</b>	<b>92.00</b>	<b>84.43</b>	<b>92.62</b>	<b>93.00</b>	<b>78.05</b>	<b>87.43</b>

The Procurement Committee recommended the overall ranking of the proposals as follows:

- First: SSP America MCO II, LLC
- Second: MCA-MCO Hospitality Partners, LLC
- Third: Areas MCO JV 3, LLC
- Fourth: VRG Orlando, LLC
- Fifth: Host Southern Hospitality MCO Pkg 3, LLC
- Sixth: TGlobal/Lago, LLC

### Small Business

The contract includes an ACDBE participation Goal of 30%. SSP America MCO II, LLC exceeded the participation goal with 62.2% ACDBE participation.

### Alternatives

None.

### Fiscal Impact

The Aviation Authority will receive the greater of an initial Minimum Annual Concession Fee (MACF) of \$1,001,000 or a tiered percentage of gross receipts as follows: 21% of food and non-alcoholic beverage sales; 25% of alcoholic beverage sales; and 5% of employee sales. The MACF is subject to an annual adjustment based upon the stipulations of the concession agreement and will never be less than the initial MACF.

### Recommended Action

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to: (1) deem BLH Acquisition Co., LLC non-responsive; (2) approve the ranking and award 25-103-RFP-NTC Concessions Package 3 to SSP America MCO II, LLC; and, (~~23~~) authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.

## Memorandum

DATE: December 11, 2024

TO: Members of the Aviation Authority

FROM: Marquez A. Griffin, Chair, Procurement Committee

## Item Description

Recommendation of the Procurement Committee to Approve Rankings and Award for 25-104-RFP-NTC Concessions Package 4

## Background

On June 13, 2024, the Aviation Authority issued a request for proposals, 25-104-RFP-NTC Concessions Package 4 (RFP) for the non-exclusive right and privilege to rent, occupy, equip, furnish, operate and maintain approximately 13,279 square feet of retail space in Landside and Airsides 2 and 4 of the North Terminal Complex at Orlando International Airport. The term of the contract will be for 10 years, with initial service commencing on or about February 2026.

## Issues

The Aviation Authority established the following evaluation criteria for this RFP:

<b>PASS/FAIL EVALUATION CRITERIA</b>
Financial Responsibility
Legal Criteria
Reasonability of Pro Forma
ACDBE Minimum Goal/Good Faith Efforts

<b>SCORED EVALUATION CRITERIA</b>	
<b>CATEGORY</b>	<b>POINTS</b>
Demonstrated Experience and Qualifications	15
Customer Service	10
Concepts, Quality, Variety, and Price Range of Products or Menu Items	20
Concession Improvements	20
Airport Concessions Disadvantaged Business Enterprise (ACDBE) Participation	10
Financial Return to the Aviation Authority	25
<b>TOTAL:</b>	100

On September 5, 2024, the Aviation Authority received five proposals, listed in alphabetical order:

Hudson MCO Retail Partners Pkg 4, LLC (Hudson)
ICE Orlando, LLC (ICE)
NewsLink of Orlando NTC I, LLC (NewsLink)

Paradies Lagardere @ MCO 2024 Retail, LLC (Paradies)
The Marshall Retail Group, LLC (Marshall)

On October 23, 2024, the Procurement Committee met to comparatively consider the proposal submissions and scored the Proposers. Upon review of each respondent’s proposal, consideration of staff’s review, respondents’ responses to clarifying questions, and following careful consideration and deliberations, the Procurement Committee scored the proposals as follows:

ICE Orlando, LLC was deemed non-responsive for failing the pro forma criteria and the ACDBE Minimum Goal/Good Faith Efforts criteria. ICE did not propose on all units within the package, as required by the RFP, which prevented the Committee from making a reasonable analysis of the pro forma. ICE further did not meet the minimum ACDBE requirement and did not provide any good faith efforts.

Scored Evaluation Criteria	Max Points	Hudson	NewsLink	Paradies	Marshall
Demonstrated Experience and Qualifications	15	15	15	15	15
Customer Service	10	10	9	10	9
Concepts, Quality, Variety, and Price Range of Menu Items	20	17	18	17	18
Concession Improvements	20	18	19	17	15
ACDBE Participation	10	9	9	8	9
Financial Return to the Aviation Authority	25	19.17	19.17	19.17	25.00
<b>TOTAL:</b>	<b>100</b>	<b>88.17</b>	<b>89.17</b>	<b>86.17</b>	<b>91.00</b>

The Procurement Committee recommended the overall ranking of the proposals as follows:

- First: The Marshall Retail Group, LLC
- Second: NewsLink of Orlando NTC I, LLC
- Third: Hudson MCO Retail Partners Pkg 4, LLC
- Fourth: Paradies Lagardere @ MCO 2024 Retail, LLC

**Small Business**

The contract includes an ACDBE participation Goal of 25%. The Marshall Retail Group, LLC exceeded the participation goal with 30% ACDBE participation.

