



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

July 29, 2024

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

**(Exhibits available upon request)**

**Item 1: AC2024-07-01**

**Corporate Sponsorship**

**Vendor: Jacksonville Jaguars, LLC**

**(Cost: \$77,547.04 Funding: 11001.77550)**

**Exempt per §2.05(A)(7)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Corporate Sponsorship / Jacksonville Jaguars, LLC	<b>Cost:</b> \$77,547.04
<b>Solicitation No:</b> Exempt per §2.05(A)(7)	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> 11001.77550

### Attached / Supporting Documents

- Exhibit "A"** – Jacksonville Jaguars 2024 Sponsorship Invoice
- Exhibit "B"** – Public Posting Notice

**BACKGROUND:**

In November of 1993, the National Football League (NFL) awarded a team to the City of Jacksonville, which later became known as the Jacksonville Jaguars. The Jacksonville Aviation Authority (JAA) has been a community partner since the inaugural season that began in September of 1995 and the JAA now enters its 29<sup>th</sup> year as a sponsor. The partnership: (i) centers around the sportsmanship of the game, which brings to Jacksonville thousands of fans who travel from the opposing team’s city/state as well as those who live in the surrounding counties; and (ii) complies with Federal Aviation Administration’s (FAA) Airport Compliance Manual, FAA Order No. 5190.6B, §15.9(b), designed to promote public awareness of JAA’s facilities and services.

JAA continues to support the Jacksonville Jaguars as a corporate sponsor for the 2024 season at a cost of \$22,547.04. Further, JAA has committed to be a sponsor for a total of three years, 2024-2026, however, the exact cost of years 2025 and 2026 will not be known until the NFL releases ticket pricing in those years.

Pursuant to Section §2.05(A)(7) of JAA’s Procurement Code, Procurement is of the opinion that it is in JAA’s best interest to continue this corporate sponsorship with the Jacksonville Jaguars. The 2025 season has an estimated cost of \$26,000.00 and the 2026 season has an estimated cost of \$29,000.00. These estimates are based on the previous five-year escalation incorporating an annual contingency of \$3,000.00.

**RECOMMENDATION:**

**Executive Management recommends JAA make a properly noticed award, pursuant to §2.05(A)(7) of the Procurement Code, to the Jacksonville Jaguars, LLC, for a three-year corporate sponsorship consistent with FAA Order No. 5190.6B, §15.9(b), in a not-to-exceed amount of \$77,547.04, which includes an annual \$3,000.00 contingency.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Melissa Marcha-Lee, Senior Executive Assistant to CEO
<b>Signature:</b>	<i>Melissa Marcha-Lee</i>

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

<p><b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b></p> <p>Melissa Marcha-Lee Senior Executive Assistant to CEO</p> <p><b>PROCUREMENT REVIEW:</b> Samantha Smid (delegated) Procurement Administrator</p> <p>LeNedda Edwards Director of Procurement</p> <p><b>SUBMITTED FOR APPROVAL:</b> Mark VanLoh Chief Executive Officer</p>	<p>Signed by:Melissa Marcha-Lee Signed at:2024-07-26 12:26:17 +00:00 Reason:Witnessing Melissa Marcha-Lee</p> <p style="text-align: right;"><i>Melissa Marcha-Lee</i>  Jacksonville Aviation Authority</p> <hr/> <p>Signature and Date</p> <p>Signed by: Meghan Miles Signed at:2024-07-26 12:43:24 +00:00 Reason:Witnessing Meghan Miles</p> <p style="text-align: right;"><i>Meghan Miles</i>  Jacksonville Aviation Authority</p> <hr/> <p>Signature and Date</p> <p>Signed by: LeNedda Edwards Signed at:2024-07-26 09:23:53 -04:00 Reason:Witnessing LeNedda Edwards</p> <p style="text-align: right;"><i>LeNedda Edwards</i>  Jacksonville Aviation Authority</p> <hr/> <p>Signature and Date</p> <p style="text-align: center;"><i>Mark D. VanLoh</i></p> <hr/> <p>Signature and Date</p>
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**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: Monday, July 29, 2024

Recording Secretary

**CEO APPROVAL:**  
Mark VanLoh  
Chief Executive Officer

Signature and Date

<p><b>CONDITIONS OF APPROVAL, IF ANY</b> (<i>if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes</i>):</p> <p style="text-align: center; margin-top: 50px;">N/A</p>
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July 29, 2024

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## Noticed Agenda Item

(Exhibits available upon request)

Item 2: AC2024-07-02

**Marketing Consultant Services**

**Vendor: St. John & Partners Advertising and Public Relations  
(Cost: \$750,000.00 Funding: 11105.77280)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Marketing Consultant Services / St. John & Partners Advertising and Public Relations	<b>Cost:</b> \$750,000.00
<b>Solicitation No:</b> RFQ No. 24-08-11105	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> 11105.77280
<b>Attached / Supporting Documents</b>	
<b>Exhibit "A"</b> – Scope of Services, Evaluation Matrix, and SPIS	
<b>Exhibit "B"</b> – St. John and Partners qualification forms and hourly rates	

**BACKGROUND:**

The Jacksonville Aviation Authority (JAA) has a continuing need to clearly understand the current dynamic air service challenges, define its value proposition, and promote use of its assets and services to all key stakeholders. Due to an expiring contract on June 30, 2024, Procurement released Request for Qualifications (RFQ) No. 24-08-11105 with the purpose of obtaining a marketing consultant firm with in-depth knowledge and expertise that can create, refine and/or develop advertising and promotional materials for JAA-managed assets and services on an "as-needed" basis. Potential services to be provided will include, but are not limited to:

- 1) Development of commercial caliber videos elements, such as script development, filming and editing for distribution digitally and on broadcast television; and
- 2) Assistance in executing a variety of airport marketing programs for air service, parking, concessions, customer service and the like.

On May 13, 2024, Procurement received and later ranked the following four proposals:

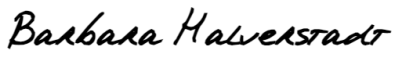
Rank Order	Respondents	Scores
1	St. John and Partners	95.89
2	Wingard, LLC	81.67
3	Aviatrix Communications, LLC	81.00
4	Fuseideas, LLC	78.22

The evaluation committee unanimously recommended that an award be made to St. John & Partners Advertising and Public Relations, in the not-to-exceed amount of \$750,000.00, based upon Marketing’s review of historical spending and the potential for new air service that may include international.









