



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA November 17, 2025

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: AC2025-11-01

**Food Hall Concessions
Vendor: HMSHost by Avolta AG
(Cost: Rev. Gen. Funding: N/A)**

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Food Hall Concessions / HMSHost by Avolta AG	Cost: Revenue Gen.
Solicitation No: RFP No. 25-21-43101	Budgeted, Transferred, or Contingency: N/A
On-Going Maintenance Cost: N/A	Funding Source: N/A

Attached / Supporting Documents

Exhibit "A" – Scope of Services, Evaluation Matrix, and SPIS Form
Exhibit "B" – HMSHost by Avolta AG Proposal Form

BACKGROUND:

The new Concourse B at Jacksonville International Airport will have a Food Hall with four quick-service locations.

On June 19, 2025, Procurement released Request for Proposals (RFP) No. 25-21-43101 to contract with a qualified firm that could professionally develop, manage and operate Food Hall Quick-Serve concession spaces.

On September 9, 2025, JAA received four conforming Proposals which were evaluated and ranked as follows:

Rank Order	Respondents	Scores w/ ACDBE	Scores w/o ACDBE
1	HMSHost by Avolta AG	91.57	89.07
2	OHM Concession Group, LLC	76.14	73.14
3	Villa Restaurant Group (VRG Jacksonville, LLC)	65.40	64.00
4	First Coast Concessions Group LLC	45.23	40.23

Host International, Inc., dba HMSHost by Avolta, the highest ranked Respondent, proposed the following concessions concepts: Chick-Fil-A, Panda Express, V's Pizza, and Willie Jewel's Bar-B-Q.

RECOMMENDATION:

Business Development recommends that JAA make an award to Host International, Inc., dba HMSHost by Avolta, the highest ranked Respondent in response to RFP No. 25-21-43101, for Food Hall Concessions. The term is for a 15-year period for the following concessions concepts: Chick-Fil-A, Panda Express, V's Pizza, and Willie Jewel's Bar-B-Q. The initial annual rent due for the term of the agreement is the greater of a Minimum Annual Guarantee of \$925,000.00, or 14% of annual gross revenues of food and beverage sales.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	N/A
Signature:	N/A

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:

Jeffrey Taylor
Property Manager

Signature and Date

SUBMITTED FOR APPROVAL:

Samantha Smid
Procurement Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Jay Cunio
Chief Development Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



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Noticed Agenda Item

(Exhibits available upon request)

Item 2: AC2025-11-02

Retail Concessions

Vendor: The Marshall Retail Group, LLC

(Cost: Rev. Gen. Funding: N/A)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Retail Concessions / The Marshall Retail Group, LLC	Cost: Revenue Gen.
Solicitation No: RFP No. 25-22-43101	Budgeted, Transferred, or Contingency: N/A
On-Going Maintenance Cost: N/A	Funding Source: N/A

Attached / Supporting Documents

Exhibit "A" – Scope of Services, Evaluation Matrix, and SPIS Form
Exhibit "B" – The Marshall Retail Group Proposal Form

BACKGROUND:

The Jacksonville Aviation Authority (JAA) is expanding the retail offerings in four locations at Jacksonville International Airport.

On June 26, 2025, Procurement released Request for Proposals (RFP) No. 25-22-43101 to contract with a qualified firm that could professionally develop, manage and operate Retail concession spaces.

On September 23, 2025, JAA received three conforming Proposals which were evaluated and ranked as follows:

Rank Order	Respondents	Scores w/ ACDBE	Scores w/o ACDBE
1	The Marshall Retail Group, LLC	89.42	85.25
2	Paradies Lagardere	80.14	77.81
3	Hudson Group (HG) Retail, LLC	77.95	72.95

The Marshall Retail Group, LLC, the highest ranked Respondent, proposed the following four retail concession concepts: Postcards from Jacksonville by WHSmith, The Beaches at JAX, Seven Bridges Marketplace, and Five Points General Store.

RECOMMENDATION:

Business Development recommends that JAA make an award to Marshall Retail Group, LLC, the highest ranked Respondent in response to RFP No. 25-22-43101, for Retail Concessions, for a 15-year term. The initial annual rent due for the term of the agreement is the greater of a Minimum Annual Guarantee of \$1,800,000.00, or 10% of annual gross revenues on sales in baggage claim location, 14% of annual gross revenues on specialty gift retail sales, and 18% of annual gross sales on travel essential / newsstand sales.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	N/A
Signature:	N/A

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:

Jeffrey Taylor
Property Manager

Signature and Date

SUBMITTED FOR APPROVAL:

Meghan Miles
Procurement Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Jay Cunio
Chief Development Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



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Noticed Agenda Item

(Exhibits available upon request)

Item 3: AC2025-11-03

Lease of Hangar 3 at Herlong Recreational Airport

Vendor: Equinox Capital, LLC

(Cost: Rev. Gen. Funding: N/A)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Lease of Hangar 3 at Herlong Recreational Airport / Equinox Capital, LLC	Cost: Revenue Gen.
Solicitation No: RFI No. 25-32-43101	Budgeted, Transferred, or Contingency: N/A
On-Going Maintenance Cost: N/A	Funding Source: N/A

Attached / Supporting Documents

Exhibit "A" – Scope of Lease, Evaluation Matrix, and SPIS Form
Exhibit "B" – Summary of Equinox Capital, LLC Statement of Interest

BACKGROUND:

Poiema Services, LLC, is the current maintenance operator tenant of Hangar 3 at Herlong Recreational Airport and has been providing maintenance services since 2023. Their lease is set to expire on November 30, 2025. JAA desires a maintenance operator at Hangar 3 to provide necessary services to our general aviation tenants.

