

On **JULY 23, 2021**, the **CONCESSIONS/PROCUREMENT COMMITTEE** of the **GREATER ORLANDO AVIATION AUTHORITY** met in the Carl T. Langford Board Room at Orlando International Airport, One Jeff Fuqua Boulevard, Orlando, Florida, 32827. Chairman Friel called the meeting to order at 2:00 p.m. The meeting was posted in accordance with Florida Statutes and a quorum was present.

Committee members present: Bradley Friel, Chairman
Kathleen Sharman, Vice Chair
Thomas Draper, Chief of Operations
Brian Engle, Director of Customer Experience

Staff/Others present: Yovannie Rodriguez, Chief Administrative Officer
George Morning, Director of Small Business Development
Frank Browne, Assistant Manager, Concessions
Dan Gerber, Interim General Counsel
Gail Musselwhite, Recording Secretary

Chairman Friel announced to all present that 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, and it must be received in writing by the Chief Executive Officer, Mr. Phillip N. Brown, via email pbrown@goaa.org with copy to gail.musselwhite@goaa.org, by Friday, July 30, 2021, 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. The policy, forms, and instructions are available on the web site. Please contact the Chief Administrative Officer with questions at (407) 825-7105.

Before proceeding to New Business, Mr. Gerber asked Committee members to report any conflicts of interest or violations of the Aviation Authority's Code of Ethics and Business Conduct; lobbying activities policy; or the Florida Sunshine law with regard to any agenda item. None were expressed by any Committee member.

Chairman Friel explained to the Committee and those present that today's meeting is being held on remand from an appeal to the Chief Executive Officer. The Chief Executive Officer is directing the Committee to do the following: One, evaluate the financial return to the Aviation Authority as defined by the RFP. Two, evaluate whether the Aviation Authority may count the HPH Payroll and Benefits calculation as meeting the ACDBE participation goal on the AD Partnership proposal. Number three, after disclosure that the Sodexo manager payroll and benefits deduct approximately \$80,000 annually from the total payroll and benefits identified on the AD proforma, evaluate the impact that disclosure has on the AD Partnership ACDBE participation after evaluation under definition of earn. The Committee will begin with the previous evaluations in place for all criteria with two exceptions. First, the Committee will evaluate the financial return to the Aviation Authority for all competitors and second, the Committee will evaluate whether the AD Partnership ACDBE participation ranking should be satisfactory or unsatisfactory. After conducting these two evaluations, the Committee will rank the proposers. So the Committee will hear staff presentations and then we'll allow for public comment and then the Committee will deliberate.

Mr. Gerber added that public comment will be limited to two minutes for each speaker. Each proposing entity is allowed only one speaker. Once the Committee begins deliberations, no further public comment is allowed. When you are speaking, please proceed to the microphone at the podium. You can remove your mask at the microphone. State your name and your affiliation before you speak.

RECOMMENDATION TO REVIEW/RANK PROPOSALS FOR THE SOUTH TERMINAL COMPLEX (STC) PASSENGER LOUNGE CONCESSION PER APPEAL DECISION DATED JULY 14, 2021

Ms. Rodriguez began by describing the documentation provided to Committee members to assist in their comparisons as to financial return to the Aviation Authority. Copies of the proformas from each proposer were provided as well as a combined reference sheet showing all of the proformas. She reminded Committee members that five proposals were received, the term of the concession is ten years and the square footage is 9,300 square feet. She stated that the RFP had three criteria that were rated as satisfactory or

MINUTES FOR THE JULY 23, 2021, CONCESSIONS/PROCUREMENT COMMITTEE

unsatisfactory, including the ones being reviewed today. She reminded the Committee of the original overall ranking and that upon direction from Mr. Brown, the Chief Executive Officer, the Committee is to evaluate the financial return to the Aviation Authority as defined by the RFP as the proposed percentage of gross receipts after consideration of the reasonableness of the information presented and assumption supporting the budget and proforma submitted by the proposers and then two, reevaluate AD Partnership's proposed ACDBE participation as clarified by AD Partnership at the hearing.

Mr. Gerber then presented a briefing on AD Partnership's proposal to meet the ACDBE goal. AD Partnership proposed to contract with HPH, a certified ACDBE firm. Mr. Gerber stated that this is a contractual relationship and not a joint venture. The Committee has been directed to further evaluate AD Partnership's proposed ACDBE commitment in two ways. One, as clarified by AD Partnership at the appeal hearing and in light of the language used in the proposal, can the Aviation Authority count the HPH payroll and benefits calculation as meeting the ACDBE goal. Second, if the Sodexo Manager Payroll and Benefits deduct approximately \$80,000 annually from the total payroll and benefits identified on the AD proforma, what impact does that have on the ACDBE participation after evaluating the definition of earned in specific Federal Regulations.

Chairman Friel next opened the meeting for public comments.

First speaker was Mr. Stuart Vella from Plaza Premium Hospitality who thanked the Committee for the opportunity. Next speaker was Mr. Chris Gwilliam from Airport Dimensions who addressed some of the ACDBE comments. Next speaker was Mr. Jeremy Dalkoff from MAG USA, Escape Lounge who addressed the assumptions made regarding the proformas. Mr. Gerber asked if there were any other comments. Being none, the public comment phase was closed.

Chairman Friel indicated to the Committee that deliberations would begin with a review of financial returns to the Aviation Authority followed by a review of AD Partnership's ACDBE participation.

After deliberating the return to the Aviation Authority as defined by the RFP, the Committee consensed there were no changes from the scoring from the June 25, 2021 meeting.

Next, the Committee was directed to evaluate AD Partnership's ACDBE participation and whether it was satisfactory or unsatisfactory based on the supplemental information and the questions provided by the CEO. After deliberating the supplemental information the Committee consensed to making no changes to the ACDBE scoring from the June 25, 2021 meeting with AD Partnership remaining satisfactory.


Upon motion by Mr. Draper, seconded by Mr. Engle, vote carried to approve the rankings remain unchanged for the Request for Proposals for Passenger Lounge Concession as follows:

First:	Trip Hospitality Orlando, LLC
Second:	AD Partnership, LLC dba Airport Dimensions
Third:	Aspire Lounge - DFB, LLC
Fourth:	Escape Lounge MCO, LLC
Fifth:	TAV America Operation Services, Inc.

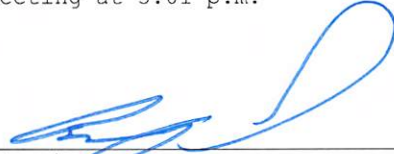
MINUTES FOR THE JULY 23, 2021, CONCESSIONS/PROCUREMENT COMMITTEE

ADJOURNMENT

Chairman Friel asked if there was further business to discuss before the Committee. Having no further business to discuss, he adjourned the meeting at 3:01 p.m.



Gail Musselwhite
Recording Secretary



Brad Friel
Chairman