**RECOMMENDATION:**

**Marketing recommends an award be made to St. John & Partners Advertising and Public Relations, the highest ranked of four respondents in response to RFQ No. 24-08-11105, for marketing consultant services, with an initial three-year term and renewal options of up to two years, for a total potential not-to-exceed amount of \$750,000.00, at JAA’s sole discretion, based on vendor performance and adherence to contract terms and conditions, and approved budgeted funds. Funding is budgeted within cost center 11105.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Barbara Halverstadt, Chief Marketing Officer
<b>Signature:</b>	

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

<p><b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b></p> <p>Greg Willis Marketing Program Manager</p> <p><b>PROCUREMENT REVIEW:</b> Samantha Smid (delegated) Procurement Administrator</p> <p>LeNedda Edwards Director of Procurement</p> <p><b>SUBMITTED FOR APPROVAL:</b> Barbara Halverstadt Chief Marketing Officer</p>	<p style="font-size: small;">Signed by: Greg Willis Signed at: 2024-07-26 20:41:21 +00:00 Reason: Witnessing Greg Willis</p>   <hr/> <p style="text-align: center;">Signature and Date</p> <p style="font-size: small;">Signed by: Meghan Miles Signed at: 2024-07-29 12:03:48 +00:00 Reason: Witnessing Meghan Miles</p>   <hr/> <p style="text-align: center;">Signature and Date</p> <p style="font-size: small;">Signed by: LeNedda Edwards Signed at: 2024-07-29 08:08:05 -04:00 Reason: Witnessing LeNedda Edwards</p>   <hr/> <p style="text-align: center;">Signature and Date</p> <p style="font-size: small;">Signed by: Barbara Halverstadt Signed at: 2024-07-26 20:22:56 +00:00 Reason: Witnessing Barbara Halverstadt</p>   <hr/> <p style="text-align: center;">Signature and Date</p>
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**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: Monday, July 29, 2024

Signed by: Marsha Veal  
Signed at: 2024-08-01 13:28:37 -04:00  
Reason: Witnessing Marsha Veal

Recording Secretary

**CEO APPROVAL:**  
Mark VanLoh  
Chief Executive Officer

Signed by: Mark VanLoh  
Signed at: 2024-08-02 13:11:25 +00:00  
Reason: Witnessing Mark VanLoh

Signature and Date

<p><b>CONDITIONS OF APPROVAL, IF ANY</b> (<i>if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes</i>):</p> <p><b>Recommendation correction "...for a total potential not to exceed amount of 750,000.00,..."</b>                      see note</p>	
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## Noticed Agenda Item

**(Exhibits available upon request)**

**Item 3: AC2024-07-03**

**Jacksonville Edition of Monopoly  
Vendor: Top Trumps USA, Inc.  
(Cost: \$30,000.00 Funding: 11105-77540)  
Proprietary Public Notice Posting July 19-  
August 2, 2024**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Jacksonville Edition of Monopoly / Top Trumps USA, Inc.,	<b>Cost:</b> \$30,000.00
<b>Solicitation No:</b> Proprietary	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> 11105-77540

### Attached / Supporting Documents

- Exhibit "A"** – Monopoly Overview, vendor license justification letter, and draft agreement
- Exhibit "B"** – Sole Source / Proprietary Form and Public Posting Notice

**BACKGROUND:**

Top Trumps is designing an official Jacksonville, Florida Edition of Monopoly which they plan to launch and offer for sale on or around February 2025. The game will be sold in stores including Barnes & Noble and Amazon as well as select local Jacksonville retailers.

Top Trumps, who licenses special editions of Monopoly from Hasbro, is currently seeking partners which would be featured on the game’s board as well as in a Chance or Community Chest cards during play. The company approached the Jacksonville Aviation Authority about featuring the Jacksonville International Airport (JAX) in the game and, consistent with Federal Aviation Administration’s (FAA) Airport Compliance Manual, FAA Order No. 5190.6B, §15.9(b), Marketing found the offer appealing as an opportunity to promote the Jax as one of the city’s iconic locations.

Top Trumps offers three tiers of sponsorship packages: bronze, silver and gold. The Silver sponsorship package will allow Jax to have a space on the Jacksonville, FL edition of the Monopoly board and a Community Chest card in gameplay. The cost of the sponsorship is \$10,000 per year for a period of three years.

Other marketing and public relations benefits include: (i) JAX involvement in the product launch event, (ii) the iconic Monopoly guy visits the JAX terminal for photo/media opportunities, and (iii) JAA employees given opportunity to acquire the game at a wholesale price once available.

Pursuant to Section 3.09 of JAA’s Procurement Code, Procurement has verified the proprietary license for development and creation and is of the opinion that it is in JAA’s best interest to pursue this limited opportunity.

**RECOMMENDATION:**




**Marketing recommends JAA make a properly noticed award, pursuant to Section 3.09 of JAA’s Procurement Code, to Top Trumps USA, Inc., to feature the Jacksonville International Airport in the Jacksonville, Florida edition of Monopoly for three years, in a not-to-exceed amount of \$30,000.00.**



# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Barbara Halverstadt, Chief Marketing Officer
<b>Signature:</b>	<i>Barbara Halverstadt</i>


I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

<b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b>	
Greg Willis Marketing & Public Relations Manager	<p>Signed by: Greg Willis Signed at: 2024-07-26 20:42:52 +00:00 Reason: Witnessing Greg Willis</p> <p><i>Greg Willis</i> </p> Signature and Date
<b>PROCUREMENT REVIEW:</b> LeNedda Edwards Director of Procurement	<p>Signed by: LeNedda Edwards Signed at: 2024-07-26 16:43:48 -04:00 Reason: Witnessing LeNedda Edwards</p> <p><i>LeNedda Edwards</i> </p> Signature and Date
Devin Reed Chief Compliance Officer	<p>Signed by: Devin Reed Signed at: 2024-07-26 20:47:57 +00:00 Reason: Witnessing Devin Reed</p> <p><i>Devin Reed</i> </p> Signature and Date
<b>SUBMITTED FOR APPROVAL:</b> Barbara Halverstadt Chief Marketing Officer	<p>Signed by: Barbara Halverstadt Signed at: 2024-07-26 20:21:35 +00:00 Reason: Witnessing Barbara Halverstadt</p> <p><i>Barbara Halverstadt</i> </p> Signature and Date