On August 7, 2025, Procurement issued Request for Interest (RFI) No. 25-32-43101, for a lease opportunity for Hangar 3 at Herlong Recreational Airport. On September 24, 2025, JAA received one conforming proposal from Equinox Capital, LLC ("Equinox"). The submittal was evaluated and scored in alignment with Procurement's procedures, which resulted in a score of 94.33 out of 100 possible points.

JAA will enter into a direct lease with Equinox, an aircraft maintenance provider headquartered in Lawrenceville, Georgia.

RECOMMENDATION:

Business Development recommends an award be made to Equinox Capital, LLC, the sole respondent to RFI No. 25-32-43101, to lease Hangar 3 at Herlong Recreational Airport, for an initial term of three years with renewal options of up to two years, and a projected total initial rent of \$29,192.00 in the first lease year.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	N/A
Signature:	N/A

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:

Jonathan Stich
Properties Administrator

Signature and Date

SUBMITTED FOR APPROVAL:

Samantha Smid
Procurement Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Jay Cunio
Chief Development Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



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Noticed Agenda Item

(Exhibits available upon request)

Item 4: AC2025-11-04

Systemwide Flooring

Vendor: Milliken Services, LLC (Authorized Dealer Cubix, Inc.)

(Cost: \$250,000.00 Funding: 45123.77420)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Systemwide Flooring / Milliken Services, LLC (Authorized Dealer Cubix, Inc.)	Cost: \$250,000.00
Solicitation No: Piggyback	Budgeted, Transferred, or Contingency: Budgeted
On-Going Maintenance Cost: N/A	Funding Source: 45123.77420

Attached / Supporting Documents

Exhibit "A" – Cubix, Inc. Proposals to replace Walk-offs in Vestibules at Ticketing / Baggage Claim Areas
Exhibit "B" – Omnia Contract No. 2020002150 and Cubix, Inc. Authorized Dealer Letter

BACKGROUND:

Due to the increase in passenger traffic at Jacksonville International Airport (JAX), the vestibule walk-off systems at Ticketing and Baggage Claim are seeing additional wear and tear. Walk-off systems last an average of one to three years before requiring replacement, and the system at JAX is over four years old. The existing vestibule walk-off systems have major wear and tear and require constant attention due to safety concerns. Engineering & Facilities has received multiple requests to repair or adjust the current system to ensure passenger safety and to enhance their experience.

As such, Procurement is of the opinion that it is in JAA's best interest to utilize Omnia Contract No. 2020002150, which was competitively awarded to Milliken Services, LLC, through April 14, 2027, with renewals of up to three years. The local authorized dealer under this contract is Cubix, Inc. (Exhibit "B"), which will provide discounted pricing quotes to JAA. Based on the provided quotes for various FY26 purchases (Exhibit "A"), and including anticipated costs over the next five years, Engineering & Facilities is requesting \$250,000.00 to be utilized by various departments within the organization for the purchase of "as needed" future systemwide flooring. The five-year maximum usage of this piggyback would expire April 14, 2030, at which time additional market research and a new five-year award will be required.

RECOMMENDATION:

Engineering & Facilities recommends JAA utilizes Omnia Contract No. 2020002150, pursuant to Sections 2.05 and/or 3.08 of the Procurement Code, to make a piggy-back award to Milliken Services, LLC, through its authorized dealer, Cubix, Inc., in a potential total not-to-exceed amount of \$250,000.00, for the purchase of systemwide flooring.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	David Jones, VP of Engineering and Facilities
Signature:	

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:

Tanmay R. Bhatt
Projects & Contract Manager

Signature and Date

SUBMITTED FOR APPROVAL:

Samantha Smid
Procurement Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Tony Cugno
Chief Operating Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: ____ Ayes; ____ Nays)

Meeting Date: November 17, 2025

Recording Secretary

CEO APPROVAL:

Mark VanLoh
Chief Executive Officer

Signature and Date

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Noticed Agenda Item

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Item 5: AC2025-11-05

HVAC Systems with Related Products and Services

Vendor: Johnson Controls, Inc.

