



JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

May 21, 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 1:00 p.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: AC2024-05-01

**HBS Software Support Service
Vendor: Brock Solutions US Systems LLC
(Cost: \$1,211,485.00 Funding: 45143)
Proprietary Public Notice Posting: May 6-13, 2024**

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: HBS Software Support Service / Brock Solutions US Systems LLC	Cost: \$1,211,485.00
Solicitation No: Proprietary	Budgeted, Transferred, or Contingency: Transferred / Budgeted
On-Going Maintenance Cost: N/A	Funding Source: 45143.77420

Attached / Supporting Documents

- Exhibit "A"** – Brock Solutions Agreement Proposal
- Exhibit "B"** – Proprietary form, proprietary letter from vendor and public posting notice

BACKGROUND:

Brock Solutions is the manufacturer of a proprietary software that is loaded onto the baggage handling system (HBS) at the Jacksonville International Airport (JIA), and its service agreement offers 24/7 coverage for software support services for this system. JIA requires a new five-year agreement to continue this support, which will cover:

1. Incident Management
2. Cyber Security Management Services
3. Remote System Health Checks
4. Analytics
5. Annual Site Visits with Firmware Updates
6. SmartSort Year-5 Upgrade
7. Brock’s All-Inclusive 24/7 Help Desk - Online Portal and Telephone Access

RECOMMENDATION:

Engineering & Facilities recommends a properly notice proprietary award be made to Brock Solutions US Systems, LLC, for software and technical support and related services for the baggage handling system at Jacksonville International Airport, in an initial year not-to-exceed amount of \$284,575.00, with renewals of up to four years, with a potential five-year, not-to-exceed amount of \$1,211,485.00. Funds are budgeted / transferred within 45143.77420.

Initial Year	1 st Renewal	2 nd Renewal	3 rd Renewal	4 th Renewal
\$284,575.00	\$226,940.00	\$226,940.00	\$236,515.00	\$236,515.00

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	David Jones – Sr. Director, Engineering & 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 (<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:	
Gary Plutta Sr. Manager, Landside Facilities	_____ Signature and Date
PROCUREMENT REVIEW: Samantha Smid Procurement Administrator	_____ Signature and Date
LeNedda Edwards 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: May 21, 2024 _____
Recording Secretary

CEO APPROVAL:
Mark VanLoh
Chief Executive Officer

Signature and Date

<p>CONDITIONS OF APPROVAL, IF ANY (<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>



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Noticed Agenda Item

(Exhibits available upon request)

Item 2: AC2024-05-02

Tire, Tubes, and Services

Vendor: Goodyear Tire & Rubber Company

(Cost: \$180,000.00 Funding: Various)

Piggyback Public Notice Posting: April 26-May 3, 2024

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Tire, Tubes, and Services / Goodyear Tire & Rubber Company	Cost: \$180,000.00
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Solicitation No: Piggyback	Budgeted, Transferred, or Contingency:	Budgeted
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On-Going Maintenance Cost: N/A	Funding Source:	00000.1711 and Various
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Attached / Supporting Documents

Exhibit "A" – State of Iowa RFP No. 0223005113 / Contract No. 24155

Exhibit "B" – Spend Analysis and public posting notice

BACKGROUND:

The current piggybacking contract with Goodyear Tire & Rubber Company will expire on June 30, 2024. The Jacksonville Aviation Authority (JAA) continues to have a need for fleet vehicle tire products and services throughout its Airport System. Therefore, Procurement researched the current market and reviewed State of Iowa Contract No. 24155 awarded from Solicitation RFP0223005113 by the Iowa Dept. of Administrative Services for Tires, Tubes, and Services (Utilized Contract).

Goodyear Tire & Rubber Company was competitively awarded the Utilized Contract for the term effective July 1, 2024, to June 30, 2027, which Procurement has reviewed against the current market and has discovered that the Utilized Contract offers current and favorable pricing. As such, Procurement is of the opinion that it is in JAA’s best interest to piggyback the Utilized Contract, pursuant to Section 2.05 (A) (12) and/or 3.08 of the Procurement Code. Based on historic spending, funds in the amount of \$180,000.00 are requested to be utilized through the contract expiration date of June 30, 2027.