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**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: Monday, July 29, 2024

  
Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):

N/A



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## Noticed Agenda Item

**(Exhibits available upon request)**

**Item 4: AC2024-0-04**

**Ground Lease for Cecil Buildings 328, 334, 339, 818**

**Vendor: Hermeus Corporation**

**(Cost: Revenue Generating Funding: N/A)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Ground Lease for Cecil Buildings 328, 334, 339, 818 / Hermeus Corporation	<b>Cost:</b> Revenue Gen.
<b>Solicitation No:</b> RFI No. 24-02-43101	<b>Budgeted, Transferred, or Contingency:</b> N/A
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> N/A

### Attached / Supporting Documents

- Exhibit "A"** – Scope of Services, Evaluation Matrix, and SPIS Form
- Exhibit "B"** – Hermeus Corporation Statement of Interest, COI form and Submission Form

## BACKGROUND:

As part of the U.S. Navy’s Base Realignment and Closure of Cecil Field in 1999, the Jacksonville Aviation Authority (JAA) acquired a variety of Navy-built facilities. The more unique and mission specific facilities include jet engine test cells and jet engine “hush houses” which provide mounting and housing for the operation of jet engines in a controlled environment. These facilities include Engine Test Cells 334 and 339, Hush House 818, and Office Support Building 328. Under a prior lease agreement, JAA leased these facilities for engine and parts storage.

In conjunction with a growing spaceport industry and in an effort to lease these facilities for their intended purpose and highest use, Procurement issued Request for Interest No. 24-02-43101 in October of 2023, seeking an interested party to lease the facilities. On November 21, 2023, JAA received one conforming submittal from Hermeus Corporation (“Hermeus”). The submittal was evaluated and scored in alignment with Procurement’s procedures, which resulted in a score of 94.00 out of 100 possible points.

Hermeus, an aerospace and defense technology company founded in 2018, owns and operates an engine test facility at DeKalb-Peachtree Airport. Hermeus expressed its intent to use all Cecil four facilities to develop future aerospace propulsion systems needed for reusable hypersonic vehicles for the Department of Defense.

## RECOMMENDATION:

**Business Development recommends an award be made to Hermeus Corporation, the sole respondent to RFI No. 24-02-43101, to lease Cecil Airport’s Hush House 818, Engine Test Cells 334 and 339, and Office Support Building 328 for an initial term of five years with three five-year renewal options, and a projected initial rent of \$73,422.00 in the first lease year, subject to Board approval.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	N/A
<b>Signature:</b>	I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission ( <i>directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same</i> ).

<p><b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b></p> <p>Sally McMain Senior Properties Administrator</p> <p><b>PROCUREMENT REVIEW:</b> Samantha Smid (delegated) Procurement Administrator</p> <p>LeNedda Edwards Director of Procurement</p> <p><b>SUBMITTED FOR APPROVAL:</b> Jay Cunio Chief Development Officer</p>	<p style="font-size: small;">Signed by: Sally McMain Signed at: 2024-07-26 12:40:31 +00:00 Reason: Witnessing Sally McMain</p> <p style="text-align: center;"><i>Sally McMain</i> </p> <hr style="border: 0.5px solid black;"/> <p style="text-align: center;">Signature and Date</p> <p style="font-size: small;">Signed by: Meghan Miles Signed at: 2024-07-26 12:43:55 +00:00 Reason: Witnessing Meghan Miles</p> <p style="text-align: center;"><i>Meghan Miles</i> </p> <hr style="border: 0.5px solid black;"/> <p style="text-align: center;">Signature and Date</p> <p style="font-size: small;">Signed by: LeNedda Edwards Signed at: 2024-07-26 09:24:27 -04:00 Reason: Witnessing LeNedda Edwards</p> <p style="text-align: center;"><i>LeNedda Edwards</i> </p> <hr style="border: 0.5px solid black;"/> <p style="text-align: center;">Signature and Date</p> <p style="font-size: small;">Signed by: Jay Cunio Signed at: 2024-07-26 15:07:37 +00:00 Reason: Witnessing Jay Cunio</p> <p style="text-align: center;"><i>Jay Cunio</i> </p> <hr style="border: 0.5px solid black;"/> <p style="text-align: center;">Signature and Date</p>
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AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: 3 Ayes; 0 Nays)

Meeting Date: Monday, July 29, 2024

Signed by: Marsha Veal  
Signed at: 2024-08-01 13:30:30 -04:00  
Reason: Witnessing Marsha Veal

*Marsha Veal*

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Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

Signed by: Mark VanLoh  
Signed at: 2024-08-02 13:10:09 +00:00  
Reason: Witnessing Mark VanLoh

*Mark D. VanLoh*

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Signature and Date

<p><b>CONDITIONS OF APPROVAL, IF ANY</b> (<i>if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes</i>):</p> <p style="text-align: center; margin-top: 50px;">N/A</p>
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## Noticed Agenda Item

**(Exhibits available upon request)**

**Item 5: AC2024-07-05**

**Direct Placement Financing**

**Vendor: TD Bank, N.A.**

**(Cost: \$50,205,000.00 Funding: N/A)**



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## Noticed Agenda Item

**(Exhibits available upon request)**

Item 6: AC2024-07-06

Federal Mitigation Credits for Arnold Road Canal Project

Vendor: Roberts Land & Timber Investment Corp dba Longleaf Mitigation Development  
Company, LLC

(Cost: \$186,750.00 Funding: Capital)

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Federal Mitigation Credits for Arnold Road Canal Project / Roberts Land & Timber Investment Corp <i>dba</i> Longleaf Mitigation Development Company, LLC	<b>Cost:</b> \$186,750.00
<b>Solicitation No:</b> JAA-IFB-24-001M	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> Capital

### Attached / Supporting Documents

- Exhibit "A"** – Technical Specifications and bid tab
- Exhibit "B"** – Longleaf Mitigation Development Company, LLC bid form, agreement and PO 58973

**BACKGROUND:**

On February 2, 2024, Engineering & Facilities released JAA-IFB-24-001M for the purchase of mitigation credits to offset wetland impacts associated with the Arnold Road Canal Project (the "Project"). JAA was granted an easement along the Arnold Road Canal to ensure adequate drainage is maintained at Jacksonville International Airport. This Project acquires wetland mitigation credits for maintenance activities in and around the canal to prevent flooding on the airfield.