(Cost: \$6,000,000.00 Funding: Various)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: HVAC Systems with Related Products and Services / Johnson Controls Inc. **Cost:** \$6,000,000.00

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

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

Attached / Supporting Documents

Exhibit "A" – Sourcewell Contract No. 080824-JHN

Exhibit "B" – HVAC Asset List

BACKGROUND:

Engineering & Facilities has an ongoing need for upkeep and timely replacement of HVAC systems throughout Jacksonville Aviation Authority's (JAA) Airport System. This process is based on the age and lifecycle of the respective assets. Multiple systems that are currently in use across the Airport System are approaching obsolescence and, thereafter, cannot be supported or repaired. Over the next five years, Engineering & Facilities anticipates having to replace these systems to maintain HVAC operations (See Exhibit "B").

Procurement researched available contract options against various vendors and cooperative purchasing sources and determined it would be in JAA's best interest to utilize or piggy-back Sourcewell Contract No. 080824-JHN, which was competitively awarded to Johnson Controls, Inc., for a term through November 1, 2028, with renewals not to exceed five years in total contract duration, at which time additional market research and a new five-year award will be required. Based on quotes received for the current HVAC workload and additional maintenance, repair and replacement of HVAC systems, Engineering & Facilities requests a not-to-exceed amount of \$6,000,000.00 to be used over the five year contract term.

RECOMMENDATION:

Engineering & Facilities recommends JAA award to Johnson Controls Inc., utilizing Sourcewell Contract No. 080824-JHN, pursuant to Sections 2.05 and/or 3.08 of JAA's Procurement Code, for the purchase of HVAC Systems with related products and services, through November 1, 2028 and any exercised renewals available under the utilized contract, for a maximum term of five years and a total potential award amount of \$6,000,000.00. JAA reserves the right to make future purchases of this commodity from other vendors when it is in JAA's best interest to do so.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Various
Signature:	N/A

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:

Tanmay Bhatt
Projects & Contract Manager

Signature and Date

SUBMITTED FOR APPROVAL:

Meghan Miles
Procurement Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Tony Cugno
Chief Operating Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



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Noticed Agenda Item

(Exhibits available upon request)

Item 6: AC2025-11-06

Equipment Purchase

Vendor: Alamo Group Ag Americas LLC - Bush Hog, Inc.

(Authorized Dealer AG PRO, LLC)

(Cost: \$110,875.44 Funding: Various Small Cap)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Equipment Purchase / Alamo Group Ag Americas LLC - Bush Hog, Inc. (Authorized Dealer AG PRO, LLC)		Cost: \$110,875.44
Solicitation No: Piggyback	Budgeted, Transferred, or Contingency:	Budgeted
On-Going Maintenance Cost: \$500.00/yr. per equipment	Funding Source:	Various Small Cap

Attached / Supporting Documents

Exhibit "A" – Quotes from Bush Hog, Inc.
Exhibit "B" – Florida Sheriffs Association Contract No. FSA23-EQU21.0 & Authorized Dealer Documentation

BACKGROUND:

Engineering & Facilities desires to purchase three new 2026 Bush Hog Flexwing Mowers for Jacksonville International Airport and Cecil Airport and Spaceport. This request is to replace aging airfield mowers that will be sold at auction. JAA's Fleet Manager has reviewed these purchases and has established an estimated annual preventative maintenance cost for an initial five-year period totaling \$500.00 per piece of equipment.

Procurement has researched this purchase and is of the opinion that, pursuant to Sections 2.05 and/or 3.08 of the Procurement Code, it is in JAA's best interest to purchase the requested equipment by piggyback or utilizing Florida Sheriffs Association Contract No. FSA23-EQU21.0, which was competitively awarded to Alamo Group Ag Americas LLC - Bush Hog Inc. (Authorized Dealer AG PRO, LLC) through September 30, 2026.

Equipment Model / Description	Department	Charge Account	Amount
Bush Hog 15 ft Batwing Mower	JAX / 45133	FY 26 Small Cap	\$32,679.44
Bush Hog 20 ft Batwing Mower	JAX / 45133	FY 26 Small Cap	\$39,098.00
Bush Hog 20 ft Batwing Mower	CECIL / 44202	FY 26 Small Cap	\$39,098.00
TOTAL			\$110,875.44

RECOMMENDATION:

Engineering & Facilities recommends JAA utilizes Florida Sheriffs Association Contract No. FSA23-EQU21.0, pursuant to Sections 2.05 and/or 3.08 of the Procurement Code, to make a piggy-back award to Alamo Group Ag Americas LLC - Bush Hog, Inc., through its authorized dealer, AG PRO, LLC, in a not-to-exceed amount of \$110,875.44, for the purchase of one 15 ft and two 20 ft Batwing Mowers.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Ashley Shorter, Sr. Manager Aviation Planning & Development
Signature:	

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:

Robert W. Speight
Sr. Mgr, Airside Facilities

Signature and Date

SUBMITTED FOR APPROVAL:

Samantha Smid
Procurement Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Tony Cugno
Chief Operating Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: ____ Ayes; ____ Nays)

Meeting Date: November 17, 2025

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*):



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Noticed Agenda Item

(Exhibits available upon request)

