

**GREATER ORLANDO AVIATION AUTHORITY
CONCESSIONS/PROCUREMENT COMMITTEE**

DATE: March 7, 2022

DAY: MONDAY

TIME: 3:00 P.M.

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

I. CALL TO ORDER

II. ROLL CALL

III. ANNOUNCEMENTS - Appeal Process

The Aviation Authority is subject to federal mask mandates. Federal law requires wearing a mask at all times in and on the airport property. Failure to comply may result in removal and denial of re-entry. Refusing to wear a mask in or on the airport property is a violation of federal law; individuals may be subject to penalties under federal law. Seating at sunshine committee meetings will be limited according to space and social distancing. Attendance is on a first-come, first-served basis.

NOTE: If a bidder or proposer is aggrieved by any of the proceedings of today's meeting and wishes to appeal the results of actions made by this Committee, they must file an appeal stating the item they wish to appeal and the basis for which they wish to appeal. Any decision made at these meetings will need record of the proceedings and for that purpose may need to ensure that a verbatim record of the proceeding is made which includes the testimony and evidence upon which the appeal is to be based. Any appeal must be received in writing by the Acting Chief Executive Officer, Mr. Thomas W. Draper, via email TDraper@goaa.org with copy to gail.musselwhite@goaa.org by March 14, 2022, by 4:00 p.m. (emails will be accepted during the pandemic COVID-19).

For individuals who conduct lobbying activities with Aviation Authority employees or Board members, registration with the Aviation Authority is required each year prior to conducting any lobbying activities. A statement of expenditures incurred in connection with those lobbying instances should also be filed prior to April 1 of each year for the preceding year. Lobbying any Aviation Authority Staff who are members of any committee responsible for ranking Proposals, Letters of Interest, Statements of Qualifications or Bids and thereafter forwarding those recommendations to the Board and/or Board Members is prohibited from the time that a Request for Proposals, Request for Letters of Interests, Request for Qualifications or Request for Bids is released to the time that the Board makes an award. The policy, forms, and instructions are available on the Aviation Authority's offices web site. Please contact the Chief Administrative Officer with questions at (407) 825-7105.

IV. NEW BUSINESS

- A. Recommendation to Approve Sole Source Negotiations with Conrac Solutions Operators, LLC. for the Temporary Quick Turnaround ("QTA") Facility in the South Terminal Complex ("STC") at Orlando International Airport

NEXT SCHEDULED CONCESSIONS/PROCUREMENT COMMITTEE MEETING IS ON MARCH 14, 2022



GREATER ORLANDO AVIATION AUTHORITY

Orlando International Airport
One Jeff Fuqua Boulevard
Orlando, Florida 32827-4399

MEMORANDUM

TO: Members of the Concessions/Procurement Committee

FROM: Yovannie Rodriguez, Esq., Chief Administrative Officer

DATE: March 7, 2022

ITEM DESCRIPTION

Recommendation to Approve Sole Source Negotiations with Conrac Solutions Operators, LLC for the Temporary Quick Turnaround (“QTA”) Facility in the South Terminal Complex (“STC”) at Orlando International Airport

BACKGROUND

The term of the Sole Source Contract is for 36 months with the initial service to commence on or about August 1, 2022, and with the Aviation Authority having no options to renew the Contract.

This is a negotiated Contract. The Contract requires Conrac Solutions Operators, LLC to provide a customizable QTA solution to meet size, capacity, and geographic constraints. The temporary QTA product will include environmentally friendly washing stations that include pressure washing stations, multiple drive through automated wash bays with above ground reclaim system, air compressor, vacuum, and windshield wiper fluid system. The product will include an Above Ground Storage Tank (AST) for gasoline and fuel storage on demand with multiple fueling dispensers. The product will also feature a modular construction, high efficiency/high volume automated wash system, 98% water capture reclaim system, backup pressure wash system, low height and weight parameters, access control system, and complete water reclaim/filters.

ISSUES

This Contract Award is based on a Sole Source Procurement Justification in accordance with Aviation Authority Policy 450.03. Staff has reviewed the justification and agrees that this does not lend itself to a competitive solicitation. A temporary QTA is required to support full rental car operations in the STC. Staff conducted nationwide research on contractors who provide temporary QTAs and found that there is only one provider for this service, Conrac Solutions Operators, LLC. Conrac Solutions Operators, LLC has a pending patent on the customizable QTA solution.

If approved, Staff would initiate negotiations with Conrac Solutions Operators, LLC, as a sole source provider, to procure, install and operate the temporary QTA.

The contract award is for a total not-to-exceed amount of \$3,722,018.09 with \$1,274,108.23 representing a down payment for order of products and materials and \$191,690.08 representing a portion of the site assembly/install and disassembly costs coming from fiscal year 2022 budget upon successful negotiation and execution of a contract.

This Contract does not include a Minority and Women Business Enterprise (MWBE) or a Local Developing Business (LDB) participation requirement due to the limited and specialized scope of the

required services, and/or lack of ready, willing and able certified small businesses it does not lend itself to MWBE/LDB/VBE participation.

ALTERNATIVES

The alternative to a temporary QTA would be to require rental car customers utilizing the STC to travel to the North Terminal Complex to rent and return their rental cars. This alternative is not recommended.

FISCAL IMPACT

The fiscal impact for the Contract is a not-to-exceed amount of \$3,722,018.09 of which \$1,465,798.31 is to be funded from Concessions 301.221.220.5440001.000.000000 in the current fiscal year. Funds expected to be spent under the Contract in the current fiscal year are within budget. Funding required in current and subsequent fiscal years will be allocated from the Operations and Maintenance Fund as approved through the budget process and when funds become available.

RECOMMENDED ACTION

It is respectfully requested that the Concessions/Procurement Committee approve that the following be recommended to the Aviation Authority Board: (1) approve Sole Source Negotiations with Conrac Solutions Operators, LLC for the Temporary Quick Turnaround Facility in the South Terminal Complex at Orlando International Airport; (2) authorize funding for the term of 36 months in a not-to-exceed amount of \$3,722,018.09 from the Operations and Maintenance Fund; and (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.