On February 27, 2024, two proposals were received, the results of which are shown in the table below:

Roberts Land & Timber Investment Corp <i>dba</i> Longleaf Mitigation Development Company, LLC	\$ 186,750.00
Mitigation Solutions, Inc.	\$ 475,200.00

This Project has been on hold due to Florida Department of Environmental Protection permitting delays; however, Engineering & Facilities was notified in April of this year by Longleaf that credits could not be held due to market demand and some type of payment along with agreement commitment would be necessary to hold the proposal pricing. Upon Procurement and Legal review, an agreement and \$20,000.00 deposit were negotiated. Exhibit "B" was executed and PO No. 58973 was provided to secure this purchase.

**RECOMMENDATION:**

**Engineering & Facilities recommends an award be made to Roberts Land & Timber Investment Corp *dba* Longleaf Mitigation Development Company, LLC, the lower of two responsive, responsible bidders in response to JAA-IFB-24-001M, for the purchase of federal mitigation credits for JAA's Arnold Road Canal Project, in the total not-to-exceed amount of \$186,750.00.**







# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

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## Noticed Agenda Item

(Exhibits available upon request)

Item 7: AC2024-07-07

**On-Call Planning Consultant Services**

**Vendor: Landrum and Brown, Inc. and Ricondo &  
Associates, Inc.**

**(Cost: \$358,973.00, Funding: Capital)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> On-Call Planning Consultant Services / Landrum and Brown, Inc. and Ricondo & Associates, Inc.	<b>Cost:</b> \$358,973.00
<b>Solicitation No:</b> Amendment	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> Capital

**Attached / Supporting Documents**

- Exhibit "A"** – Approved Award AC2021-09-16
- Exhibit "B"** – Spend Analysis for Landrum and Brown and Ricondo & Associates and PO No. 59090

**BACKGROUND:**

In September 2021, the Jacksonville Aviation Authority (JAA) approved JAA Award No. AC2021-09-16 to RS&H Inc., Landrum and Brown, Inc and Ricondo & Associates, Inc. for on-call engineering planning services. All three firms were awarded \$500,000.00 for as-needed services.


Based on spend analysis, Landrum and Brown, Inc. costs for services have exceeded the approved spending authority from the previous award and require a ratification of \$8,973.00 for services awarded in June 2024. Therefore, it is anticipated that an additional \$175,000.00 will be necessary to handle any further requisitions through September 30, 2025, which is contract expiration.

Furthermore, Ricondo & Associates, Inc. will soon exceed the \$500,000.00 approved spending authority from the previous award. Therefore, it is anticipated that an additional \$175,000.00 will be necessary to handle any further requisitions through September 30, 2025, which, again, is contract expiration.



**RECOMMENDATION:**

**Engineering & Facilities recommends JAA Award No. AC2021-09-16, for planning on-call services, be amended to: (i) ratify the amount of \$8,973.00 as awarded to Landrum and Brown; and (ii) increase the amount awarded to Landrum and Brown and Ricondo & Associates by \$175,000.00 each through contract expiration of September 30, 2025.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Ashley Shorter, Sr. Manager of Aviation Planning
<b>Signature:</b>	



I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

ORIGINATED AND SUBMITTED FOR APPROVAL BY:	
Ashley Shorter Sr. Manager of Aviation Planning	<div style="text-align: right; font-size: small;">             Signed by: Ashley Shorter              Signed at: 2024-07-26 12:54:27 +00:00              Reason: Witnessing Ashley Shorter           </div> <div style="text-align: right;">   </div> <hr/> Signature and Date
<b>PROCUREMENT REVIEW:</b> Monica M. Frazier (delegated) Contract Administrator	<div style="text-align: right; font-size: small;">             Signed by: Marilyn V. Fryar              Signed at: 2024-07-26 15:34:48 +00:00              Reason: Witnessing Marilyn V. Fryar           </div> <div style="text-align: right;">   </div> <hr/> Signature and Date
LeNedda Edwards Director of Procurement	<div style="text-align: right; font-size: small;">             Signed by: LeNedda Edwards              Signed at: 2024-07-26 11:49:25 -04:00              Reason: Witnessing LeNedda Edwards           </div> <div style="text-align: right;">   </div> <hr/> Signature and Date
<b>SUBMITTED FOR APPROVAL:</b> Tony Cugno Chief Operating Officer	<div style="text-align: right; font-size: small;">             Signed by: Tony Cugno              Signed at: 2024-07-29 14:33:40 +00:00              Reason: Witnessing Tony Cugno           </div> <div style="text-align: right;">   </div> <hr/> Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: 3 Ayes; 0 Nays)**

Meeting Date: Monday, July 29, 2024

Signed by: Marsha Veal  
 Signed at: 2024-08-01 13:34:59 -04:00  
 Reason: Witnessing Marsha Veal

---

 Recording Secretary

**CEO APPROVAL:**  
 Mark VanLoh  
 Chief Executive Officer

Signed by: Mark VanLoh  
 Signed at: 2024-08-02 13:07:20 +00:00  
 Reason: Witnessing Mark VanLoh




---

 Signature and Date

<p><b>CONDITIONS OF APPROVAL, IF ANY</b> (<i>if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes</i>):</p> <p style="text-align: center; margin-top: 50px;">N/A</p>
--



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

July 29, 2024

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

**(Exhibits available upon request)**

**Item 8: AC2024-07-08**

**JIA Third Parking Garage: GMP 1  
Vendor: Balfour Beatty  
(Cost: \$37,078,216.00 Funding: Capital)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> JIA Third Parking Garage: GMP 1 / Balfour Beatty Construction, LLC	<b>Cost:</b> \$37,078,216.00
<b>Solicitation No:</b> Amendment; RFQ No. 19-20-42001	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> Capital

### Attached / Supporting Documents

- Exhibit "A"** – JAA Award No. AC2023-09-07
- Exhibit "B"** – GMP Summary / Estimate

## BACKGROUND:

Pursuant to JAA Award No. AC2023-09-07, JAA made an award to Balfour Beatty Construction, LLC (BBC) for construction management at risk and related services associated with the Jacksonville International Airport Third Parking Garage (the "Project"). The third garage will be a mirror image of the existing Daily Garage (six floors, 2,000 spaces with car facilities on the first floor). Other scopes associated with the Project are the expansion of the North Daily Surface Lot, reconstruction of the exiting Daily Garage exits, relocating existing PARC equipment, and Parking Guidance System.