Item 7: AC2025-11-07

High Mast LED Light Kits

Vendor: Various Vendors

(Cost: \$100,000.00 Funding: Various)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: High Mast LED Light Kits / Various Vendors	Cost: \$100,000.00
Solicitation No: Amendment	Budgeted, Transferred, or Contingency: Budgeted
On-Going Maintenance Cost: N/A	Funding Source: Various

Attached / Supporting Documents

Exhibit "A" – JAA Award No.'s AC2021-05-04SR, AC2021-05-05, AC2021-08-05, AC2022-04-03, AC2025-06-06
Exhibit "B" – Spend Analysis Summary

BACKGROUND:

The Jacksonville Aviation Authority's (JAA) Awards Committee previously approved JAA Award Nos. AC2021-05-04SR, AC2021-05-05, AC2021-08-05, AC2022-04-03 and AC2025-06-06 for the standardization and purchase of high mast lights on an as-needed basis with authorized electrical distributors to include City Electric Supply, Englewood Electric, World Electric Supply, Inc., Graybar Electric Company, Lamp Sales Unlimited, Consolidated Electrical Distributors and Jax Electric through May 31, 2026.

As a result of ongoing projects and anticipated contract close out, the approved spending authority is approaching depletion. Therefore, this request is to obtain approval to increase the spending authority with the authorized electrical distributors in the amount of \$100,000.00 through the contract expiration of May 31, 2026. Due to a scrivener's error, AC2022-04-03 should have included an additional award amount of \$5,000.00, which is now requested to correct Procurement's records.

RECOMMENDATION:

Engineering & Facilities recommends JAA Award No. AC2021-05-05, awarded to various vendors for high mast LED lighting kits, be further amended to correct a scrivener's error in the amount of \$5,000.00 and to increase the not-to-exceed amount by an additional \$100,000.00, which is necessary to sustain operations through contract expiration of May 31, 2026, resulting in a new potential not-to-exceed award total of \$400,000.00.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	David Jones, VP of Engineering and Facilities
Signature:	

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:

Robert W. Speight
Sr. Mgr, Airside Facilities

Signature and Date

SUBMITTED FOR APPROVAL:

Marilyn V. Fryar
Contract Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Tony Cugno
Chief Operating Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



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Noticed Agenda Item

(Exhibits available upon request)

Item 8: AC2025-11-08

Airport Lighting System Repairs and Maintenance Services

Vendor: Cooper Industries, Crouse-Hinds Airport Lighting Products (Cost: \$50,000.00 Funding: 444202.77280 and 45133.77280)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Airport Lighting System Repairs and Maintenance Services / Cooper Industries, Crouse-Hinds Airport Lighting Products		Cost: \$50,000.00
Solicitation No: Amendment	Budgeted, Transferred, or Contingency:	Budgeted
On-Going Maintenance Cost: N/A	Funding Source:	44202.77280 45133.77280

Attached / Supporting Documents

Exhibit "A" – JAA Awards AC2021-09-12, AC2022-04-02, AC2023-02-05SR, AC2023-03-13
Exhibit "B" – Spend Analysis Summary

BACKGROUND:

The Jacksonville Aviation Authority's (JAA) Awards Committee previously approved JAA Award Nos. AC2023-03-13, AC2023-02-05SR, AC2022-04-02, AC2021-09-12 for the standardization and spend authorization for the repairs and maintenance services of the airfield lighting control and monitoring system (ALCMS) at Jacksonville International Airport and Cecil Airport and Spaceport.

As a result of ongoing ALCMS requirements and anticipated contract close out, the approved spending authority is approaching depletion. Therefore, this request is to obtain approval to increase the spending authority in the amount of \$50,000.00 through November 30, 2026, which is both contract and standardization expiration.

RECOMMENDATION:

Engineering & Facilities recommend JAA Award No. AC2021-09-12, for airfield lighting control and monitoring system repair and maintenance services, awarded to Cooper Industries, Crouse-Hinds Airport Lighting Products, be further amended to increase the not-to-exceed amount by an additional \$50,000.00, which is necessary to sustain operations through contract and standardization expiration of November 30, 2026, resulting in a new potential not-to-exceed award total of \$701,726.01.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	David Jones, VP of Engineering and Facilities
Signature:	

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:

Robert W. Speight
Sr. Mgr, Airside Facilities

Signature and Date

SUBMITTED FOR APPROVAL:

Monica. M. Frazier
Contract Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Tony Cugno
Chief Operating Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA November 17, 2025

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: AC2025-11-09

Linux Server Licenses

Vendor: ConnectWise, LLC

(Cost: \$20,000.00 Funding: 24001.77280)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Linux Server Licenses / ConnectWise, LLC		Cost: \$20,000.00
Solicitation No: Amendment	Budgeted, Transferred, or Contingency:	Budgeted
On-Going Maintenance Cost: N/A	Funding Source:	24001.77280
Attached / Supporting Documents		
Exhibit "A" – JAA Awards, AC2023-10-07		
Exhibit "B" – Spend Analysis Summary		

BACKGROUND:

The Jacksonville Aviation Authority's (JAA) Awards Committee previously approved JAA Award No. AC2023-10-07 for Linux system software licenses and subscriptions.