**Alternatives**

None.

**Fiscal Impact**

The Aviation Authority will receive the greater of an initial Minimum Annual Concession Fee (MACF) of \$5,960,000 or 30% of gross receipts. The MACF is subject to an annual adjustment based upon the stipulations of the concession agreement and will never be less than the initial MACF.

**Recommended Action**

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to: (1) ~~deem ICE Orlando, LLC non-responsive;~~ (2) approve the ranking and award 25-104-RFP-NTC Concessions Package 4 to The Marshall Retail Group, LLC; and, (3) authorize the Chief Executive Officer or an Aviation Authority Officer to execute the necessary documents following satisfactory review by legal counsel.

## Memorandum

DATE: December 11, 2024

TO: Members of the Aviation Authority

FROM: Marquez A. Griffin, Chair, Procurement Committee

## Item Description

Recommendation of the Procurement Committee to Approve Rankings and Award for 25-107-RFP-NTC Concessions Package 7

## Background

On June 13, 2024, the Aviation Authority issued a request for proposals, 25-107-RFP-NTC Concessions Package 7 (RFP) for the non-exclusive right and privilege to rent, occupy, equip, furnish, operate and maintain approximately 14,333 square feet of food and beverage space in Airside 1 and Landside of the North Terminal Complex at Orlando International Airport. The term of the contract will be for 10 years, with initial service commencing on or about February 2026.

## Issues

The Aviation Authority established the following evaluation criteria for this RFP:

<b>PASS/FAIL EVALUATION CRITERIA</b>
Financial Responsibility
Legal Criteria
Reasonability of Pro Forma
ACDBE Minimum Goal/Good Faith Efforts

<b>SCORED EVALUATION CRITERIA</b>	
<b>CATEGORY</b>	<b>POINTS</b>
Demonstrated Experience and Qualifications	15
Customer Service	10
Concepts, Quality, Variety, and Price Range of Products or Menu Items	20
Concession Improvements	20
Airport Concessions Disadvantaged Business Enterprise (ACDBE) Participation	10
Financial Return to the Aviation Authority	25
<b>TOTAL:</b>	100

On September 5, 2024, the Aviation Authority received five proposals, listed in alphabetical order:

AirVentures LLC (AirVentures)
Areas MCO 7 JV, LLC (Areas)
Lee Wesley Group, LLC (Lee Wesley)

Ruby Tuesday Operations, LLC (Ruby Tuesday)
VRG Orlando, LLC (VRG)

On October 23, 2024, the Procurement Committee met to comparatively consider the proposal submissions and scored the Proposers. Upon review of each respondent’s proposal, consideration of staff’s review, respondents’ responses to clarifying questions, and following careful consideration and deliberations, the Procurement Committee scored the proposals as follows:

Prior to the Procurement Committee meeting, AirVentures withdrew their proposal. Ruby Tuesday was deemed non-responsive for failing the pro forma criteria and ACDBE Minimum Goal/Good Faith Efforts criteria. Ruby Tuesday did not propose on all the units within the package, as required by the RFP, which prevented the Committee from making a reasonable analysis of the pro forma. Ruby Tuesday further did not meet the minimum ACDBE requirements and did not provide any good faith efforts. Both Areas and Lee Wesley were deemed non-responsive for submitting a non-whole percentage rent despite the RFP’s clearly stated requirement that percentage rent was to be proposed using whole numbers only.

Scored Evaluation Criteria	Max Points	VRG
Demonstrated Experience and Qualifications	15	15
Customer Service	10	10
Concepts, Quality, Variety, and Price Range of Menu Items	20	19
Concession Improvements	20	18
ACDBE Participation	10	8
Financial Return to the Aviation Authority	25	25
<b>TOTAL:</b>	<b>100</b>	<b>95.00</b>

The Procurement Committee recommended the overall ranking of the proposals as follows:

First: VRG Orlando, LLC

**Small Business**

The contract includes an ACDBE participation Goal of 25%. VRG Orlando, LLC met the participation goal with 25% ACDBE participation.

**Alternatives**

None.

**Fiscal Impact**

The Aviation Authority will receive the greater of an initial Minimum Annual Concession Fee (MACF) of \$1,950,000 or a tiered percentage of gross receipts as follows: 19% of food and non-alcoholic beverage sales; 23% of alcoholic beverage sales; and 5% of employee sales. The MACF is subject to an annual adjustment based upon the stipulations of the concession agreement and will never be less than the initial MACF.

**Recommended Action**

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Procurement Committee to: (1) deem Areas MCO 7 JV, LLC , Lee Wesley Group, LLC , and Ruby Tuesday Operations, LLC non-responsive; (2) approve the ranking and award 25-107-RFP-NTC Concessions Package 7 to VRG Orlando, LLC; and, (23) authorize the Chief Executive Officer or an