In order to adhere to a schedule, Balfour Beatty has submitted a Guaranteed Maximum Price number one (GMP No. 1, Rev.4) for long lead items. It consists of Division 03B (Precast Structural Concrete), Division 14A (Elevators) and Division 26A (Electrical Systems). Bids for these trades were received and have resulted as follows:

#### DIV.03B Precast Structural Concrete

Gate	\$19,765,801.00
Metromont	\$19,855,839.00
Coreslab	\$21,603,219.00
Durastress	\$22,869,419.00

#### DIV.14A Elevators

Otis	\$1,106,900.00
TKE	\$1,121,145.00
Kone	No Bid
Schindler	No Bid

#### DIV.26B Elec. System

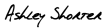

Mardant	\$11,162,000.00
Miller	\$9,138,457.00
SAE	No Bid
J Williams	No Bid
American	No Bid

Other costs included in this GMP are permitting, performance and payment bonds, insurance and construction manager's fees.









## RECOMMENDATION:

**Engineering & Facilities recommends the portion of JAA Award No. AC2019-07-01S made to Balfour Beatty Construction, LLC for Construction Management at Risk services for the JIA Third Parking Garage be amended to authorize Balfour Beatty to proceed with GMP 1 for the Early Package release associated with precast structural concrete, elevators and electrical systems, for a guaranteed maximum price of \$37,078,216.00.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Ashley Shorter, Senior Manager of Planning & Development
<b>Signature:</b>	<p>Signed by: Ashley Shorter Signed at: 2024-07-26 15:51:32 +00:00 Reason: Witnessing Ashley Shorter</p>  

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

ORIGINATED AND SUBMITTED FOR APPROVAL BY:	
<p>Amani Dudley Design &amp; Construction Engineer</p>	<p>Signed by: Amani Dudley Signed at: 2024-07-26 16:08:54 +00:00 Reason: Witnessing Amani Dudley</p>  
Signature and Date	
PROCUREMENT REVIEW:	
<p>LeNedda Edwards Director of Procurement</p>	<p>Signed by: LeNedda Edwards Signed at: 2024-07-26 12:10:59 -04:00 Reason: Witnessing LeNedda Edwards</p>  
Signature and Date	
<p>Devin Reed Chief Compliance Officer</p>	<p>Signed by: Devin Reed Signed at: 2024-07-26 17:12:04 +00:00 Reason: Witnessing Devin Reed</p>  
Signature and Date	
SUBMITTED FOR APPROVAL:	
<p>Tony Cugno Chief Operating Officer</p>	<p>Signed by: Tony Cugno Signed at: 2024-07-29 14:19:43 +00:00 Reason: Witnessing Tony Cugno</p>  
Signature and Date	

3 0

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: Monday, July 29, 2024

Signed by: Marsha Veal  
Signed at: 2024-08-01 13:40:07 -04:00  
Reason: Witnessing Marsha Veal




Recording Secretary

**CEO APPROVAL:**  
Mark VanLoh  
Chief Executive Officer

Signed by: Mark VanLoh  
Signed at: 2024-08-02 13:06:37 +00:00  
Reason: Witnessing Mark VanLoh




Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to HB-915*):

Background Corrections to DIV-03B Precast Structural Concrete Chart <sup>see note</sup> and DIV.26B Electric System Chart



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

July 29, 2024

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

(Exhibits available upon request)

Item 9: AC2024-07-09

**Jax General Aviation FIS Facility (Re-Bid)  
Vendor: H. A. Contracting Corporation  
(Cost: \$7,433,325.00 Funding: Capital)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Jax General Aviation FIS Facility (Re-Bid) / H.A. Contracting Corporation	<b>Cost:</b> \$7,433,325.00
<b>Solicitation No:</b> C-880	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> Capital

**Attached / Supporting Documents**

**Exhibit "A"** – Bid Tab, Solicitation Sheet, DBE Memo

**BACKGROUND:**

Jacksonville International Airport (Jax) currently has a full Federal Inspection Services (FIS) facility located on Concourse C below the Gate C5 area. Gate C5 is a "swing gate" and can accommodate domestic or international flights. While Jax has limited commercial international flights that need this gate, it is also used by international General Aviation (GA) flights. However, JAA will have an increasing need to use Gate C5 as a domestic gate when the construction is completed on Concourse B. As a result, construction of a new GA FIS is critical for increasing availability of Gate C5 for commercial service.

The GA FIS project consists of: (i) a 5,000 SQ.FT. building; (ii) a significant amount of security cameras, electrical, plumbing and communication work; (iii) a parking lot providing eight parking spaces; (iv) limited civil / site and stormwater work; (iv) Air Operations Area fencing; and (v) a turnstile for Customs and Border Protection Access.

On July 12, 2024, three bids were received, but only two were reviewed and read as the third bidder, McCall Construction Management, LLC, was not responsive as a result of failing to provide an unequivocally enforceable bid bond at the time of bid (timely protest was received but subsequently rescinded):

Proposer	Base Bid Schedule
H.A. Contracting Corp.	\$7,598,325.00 <b>\$7,433,325.00 (Corrected)</b>
Foresight Construction Group	\$9,262,319.00
McCall Construction Management, LLC	Non-Responsive

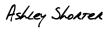

The corrected low bid, submitted by H.A. Contracting Corp, is approximately 1% above the engineer's estimate of \$7,362,723. It is 20% lower than the second low bid. Based on a review of bid prices, H.A. Contracting Corp. is considered acceptable for a contract award.

**RECOMMENDATION:**









**Engineering & Facilities recommends an award be made to H.A. Contracting Corp, the lower of two responsive, responsible bidders in response to ITB No. C-880, for construction of Jax General Aviation FIS Facility, in the amount of \$7,433,325.00.**



# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Verification of Funding</b>	
<b>Title:</b>	Ashley Shorter, Sr. Manager Aviation Planning and Development
<b>Signature:</b>	<p>Signed by: Ashley Shorter Signed at: 2024-07-26 15:29:01 +00:00 Reason: Witnessing Ashley Shorter</p> <p style="text-align: center;">   </p>

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).