As a result of increased need and anticipated contract close out, the approved spending authority is approaching depletion. Therefore, this request is to obtain approval to increase the spending authority in the amount of \$20,000.00 through October 27, 2027.

RECOMMENDATION:

Information Technology recommends JAA Award No. AC2023-10-07, for Linux system software licenses and subscriptions, awarded to ConnectWise LLC, be amended to increase the not-to-exceed amount by an additional \$20,000.00, which is necessary to sustain operations through contract expiration of October 27, 2027, resulting in a new potential not-to-exceed award total of \$75,000.00.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Steven Schultz, Vice President of Information Technology
Signature:	

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
Vice President of Information Technology

Signature and Date

SUBMITTED FOR APPROVAL:

Monica. M. Frazier
Contract Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Ross Jones
Chief Financial Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

November 17, 2025

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Noticed Agenda Item

(Exhibits available upon request)

Item 10: AC2025-11-10

Parking and Revenue Control System

Vendor: FlashParking, Inc.

(Cost: \$2,653,500.00 Funding: Various)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Parking and Revenue Control System / FlashParking, Inc.	Cost: \$2,653,500.00
--	-----------------------------

Solicitation No: Piggyback	Budgeted, Transferred, Budgeted or Contingency:
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On-Going Maintenance Cost: \$188,340.00	Funding Source: Various
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Attached / Supporting Documents

Exhibit "A" – Quote from FlashParking, Inc.
Exhibit "B" – NPPGOV PS24290 Contract Documentation

BACKGROUND: The Jacksonville Aviation Authority (JAA) receives over 30% of its revenue through paid parking, which requires technology to identify when a car enters a lot, calculate the duration of stay and associated parking fees, collect funds upon exit, and provide ingress and egress control. Collectively, all the technological components associated with these functions are known as JAA's Parking and Revenue Control System (PARCS). The field equipment on JAA's current PARCS is end of life and requires significant reinvestment to remain functional and reliable.

JAA has investigated FlashParking, Inc.'s parking systems and has validated that the equipment and software functionality fully meets JAA's PARCS requirements. The validation included functional analysis, as well as site visits to FlashParking, Inc.'s factory and to a large airport customer of the product. FlashParking, Inc. is the largest provider of parking technology in North America and currently has 3,500 PARCS production deployments, including major venues and airports.

Furthermore, this equipment purchase represents an O&M cost reduction of approximately \$125,000.00 on an annual basis. Pursuant to Sections 2.05 and/or 3.08 of JAA's Procurement Code, Procurement has reviewed NPPGOV Contract No. PS24290, which is favorable and meets JAA's needs in providing PARCS equipment. As such, Procurement is of the opinion that it is in JAA's best interest to piggyback this contract, which was competitively awarded to FlashParking, Inc. through January 27, 2028 with potential renewals through January 27, 2031. This funding request includes additional funds of 15% to allow for system or parking lot changes over the coming years.

Initial Term	2nd – 6th Renewals (each)
\$1,020,320	\$272,196.67

RECOMMENDATION: Information Technology recommends JAA utilize NPPGOV Contract No. PS24290, pursuant to Sections 2.05 and/or 3.08 of JAA's Procurement Code, to make an award to FlashParking, Inc., to purchase equipment and services for JAA's Parking and Revenue Control System software, services, equipment, parts and accessories, for a term of up to 7 years, subject to Board Approval, in a total potential not-to-exceed amount of \$2,653,500.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Steven Schultz, Vice President of Information Technology
Signature:	

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
Vice President of Information Technology

Signature and Date

SUBMITTED FOR APPROVAL:

Samantha Smid
Procurement Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Ross Jones
Chief Financial Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: ____ Ayes; ____ Nays)

Meeting Date: November 17, 2025

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*):



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA November 17, 2025

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Noticed Agenda Item

(Exhibits available upon request)

Item 11: AC2025-11-11

Crowdstrike, Inc. Software and Services

Vendor: KR2 Technology, LLC .

(Cost: \$53,348.03 Funding: 24001.77280)

Emergency Public Posting: November 13–20, 2025

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Crowdstrike, Inc. Software and Services / KR2 Technology, LLC	Cost: \$53,348.03
Solicitation No: Emergency/Ratification	Budgeted, Transferred, Budgeted or Contingency:
On-Going Maintenance Cost: N/A	Funding Source: 24001.77280

Attached / Supporting Documents

Exhibit "A" – PO Nos. 65282 and 65301

Exhibit "B" – Emergency Purchase Approval and Public Posting Notice

BACKGROUND:

The Jacksonville Aviation Authority (JAA) utilizes Crowdstrike, Inc., software and services for a significant portion of its cybersecurity protection. It is extremely important that these products and services remain available for the safety and security of all JAA cyber assets.