RECOMMENDATION:

Procurement recommends JAA make a properly noticed, non-exclusive award to Goodyear Tire & Rubber Company, utilizing the State of Iowa Contract No. 24155, pursuant to Sections 2.05 (A) (12) and/or 3.08 of the Procurement Code, for tires, tubes, and services, in a potential total not-to-exceed amount of \$180,000.00, over a contract term ending June 30, 2027.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	-Various-
Signature:	<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 (<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>

ORIGINATED AND SUBMITTED FOR APPROVAL BY:

Marilyn V. Fryar
Contract Administrator

Signature and Date

PROCUREMENT REVIEW:

LeNedda Edwards
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: May 21, 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*):



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Noticed Agenda Item

(Exhibits available upon request)

Item 3: AC2024-05-03

**Fleet Vehicle Tires, Parts, and Services
Vendor: Miller Bros. Giant Tire Service – Orlando, Inc.
(Cost: \$50,000.00 Funding: Various)
Piggyback Public Notice Posting: May 13-19, 2024**

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Fleet Vehicle Tires, Parts, and Services / Miller Bros. Giant Tire Service – Orlando, Inc.	Cost: \$50,000.00
Solicitation No: Piggyback	Budgeted, Transferred, or Contingency: Budgeted
On-Going Maintenance Cost: N/A	Funding Source: Various

Attached / Supporting Documents

- Exhibit "A"** – Florida Sheriffs’ Contract FSA22-TRS24.1 Tires
- Exhibit "B"** – Spend analysis and public posting notice

BACKGROUND:

Historically, the Jacksonville Aviation Authority (JAA) has purchased Aircraft Rescue and Fire Fighting (ARFF) Crash Truck tires and heavy-duty vehicle tires and related parts and services from Miller Bros. Giant Tire Service – Orlando, Inc., at informal levels annually. Fiscal Year 24 spend analysis is trending to exceed the informal thresholds for annual spend, requiring Awards Committee approval. Historically, JAA has utilized the Florida Sheriffs’ contract pricing for quotes and has reviewed the amendment under Florida Sheriff’s Association Tire Contract No. FSA22-TSR24.1 for an extension term of April 1, 2024, through March 30, 2025 (Utilized Contract).

Michelin, Bridgestone, Continental, Setco, Falken, and Yokohama tire brands and twelve service specifications are covered under the Utilized Contract, which Procurement has reviewed against the current market and discovered that the Utilized Contract offers current and favorable pricing. As such, Procurement is of the opinion that it is in JAA’s best interest to piggyback the Utilized Contract, which was competitively awarded to multiple vendors, including Miller Bros. Giant Tire Service – Orlando, Inc. Procurement is requesting funds in the amount of \$25,000.00 for the remainder of FY24 and FY25, for a total of \$50,000.00 until contract expiration.

RECOMMENDATION:

Procurement recommends JAA make a properly noticed award to Miller Bros. Giant Tire Service – Orlando, Inc., utilizing Florida Sheriffs’ Association Contract No. FSA22-TSR24.1, pursuant to Sections 2.05(A)(12) and/or 3.08 of the Procurement Code, for fleet vehicle tires, parts, and services, in a potential total not-to-exceed amount of \$50,000.00, over a contract term ending March 31, 2025.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	-Various-
Signature:	<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 (<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>

ORIGINATED AND SUBMITTED FOR APPROVAL BY:

Eric Powell
Procurement Warehouse Manager _____
Signature and Date

PROCUREMENT REVIEW:

LeNedda Edwards
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: May 21, 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*):



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Noticed Agenda Item

(Exhibits available upon request)

Item 4: AC2024-05-04

**Audio Visual Equipment, Accessories and Services
Vendor: AVI-SPL, LLC fka Audio Visual Innovations, Inc.
(Cost: \$35,923.65 Funding: 24001 Small Cap)
Piggyback Public Notice Posting: May 9-16, 2024**

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Audio Visual Equipment, Accessories and Services / AVI-SPL, LLC <i>fka</i> Audio Visual Innovations, Inc.	Cost: \$35,923.65
Solicitation No: Piggyback	Budgeted, Transferred, or Contingency: Budgeted
On-Going Maintenance Cost: N/A	Funding Source: 24001 Small Cap

Attached / Supporting Documents

- Exhibit "A"** – Omnia Contract No. R201201 contract documents
- Exhibit "B"** – EOC pricing proposal and public notice posting

BACKGROUND:

The Jacksonville Aviation Authority (JAA) utilizes a large conference space as an Emergency Operations Center (EOC). The EOC includes audio and visual equipment to facilitate meetings and coordinate large-scale events. However, this equipment is not web conference enabled, meaning there is not equipment suitable for room microphones for audio input into a web meeting, and there is not camera equipment suitable to provide video presence of meeting participants. It is anticipated that utilization of this space will increase in the future, with regular web meetings as a requirement.

Pursuant to Sections 2.05(A)(12) and/or 3.08 of JAA’s Procurement Code, Procurement reviewed OMNIA Contract No. R201201 for Audio Visual Equipment, Accessories and Services, which was competitively awarded to AVI-SPL, LLC *fka* Audio Visual Innovations, Inc. IT’s previous experience with this vendor performing AV updates for JAA has been successful. Upon review, Procurement determined this contract provides favorable pricing, with a current term through March 31, 2025, with one annual renewal remaining.