<b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b>	
<p>Amani Dudley Design &amp; Construction Engineer</p>	<p style="text-align: right;"> <small>Signed by: Amani Dudley Signed at: 2024-07-26 16:05:45 +00:00 Reason: Witnessing Amani Dudley</small>    </p> <hr style="border: 0.5px solid black;"/> <p style="text-align: center;">Signature and Date</p>
<b>PROCUREMENT REVIEW:</b>	
<p>LeNedda Edwards Director of Procurement</p>	<p style="text-align: right;"> <small>Signed by: LeNedda Edwards Signed at: 2024-07-26 12:09:08 -04:00 Reason: Witnessing LeNedda Edwards</small>    </p> <hr style="border: 0.5px solid black;"/> <p style="text-align: center;">Signature and Date</p>
<p>Devin Reed Chief Compliance Officer</p>	<p style="text-align: right;"> <small>Signed by: Devin Reed Signed at: 2024-07-26 17:10:58 +00:00 Reason: Witnessing Devin Reed</small>    </p> <hr style="border: 0.5px solid black;"/> <p style="text-align: center;">Signature and Date</p>
<b>SUBMITTED FOR APPROVAL:</b>	
<p>Tony Cugno Chief Operating Officer</p>	<p style="text-align: right;"> <small>Signed by: Tony Cugno Signed at: 2024-07-29 14:09:36 +00:00 Reason: Witnessing Tony Cugno</small>    </p> <hr style="border: 0.5px solid black;"/> <p style="text-align: center;">Signature and Date</p>

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## AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)


Meeting Date: Monday, July 29, 2024

Signed by: Marsha Veal  
Signed at: 2024-08-01 13:34:05 -04:00  
Reason: Witnessing Marsha Veal  



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Recording Secretary

Signed by: Mark VanLoh  
Signed at: 2024-08-02 13:07:51 +00:00  
Reason: Witnessing Mark VanLoh  



---

Signature and Date

**CEO APPROVAL:**  
Mark VanLoh  
Chief Executive Officer

<p><b>CONDITIONS OF APPROVAL, IF ANY</b> (<i>if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes</i>):</p>       
---



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

July 29, 2024

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

**(Exhibits available upon request)**

**Item 10: AC2024-07-10**

**Premier One Computer Aided Dispatch  
Vendor: Motorola Solutions, Inc.  
(Cost: \$85,451.00 Funding: 24001)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

**Subject/Awardee:** Premier One Computer Aided Dispatch / Motorola Solutions, Inc. **Cost:** \$85,451.00

**Solicitation No:** Sole Source **Budgeted, Transferred, or Contingency:** Budgeted

**On-Going Maintenance Cost:** N/A **Funding Source:** 24001

### Attached / Supporting Documents

**Exhibit "A"** - Motorola Quote

**Exhibit "B"** - Sole Source / Proprietary Form and Public Posting Notice

**BACKGROUND:**

The Jacksonville Aviation Authority (JAA) currently utilizes Motorola Premier One (P1) Computer Aided Dispatch (CAD) software for JAA Police. This system is hosted by the City of Jacksonville, but JAA must maintain its own PC and laptop licenses. Usage of P1 CAD allows JAA to share Jacksonville Sheriff’s Office (JSO) systems and have interoperability with JSO for emergency response. This software represents critical functionality for the Airport Operations Center 2040 Dispatch and, therefore, needs to remain under Motorola’s support and maintenance.

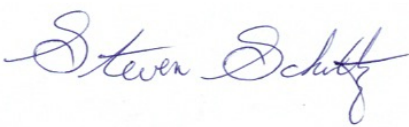
This is a sole source award, as Motorola is the Original Equipment Manufacturer for the software and the only provider of software assurance. The term will cover October 1, 2024, through September 30, 2029.

**RECOMMENDATION:**

**Information Technology recommends JAA make a properly noticed sole source award, pursuant to Section 3.09 of the Procurement Code, to Motorola Solutions, Inc., for P1 CAD software support, maintenance and related services, in a first-year amount of \$15,464.00, with renewal options up to four years, for a total potential award amount of \$85,451.00.**

Initial Year	1 <sup>st</sup> Renewal	2 <sup>nd</sup> Renewal	3 <sup>rd</sup> Renewal	4 <sup>th</sup> Renewal
15,464.00	\$16,238.00	\$17,050.00	\$17,902.00	\$18,797.00

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Steven Schultz, Director of Information Technology
<b>Signature:</b>	

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**



Steven Schultz  
Director of Information Technology

**PROCUREMENT REVIEW:**  
Monica Frazier (delegated)  
Contract Administrator

LeNedda Edwards  
Director of Procurement

**SUBMITTED FOR APPROVAL:**  
Ross Jones  
Chief Financial Officer

Signed by: steven.schultz@flyjacksonville  
Signed at: 2024-07-26 16:42:49 +00:00  
Reason: Witnessing steven.schultz@flyja






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Signature and Date

LeNedda Edwards  
Director of Procurement

Signed by: Marilyn V. Fryar  
Signed at: 2024-07-26 17:25:32 +00:00  
Reason: Witnessing Marilyn V. Fryar






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Signature and Date

LeNedda Edwards  
Director of Procurement

Signed by: LeNedda Edwards  
Signed at: 2024-07-26 13:43:36 -04:00  
Reason: Witnessing LeNedda Edwards






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Signature and Date

Ross Jones  
Chief Financial Officer

Signed by: Ross Jones  
Signed at: 2024-07-26 18:02:50 +00:00  
Reason: Witnessing Ross Jones



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Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: 3 Ayes; 0 Nays)**

Meeting Date: Monday, July 29, 2024

Signed by: Marsha Veal  
Signed at: 2024-08-01 13:40:45 -04:00  
Reason: Witnessing Marsha Veal

---

Recording Secretary

**CEO APPROVAL:**  
Mark VanLoh  
Chief Executive Officer

Signed by: Mark VanLoh  
Signed at: 2024-08-02 13:05:59 +00:00  
Reason: Witnessing Mark VanLoh




---

Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):

N/A



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

July 29, 2024

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

**(Exhibits available upon request)**

**Item 11: AC2024-07-11**

**Microsoft Office 365**

**Vendor: Software House International (SHI)**

**(Cost: \$104,845.90 Funding: 24001)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Microsoft Office 365 / Software House International (SHI)	<b>Cost:</b> \$104,845.90
<b>Solicitation No:</b> Piggyback	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> n/a	<b>Funding Source:</b> 24001

### Attached / Supporting Documents

- Exhibit "A"** – SHI Quote No. 24931686 and License Renewal Quote No. 25035089
- Exhibit "B"** – SHI Omnia Documentation and Public Notice Posting

**BACKGROUND:**

The Jacksonville Aviation Authority (JAA) utilizes Microsoft 365 for SharePoint, Power platform, cloud storage, and Office 365 products. This is an annual subscription service, provided through Omnia Partners Cooperative – Information Technology (IT) Solutions & Services Contract No. 2018011-02, effective through September 28, 2025. These products are necessary for business / operational continuity.