These products and services were made available under a State of Florida grant through KR2 Technology, LLC, which provided grantees access for no charge through a State of Florida funded procurement. While the State of Florida is in process of renewing these grants, the expected renewal was moved from June 2025 to October 2025. To continue services, JAA had to cover the \$22,717.07 cost of the services until the expected October 2025 renewal. This amount was below the formal awards threshold. The State of Florida has announced that grants would not be awarded until February 2026, so JAA would need to cover the additional \$30,630.96 cost of the services until this time. This additional amount would increase the total cost above the formal threshold, so notification was made to Procurement to request an emergency purchase, as Crowdstrike, Inc., software and services are instrumental to JAA cybersecurity protections. Pursuant to Sections §2.05(A)(1) and §2.02(M) of JAA's Procurement Code, this purchase was approved by the Director of Procurement.

RECOMMENDATION:

Information Technology requests a properly noticed ratification of the emergency purchase from KR2 Technology, LLC, for Crowdstrike, Inc., Software and Services, in the amount of \$53,348.03, pursuant to Sections 2.05(A)(1) and 2.02(M) of JAA's Procurement Code.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Steven Schultz, Vice President of Information Technology
Signature:	

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
Vice President of Information Technology

Signature and Date

SUBMITTED FOR APPROVAL:

Samantha Smid
Procurement Administrator

Signature and Date

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Ross Jones
Chief Financial Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: ____ Ayes; ____ Nays)

Meeting Date: November 17, 2025

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*):



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

November 17, 2025

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Noticed Agenda Item

(Exhibits available upon request)

Item 12: AC2025-11-12

Brokerage Commission

Vendor: CBRE, Inc.

(Cost: \$45,000.00 Funding: Various)

Exemption Public Posting: October 14-21, 2025

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Brokerage Commission / CBRE, Inc.	Cost: \$45,000.00
Solicitation No: Exemption Ratification	Budgeted, Transferred, or Contingency: Budgeted
On-Going Maintenance Cost: N/A	Funding Source: 43101

Attached / Supporting Documents

Exhibit "A" – CBRE, Inc. Invoice, Purchase Order, and JAA Broker Compensation Policy
Exhibit "B" – Public Notice Posting

BACKGROUND:

In August 2025, CBRE, Inc., a nationally recognized commercial real estate broker, secured a new lease for rental property owned by Jacksonville Aviation Authority (JAA), which property is more specifically described as COJ Real Estate Parcel ID: 01952-0015 located at the corner of Pecan Park Road and Duval Road . Based on the established five (5) percent commission rate, pursuant to JAA's Broker Compensation Policy, CBRE, Inc. earned \$45,000.00 in brokerage commission fees. In accordance with the Eighth Edition of the Procurement Code §2.05 Exemptions, any transaction exceeding formal thresholds as defined in the Procurement Code require approval by the JAA Awards Committee.

RECOMMENDATION:

Business Development and Procurement requests ratification and approval of this properly noticed exemption transaction, pursuant to Section 2.05 of the Procurement Code, and pursuant to JAA's Broker Compensation Policy, to CBRE, Inc. for a brokerage commission in the amount of \$45,000.00. This commission is in conjunction with securing a new ground lease on JAA property for the development of a new convenience store / gas station, more specifically described as WaWa Florida, LLC.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Ross Jones, Chief Financial Officer
Signature:	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>).

ORIGINATED AND SUBMITTED FOR APPROVAL BY:	
Paul Gerrety Director of Business Development	_____ Signature and Date
SUBMITTED FOR APPROVAL:	
Kathleen Fisher Director of Procurement	_____ Signature and Date
Devin Reed Chief Compliance Officer	_____ Signature and Date
SUBMITTED FOR APPROVAL:	
Jay Cunio Chief Development Officer	_____ Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: ____ Ayes; ____ Nays)

Meeting Date: October 27, 2025

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*):



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

November 17, 2025

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Noticed Agenda Item

(Exhibits available upon request)

Item 13: AC2025-11-13

Furniture, Installation and Related Services

Vendor: Various Authorized Resellers

(Cost: \$500,000.00 Funding: Various)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Furniture, Installation and Related Services / Various Authorized Resellers	Cost: \$500,000.00
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Solicitation No: Piggyback	Budgeted, Transferred, or Contingency: Budgeted
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On-Going Maintenance Cost: N/A	Funding Source: Various
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Attached / Supporting Documents

Exhibit "A" – State of Florida Contract 56120000-24-NY-ACS and Authorized Reseller List
Exhibit "B" – Spend Analysis

BACKGROUND:

The Jacksonville Aviation Authority (JAA) issued "requirements contract" awards to various vendors for office furniture and related items by utilizing various cooperatives and piggyback agreements. Procurement receives frequent internal requests for office furniture and related items and, to expedite and provide competitive pricing for the same, Procurement has researched piggyback contracts for a favorable solution.