The proposed dollar value of the contemplated work is \$34,213.00, and IT recommends including an additional 5% (\$1,710.65) for unforeseen scopes related to the complexity of the EOC AV environment, for a total not-to-exceed award amount of \$35,923.65.

RECOMMENDATION:

Information Technology recommends JAA make a properly noticed award to AVI-SPL, LLC *fka* Audio Visual Innovations, Inc., utilizing OMNIA Contract No. R201201, pursuant to Sections 2.05(A)(12) and/or 3.08 of JAA’s Procurement Code, for Emergency Operations Center Audio and Visual upgrades, resulting in a total potential not-to-exceed amount of \$35,923.65.

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Lauren Scott, Sr. Manager of Aviation Planning & Development
Signature:	<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 (<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>

ORIGINATED AND SUBMITTED FOR APPROVAL BY:

Steven Schultz
Director of Information Technology _____
Signature and Date

PROCUREMENT REVIEW:

Samantha Smid
Procurement Administrator _____
Signature and Date

LeNedda Edwards
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: _____

 Recording Secretary

CEO APPROVAL:
 Mark VanLoh
 Chief Executive Officer _____

 Signature and Date

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Noticed Agenda Item

(Exhibits available upon request)

Item 5: AC2024-05-05

**Aviation Fuel Services and Fuel for Herlong Airport
Vendor: Titan Aviation Fuels
(Cost: \$4,001,792.71 Funding: 44402)**

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Aviation Fuel Services and Fuel for Herlong Airport / Titan Aviation Fuels	Cost: \$4,001,792.71
Solicitation No: RFP No. 24-06-44402	Budgeted, Transferred, or Contingency: Budgeted
On-Going Maintenance Cost: N/A	Funding Source: 44402

Attached / Supporting Documents

- Exhibit "A"** – Scope of Services, Evaluation Matrix, and SPIS
- Exhibit "B"** – Titan Aviation Fuels Proposal Form and Cost Summary

BACKGROUND:

The First Coast Flight Center (FCFC) purchases Aviation Gasoline (AVGAS) 100LL and Jet-A Fuel to resale to users of Herlong Airport. FCFC also leases an AVGAS fuel truck from our current fuel provider, which is used to dispense fuel into aircraft at Herlong. Procurement recently issued Request for Proposals (RFP) No. 24-06-44402 for fuel services and a fuel truck lease, and, on March 28, 2024, six proposals were received and were subsequently evaluated and ranked as follows:

Company	Score	Company	Score
Titan Aviation Fuels	80.96*	Avfuel Corporation	57.12
World Fuel Services	75.76*	Campbell Oil Company	53.24
AEG Fuels	73.42*	EPIC Aviation, LLC	49.65

On May 9, 2024, presentations were held of the top three proposers, which resulted in the evaluation committee unanimously recommending Titan Aviation Fuels, whose proposal and JAA’s annual fuel cost estimates result in the following: (i) FY-2025 AVGAS Fuel Estimate: \$548,913.04; and (ii) FY-2025 Jet-A Fuel Estimate: \$148,939.48. Accordingly, Herlong’s estimated annual fuel total is \$697,852.52 for FY25, with an annual 5% escalation.

Atlas Software is being provided at no cost for the initial year, with the remaining four years being billed at a contract rate of \$295.00 per month. Pursuant to section 3.04 of the RFP, the 1200-gallon AVGAS Fuel Truck will lease at a contract rate of \$250.00 per month, for an annual cost of \$3,000.00.

RECOMMENDATION:

Herlong Recreational Airport recommends an award be made to Titan Aviation Fuels, the top ranked and most responsive of six proposers for RFP No. 24-06-44402, for aviation fuel services and fuel truck lease, with an initial three-year term and renewal options of up to two years, for a potential not-to-exceed amount of \$3,885,235.64, with a contingency request of 3% for unforeseen parts and materials, resulting in a total potential five-year award of \$4,001,792.71.

Initial Three-Year Term	1 st Renewal	2 nd Renewal
\$2,216,060.04	\$814,391.51	\$854,784.09

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
Title:	Rolf Riechmann, Director of General Aviation
Signature:	<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 (<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>

ORIGINATED AND SUBMITTED FOR APPROVAL BY:

Sarah Matson Manager, First Coast Flight Center	Signature and Date
PROCUREMENT REVIEW: Samantha Smid Procurement Administrator	Signature and Date
LeNedda Edwards 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: May 21, 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*):