Two quotes totaling \$102,445.90 have been received for these products. Quote No. 25035089 is primarily for new headcount in FY25 and new functionality, such as Power BI. In addition, IT recommends including an additional \$2,400.00 in the award to accommodate additional licenses for upcoming production releases, such as Microsoft CoPilot, for a total potential not-to-exceed award amount of \$104,845.90.

Procurement has researched this purchase and is of the opinion that, pursuant to Sections 2.05(A)(12) and/or 3.08 of the Procurement Code, it is in JAA’s best interest to purchase the requested subscription services by piggybacking or utilizing Omnia Partners - IT Solutions & Services Contract No. 2018011-02.


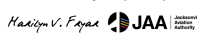


**RECOMMENDATION:**

**Information Technology recommends JAA utilize Omnia Partners – Information Technology (IT) Solutions & Services Contract No. 2018011-02, pursuant to Sections 2.05(A)(12) and/or 3.08 of the Procurement Code, to make a properly noticed piggy-back award to Software House International (SHI) in a total not-to-exceed amount of \$104,845.90, for Microsoft 365 and related subscription licenses, through September 28, 2025. JAA reserves the right to make similar purchases from other vendors when it is in its best interest to do so. Funding for this purchase is within Cost Center 24001.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Steven Schultz, Director of Information Technology
<b>Signature:</b>	

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

<b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b>	
Steven Schultz Director of Information Technology	<small>Signed by: steven.schultz@flyjacksonville Signed at: 2024-07-26 16:42:09 +00:00 Reason: Witnessing steven.schultz@flyja</small>  Signature and Date
<b>PROCUREMENT REVIEW:</b> Marilyn V. Fryar Contract Administrator	<small>Signed by: Marilyn V. Fryar Signed at: 2024-07-26 17:24:49 +00:00 Reason: Witnessing Marilyn V. Fryar</small>  Signature and Date
LeNedda Edwards Director of Procurement	<small>Signed by: LeNedda Edwards Signed at: 2024-07-26 13:39:00 -04:00 Reason: Witnessing LeNedda Edwards</small>  Signature and Date
<b>SUBMITTED FOR APPROVAL:</b> Ross Jones Chief Financial Officer	<small>Signed by: Ross Jones Signed at: 2024-07-26 18:02:10 +00:00 Reason: Witnessing Ross Jones</small>  Signature and Date

3                      0

## AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)

Meeting Date: Monday, July 29, 2024

Signed by: Marsha Veal  
Signed at: 2024-08-01 13:41:27 -04:00  
Reason: Witnessing Marsha Veal  
  
 \_\_\_\_\_  
 Recording Secretary

**CEO APPROVAL:**  
Mark VanLoh  
Chief Executive Officer

Signed by: Mark VanLoh  
Signed at: 2024-08-02 13:05:24 +00:00  
Reason: Witnessing Mark VanLoh  
  
 \_\_\_\_\_  
 Signature and Date

<b>CONDITIONS OF APPROVAL, IF ANY</b> ( <i>if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes</i> ):  <div style="text-align: center; padding-top: 20px;">N/A</div>
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# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

July 29, 2024

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

(Exhibits available upon request)

**Item 12: AC2024-07-12**

**CCure Victor Preventative Maintenance, Access  
Control & Video Maintenance  
Vendor: Johnson Controls, Inc.  
(Cost: \$26,947.68 Funding: 24001)**



# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

**Subject/Awardee:** CCure Victor Preventative Maintenance, Access Control & Video Maintenance / Johnson Controls, Inc. **Cost:** \$26,947.68

**Solicitation No:** Ratification **Budgeted, Transferred, or Contingency:** Budgeted

**On-Going Maintenance Cost:** N/A **Funding Source:** 24001

### Attached / Supporting Documents

- Exhibit "A"** – JAA Award AC2020-03-08, AC2021-02-07, and AC2021-02-08
- Exhibit "B"** – Sourcewell Contract No. 070121-JHN documentation and July through August Quote
- Exhibit "C"** – Public Notice Posting

**BACKGROUND:**

On May 31, 2024, the Jacksonville Aviation Authority’s (JAA) current maintenance agreement with Johnson Controls, Inc. (JCI) for security access control, video preventative maintenance (PM) and related services expired and automatically renewed due to an administrative oversight. As these are critical systems to JAA operations, it was imperative that these systems continue, which requires ratification for services rendered in June, July and August of 2024, at a cost of \$26,947.68.


Additionally, Information Technology has negotiated a new agreement with JCI – the authorized Original Equipment Manufacturer – for C-Cure 9000, Victor Video Surveillance, PM and related services associated with JAA’s Parking and Revenue Control System (PARCS). Approval of this new agreement will be subsequently presented to the Awards Committee via JAA Awards No. AC2024-07-13.

JCI continues to provide the PM services via competitively awarded Sourcewell Cooperative Contract No. 070121-JHN. Pursuant to Sections 2.05(A)(12) and/or 3.08 of JAA’s Procurement Code, Procurement has reviewed this contract and is of the opinion that it is in JAA’s best interest to continue to utilize the referenced Sourcewell Contract. The ratification of \$26,947.68 will allow the previous five-year agreement under Contract Purchase Order No. 43653 to close.