Pursuant to Sections 2.05 and/or 3.08 of JAA's Procurement Code, Procurement has reviewed State of Florida Contract No. 56120000-24-NY-ACS, which is favorable and meets JAA's needs in providing various furniture brands and authorized resellers in the local area, with delivery and installation discounts. As such, Procurement is of the opinion that it is in JAA's best interest to piggyback this contract, which was competitively awarded to various authorized resellers listed in attached Exhibit "A."

Funding for this purchase is budgeted within the requesting departments' cost centers and will be verified and approved via JAA's requisition process. The contract will expire on December 1, 2028, and has two additional one-year renewal options available through November 30, 2030.

RECOMMENDATION:

Procurement recommends that JAA utilize State of Florida Contract No. 56120000-24-NY-ACS, for furniture, installation, and related services, pursuant to §§ Sections 2.05 and/or 3.08 of the Procurement Code, to make "requirements contract" awards to the various manufacturers and authorized resellers approved under the utilized Contract, in a collective potential not-to-exceed amount of \$500,000.00 through contract expiration and any exercised renewal options. JAA reserves the right to make similar purchases from other vendors when it is in its best interest to do so.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Various
Signature:	

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:

Janisa Laster
Procurement Specialist

Signature and Date

SUBMITTED FOR APPROVAL:

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Devin Reed
Chief Compliance Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

November 17, 2025

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Noticed Agenda Item

(Exhibits available upon request)

Item 14: AC2025-11-14

Construction and Industrial Equipment Parts and Repairs

Vendors: Ring Power Corporation

(Cost: \$113,841.26 Funding: Various)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Construction and Industrial Equipment Parts and Repairs / Ring Power Corporation **Cost:** \$113,841.26

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

On-Going Maintenance Cost: **Funding Source:** Various

Attached / Supporting Documents

Exhibit "A" – Approved Award No.'s AC2022-02-05 and AC2024-03-03

Exhibit "B" – Spend Analysis

BACKGROUND:

The Jacksonville Aviation Authority (JAA) previously approved JAA Awards Nos. AC2022-02-05 and AC2024-03-03 to Ring Power Corporation for construction and industrial equipment parts and repairs utilizing State of Florida Contract No. 22100000-21-STC through September 30, 2026. JAA continues to have a need for these parts and services.

The approved spending authority for these awards is depleted. Pursuant to Section 3.01 (E) of the Procurement Code, the Director of Procurement approved an increase in the amount of \$3,043.07 to proceed in issuing a purchase order required for parts to repair construction and industrial equipment to sustain operations. Additionally, due to a scrivener's error, AC2022-02-05 should have included the previous informal spend of \$24,999.00 in the total amount, which is now requested to correct Procurement's records. Based on the spend analysis, \$110,798.19 is needed for parts and repair through the September 30, 2026 contract expiration.

RECOMMENDATION:

Procurement recommends that JAA Award No. AC2022-02-05, for construction and industrial equipment parts and repairs with Ring Power Corporation, be further amended to: (i) ratify the amount of \$3,043.07 required for parts to repair construction and industrial equipment to sustain operations; (ii) to correct a scrivener's error in the amount of \$24,999.00 to include informal spend in the total amount; and (iii) increase the spending authority by \$110,798.19; which increase is estimated to be required through contract expiration of September 30, 2026, resulting in a new total potential not-to-exceed amount of \$553,841.26. JAA reserves the right to make similar purchases from other vendors when it is in its best interest to do so.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	N/A
Signature:	N/A

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:

Marilyn V. Fryar
Contract Administrator

Signature and Date

SUBMITTED FOR APPROVAL:

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Devin J. Reed
Chief Compliance Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

November 17, 2025

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Noticed Agenda Item

(Exhibits available upon request)

Item 15: AC2025-11-15

Miscellaneous Accessories, Hardware, Software, and Professional Services

Vendor: CDW Government, Inc.

(Cost: \$2,680,290.15 Funding: Various)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Miscellaneous Accessories, Hardware, **Cost:** \$2,680,290.15
Software and Professional Services / CDW-Government, LLC

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

On-Going Maintenance Cost: **Funding Source:** Various

Attached / Supporting Documents

Exhibit "A" – JAA Awards AC2022-10-09, AC2023-02-09, AC2023-12-02 and AC2024-09-05

Exhibit "B" – Spend Analysis

BACKGROUND:

The Jacksonville Aviation Authority (JAA) previously approved JAA Awards Nos. AC2022-10-09, AC2023-02-09, AC2023-12-02 and AC2024-09-05 to CDW-G for miscellaneous accessories, hardware, software and professional services. For these awards, JAA utilized various cooperative and competitively awarded contracts, to include but not limited to Omnia Partners Contract No. 2024056-01, Sourcewell Contract No. 121923-CDW and State of Florida Contract No. 43230000-23-NASPO-ACS. These awards to CDW-G are through April 24, 2027.

