

**INVITATION TO SUBMIT COMPETITIVE PROPOSALS
FOR GROUND TRANSPORTATION CONCESSIONS AT
ORLANDO INTERNATIONAL AIRPORT**

The Greater Orlando Aviation Authority (the "Authority") is seeking competitive Proposals for the operation of two (2) Ground Transportation Concessions for the provision of transportation services in limousines, sedans, vans and buses at Orlando International Airport, Orlando, Florida (the "Airport"). The two (2) open Concession packages, Concession Package A and Concession Package B, have differing qualifying requirements including but not limited to Concession Fees and minimum vehicle requirements. In addition, passenger Queuing Spaces and Service Counters will be different in size for the two (2) Concession packages as well as the numbers of assigned loading spaces on the Commercial Lanes. Term for both Concession packages will be for a period of three (3) years and will commence on or about February 1, 2022 with the parties having the right to renew the Concessions for two (2) additional periods of one (1) year.

The successful Proposer for each of the Concession packages will be granted the non-exclusive right and obligation to provide demand and pre-arranged ground transportation services to specified service areas to passengers arriving at the Airport. Express Resort Transportation to hotels and resorts affiliated with local attractions, including, if possible, luggage handling services under both Concession packages is encouraged. Proposals in which the Initial Minimum Annual Concession Fee is less than \$1,000,000 for Concession Package A and \$500,000 for Concession Package B will not be considered. Concession Package B is open to Proposers with gross annual revenues, averaged over the most recent three fiscal years, of less than \$7,500,000. The owner(s) of a Concession Package B Proposer may not have a personal net worth in excess of \$750,000 each.

A **Mandatory** Pre-Proposal Conference will be held on October 20, 2021 at 1:00 p.m. (Eastern Standard Time) in the Authority's Purchasing Conference Room, located at 8652 Casa Verde Road, Building 811, Orlando, Florida. Comments on the proposed business terms are encouraged at the Pre-Proposal Conference.

Proposal documents will be available as of October 4, 2021, including specifications and requirements for the Concessions, Proposal forms, and copy of the Concession Agreements to be entered into by the successful Proposers. These documents may be obtained on-line at www.demandstar.com.

Difficulty in obtaining documents should be directed to the Office of the Chief of Operations, which is located in the Authority's Offices on the third level of the Main Terminal at Orlando International Airport, One Jeff Fuqua Boulevard, Orlando, Florida 32827 or via telephone number (407) 825-7110. Proposals must be submitted on the forms provided by the Authority, and must be delivered with any required attachments to the Authority's Purchasing Office, located at 8652 Casa Verde Road, Building 811, Orlando, Florida 32827-4399. All Proposals must be received by the Authority prior to 2:00 p.m. (Eastern Standard Time) on November 11, 2021.

Notwithstanding anything else stated herein, the Authority reserves the right to modify any of the documents or the specifications and requirements for this concession at any time prior to its receipt of Proposals. No Proposal submitted hereunder may be altered or withdrawn for a period of one hundred twenty (120) days after the deadline for receipt of Proposals, and the Authority reserves the right to reject any or all Proposals.