**RECOMMENDATION:**

**Information Technology recommends that JAA Award No. AC2020-03-08, which was awarded to Johnson Controls, Inc. for C-Cure 9000, Victor preventative maintenance, access control, video maintenance and related services, be amended to ratify an administrative oversight for services rendered from July 2024 through August 2024 totaling \$26,947.68, for a new final not-to-exceed amount of \$604,461.28. Funds are budgeted under 24001.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL



Verification of Funding	
<b>Title:</b>	Steven Schultz, Director of Information Technology
<b>Signature:</b>	

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

<b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b>	
Steven Schultz Director of Information Technology	<div style="text-align: right; font-size: small;">             Signed by: steven.schultz@flyjacksonville              Signed at: 2024-07-26 16:31:01 +00:00              Reason: Witnessing steven.schultz@flyja    </div> <hr/> Signature and Date
<b>PROCUREMENT REVIEW:</b> Monica Frazier (delegated) Contract Administrator	<div style="text-align: right; font-size: small;">             Signed by: Marilyn V. Fryar              Signed at: 2024-07-26 17:23:38 +00:00              Reason: Witnessing Marilyn V. Fryar    </div> <hr/> Signature and Date
LeNedda Edwards Director of Procurement	<div style="text-align: right; font-size: small;">             Signed by: LeNedda Edwards              Signed at: 2024-07-26 13:37:59 -04:00              Reason: Witnessing LeNedda Edwards    </div> <hr/> Signature and Date
<b>SUBMITTED FOR APPROVAL:</b> Ross Jones Chief Financial Officer	<div style="text-align: right; font-size: small;">             Signed by: Ross Jones              Signed at: 2024-07-26 18:00:40 +00:00              Reason: Witnessing Ross Jones    </div> <hr/> Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: 3 Ayes; 0 Nays)**

Meeting Date: Monday, July 29, 2024

Signed by: Marsha Veal  
 Signed at: 2024-08-01 13:42:05 -04:00  
 Reason: Witnessing Marsha Veal  



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 Recording Secretary

**CEO APPROVAL:**  
Mark VanLoh  
Chief Executive Officer

Signed by: Mark VanLoh  
 Signed at: 2024-08-02 13:04:17 +00:00  
 Reason: Witnessing Mark VanLoh  



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 Signature and Date

<b>CONDITIONS OF APPROVAL, IF ANY</b> ( <i>if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes</i> ):
N/A



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

July 29, 2024

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

**(Exhibits available upon request)**

**Item 13: AC2024-07-13**

**Security Access Control, Video Preventative Maintenance,  
CCure 9000, Victor Video Surveillance and PARCS  
Vendor: Johnson Controls, Inc.  
(Cost: \$560,997.00 Funding: 24001)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Security Access Control, Video Preventative Maintenance, CCure 9000, Victor Video Surveillance and PARCS / Johnson Controls, Inc.	<b>Cost:</b> \$560,997.00
<b>Solicitation No:</b> Piggyback	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> 24001

### Attached / Supporting Documents

- Exhibit "A"** – Sourcewell Contract No. 070121-JHN documentation
- Exhibit "B"** – Johnson Controls, Inc. Proposal Pages 1-28 (Pages 29-103 available upon request)
- Exhibit "C"** – Public Notice Posting

**BACKGROUND:**

The Jacksonville Aviation Authority (JAA) has a continuing need for Security Access Control and Video Preventative Maintenance, CCure 9000, and Victor Video Surveillance. These services are available through Johnson Controls, Inc., (JCI) via competitively awarded Sourcewell Cooperative Contract No. 070121-JHN, which offers a complete catalog of digital technology solutions at discount pricing.

IT has negotiated the new agreement with JCI for these services and for JAA’s Parking and Revenue Control System (PARCS) and related services (JCI is the authorized maintenance provider by the Original Equipment manufacturer for PARCS). Combining PARCS will result in net savings to JAA and will allow for more efficient scheduling of JCI personnel. This new agreement is anticipated to begin August 12, 2024, such that it will align with the remaining term of the utilized contract term.


Pursuant to Sections 2.05(A)(12) and/or 3.08 of JAA’s Procurement Code, Procurement has reviewed the utilized contract against JCI’s proposal and finds that JAA’s interests are best served by utilizing the referenced contract for the duration and renewals identified therein.

**RECOMMENDATION:**





**Information Technology recommends that JAA make a properly noticed award to Johnson Controls, Inc., for Security Access Control and Video Preventative Maintenance, CCure 9000, Victor Video Surveillance, Parking and Revenue Control System and related services, pursuant to Sections 2.05(A) (12) and/or 3.08 of JAA’s Procurement Code, utilizing Sourcewell Contract No. 070121-JHN, through contract expiration of August 12, 2025 and any renewals approved therein, in a total potential not-to-exceed amount of \$560,997.00, at JAA’s sole discretion. Funds are budgeted under 24001.**

Initial Term	1 <sup>st</sup> Renewal
\$273,657.00	\$287,340.00

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Steven Schultz, Director of Information Technology
<b>Signature:</b>	 I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same).

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

<p>Steven Schultz Director of Information Technology</p> <p><b>PROCUREMENT REVIEW:</b> Monica Frazier (delegated) Contract Administrator</p> <p>LeNedda Edwards Director of Procurement</p> <p><b>SUBMITTED FOR APPROVAL:</b> Ross Jones Chief Financial Officer</p>	<p style="font-size: 8px; text-align: left;">Signed by: steven.schultz@flyjacksonville Signed at: 2024-07-26 16:40:12 +00:00 Reason: Witnessing steven.schultz@flyja</p> <p style="text-align: center;"></p> <hr/> <p style="text-align: center;">Signature and Date</p> <p style="font-size: 8px; text-align: left;">Signed by: Marilyn V. Fryar Signed at: 2024-07-26 17:24:15 +00:00 Reason: Witnessing Marilyn V. Fryar</p> <p style="text-align: center;"></p> <hr/> <p style="text-align: center;">Signature and Date</p> <p style="font-size: 8px; text-align: left;">Signed by: LeNedda Edwards Signed at: 2024-07-26 13:38:30 -04:00 Reason: Witnessing LeNedda Edwards</p> <p style="text-align: center;"></p> <hr/> <p style="text-align: center;">Signature and Date</p> <p style="font-size: 8px; text-align: left;">Signed by: Ross Jones Signed at: 2024-07-26 18:01:34 +00:00 Reason: Witnessing Ross Jones</p> <p style="text-align: center;"></p> <hr/> <p style="text-align: center;">Signature and Date</p>
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**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: Monday, July 29, 2024

Signed by: Marsha Veal  
Signed at: 2024-08-01 13:42:53 -04:00  
Reason: Witnessing Marsha Veal



Recording Secretary

**CEO APPROVAL:**  
Mark VanLoh  
Chief Executive Officer

Signed by: Mark VanLoh  
Signed at: 2024-08-02 13:03:43 +00:00  
Reason: Witnessing Mark VanLoh



Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes):

N/A