The contract spend analysis indicates the approved spending authority is approaching depletion as a result of the ongoing need for technological accessories, hardware, software and professional services to sustain operations. Therefore, this request is to obtain approval to increase the spending authority with CDW-G for the services at issue in the amount of \$2,680,290.15 through the contract expiration of April 24, 2027.

RECOMMENDATION:

Procurement recommends that JAA Award No. AC2022-10-09, for miscellaneous accessories, hardware, software and professional services with CDW-G, be further amended to increase the funding by \$2,680,290.15, as a result of the ongoing need for technological accessories, hardware, software and professional services to sustain operations, for a new total potential not-to-exceed amount of \$7,185,955.15, through April 24, 2027. JAA reserves the right to make similar purchases from other vendors when it is in its best interest to do so.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	N/A
Signature:	

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:

Marilyn V. Fryar
Contract Administrator

Signature and Date

SUBMITTED FOR APPROVAL:

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Devin J. Reed
Chief Compliance Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA November 17, 2025

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 16: AC2025-11-16

**Facility Maintenance Services
Vendor: Warden Construction
(Cost: \$250,000.00 Funding: Various)**

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Facility Maintenance Services / Warden Construction **Cost:** \$250,000.00

Solicitation No: Amendment **Budgeted, Transferred, Budget or Contingency:**

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

Attached / Supporting Documents

Exhibit "A" – JAA Award Nos. AC2020-05-03, AC2022-02-11, AC2022-11-03, AC2025-01-11, and AC2025-09-17

BACKGROUND:

The Jacksonville Aviation Authority's (JAA) Awards Committee approved JAA Award Nos. AC2020-05-03, AC2022-02-11, AC2022-11-03, AC2025-01-11 and AC2025-09-17 to Warden Construction for facility maintenance services. Warden Construction provides facility maintenance service throughout the JAA Airport System on an as-needed basis.

JAA Award No. AC2025-09-17 approved the spending authority increase with Warden Construction through the December 14, 2025 contract expiration. As a result of ongoing projects and anticipated contract close out, the approved spending authority is approaching depletion. Therefore, this request is to obtain approval to increase the spending authority with Warden Construction through the contract expiration of December 14, 2025, in the amount of \$250,000.00.

RECOMMENDATION:

Procurement recommends that JAA Award No. AC2020-05-03, awarded to Warden Construction for facility maintenance services, be further amended to increase the funding by an additional \$250,000.00, which is necessary to sustain operations through expiration of December 14, 2025, resulting in a new potential total not-to-exceed amount of \$1,990,000.00.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Various
Signature:	N/A

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:

Marilyn V. Fryar
Contract Administrator

Signature and Date

SUBMITTED FOR APPROVAL:

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Devin Reed
Chief Compliance Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

November 17, 2025

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 17: AC2025-11-17

Rental Equipment, Products and Related Services

Vendor: Sunbelt Rentals, Inc.

(Cost: \$400,000.00 Funding: Various)

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Rental Equipment, Products and Related Services / Sunbelt Rentals, Inc. **Cost:** \$400,000.00

Solicitation No: Piggyback

Budgeted, Transferred, or Contingency: Budgeted

On-Going Maintenance Cost: N/A

Funding Source: Various

Attached / Supporting Documents

Exhibit "A" – Sourcewell Contract No. 040924

Exhibit "B" – Monthly Equipment Rental Spend Analysis 2022-2025

BACKGROUND:

The Jacksonville Aviation Authority's (JAA) Airport System has a continued need for industrial equipment rental services. Procurement receives frequent internal requests for rental equipment and related items and, to expedite and provide competitive pricing for the same, Procurement has researched piggy-back contracts for a favorable solution.

Pursuant to Sections 2.05 and/or 3.08 of JAA's Procurement Code, Procurement has reviewed Sourcewell Contract No. 040924, which is favorable and meets JAA's needs in providing rental equipment, products and related services. As such, Procurement is of the opinion that it is in JAA's best interest to piggyback the referenced contract, which was competitively awarded to Sunbelt Rentals, Inc.

Based on historic spend data across all four airports and anticipated projects, JAA is requesting a total of \$400,000.00 to be utilized through June 11, 2028, and any exercised renewals but not to exceed five years in total contract duration.

RECOMMENDATION:

Procurement recommends that JAA utilize Sourcewell Contract No. 040924, to make an award to Sunbelt Rentals, Inc., for rental equipment, products and related services, pursuant to Sections 2.05 and/or 3.08 of the Procurement Code, in a total potential not-to-exceed amount of \$400,000.00, through July 11, 2028, and any exercised renewals available under the utilized contract but not in excess of five years of total contract duration. JAA reserves the right to make similar purchases from other vendors when it is in its best interest to do so.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Various
Signature:	N/A

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:

Monica M. Frazier
Contract Administrator

Signature and Date

SUBMITTED FOR APPROVAL:

Kathleen Fisher
Director of Procurement

Signature and Date

SUBMITTED FOR APPROVAL:

Devin Reed
Chief Compliance Officer

Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: _____ Ayes; _____ Nays)

Meeting Date: November 17, 2025

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*):