

**ADDENDUM NO. 4  
TO THE AGREEMENT  
DATED MAY 28, 2019  
BETWEEN  
THE GREATER ORLANDO AVIATION AUTHORITY  
AND  
MEDIA 1 SIGNS, INC.**

**Project:** Second Extension, Orlando International and Executive Airports

**THIS ADDENDUM** is effective this date Mar 21, 2023, by and between the **GREATER ORLANDO AVIATION AUTHORITY** ("Authority"), and **MEDIA 1 SIGNS, INC.** ("Contractor").

**WITNESSETH:**

**WHEREAS**, by Agreement dated May 28, 2019, Authority and Contractor entered into an agreement for Contractor to provide Continuing Signage Construction services; and

**WHEREAS**, the Authority and Contractor desire to enter into this Addendum to the Agreement to exercise the second extension and extend the Agreement for an additional one-year period.

**NOW, THEREFORE**, in consideration of the premises and the mutual covenants herein contained, the Authority and the Contractor do hereby agree as follows:

1. The term of the second extension to the Agreement shall be for a period of one (1) year from May 28, 2023 to May 28, 2024, as more fully described in the attached Exhibit "A." Contractor shall perform all services authorized during the extension period in accordance with the terms and conditions set forth in the Agreement.
2. Except as expressly modified in this Addendum, the Agreement dated May 28, 2019 and all prior addenda will remain in full force and effect.

IN WITNESS WHEREOF, the parties hereto by their duly authorized representatives, have executed this Addendum as of the day and year first above written.

**GREATER ORLANDO AVIATION AUTHORITY**

*Kevin J. Thibault*

boxSIGN

1V3Q39J4-1XV3QY93

By:

Kevin J. Thibault, P.E.  
Chief Executive Officer

Approved as to Form and Legality  
(for the benefit of GOAA only)  
on this date Mar 19, 2023

*Karen Ryan*

By:

~~NEILSON MULLINS BROAD AND CASSEL~~  
Legal Counsel  
Greater Orlando Aviation Authority

**MEDIA 1 SIGNS, INC.**

By:

*Dale Salamacha*  
Signature (Duly Authorized Rep.)

Dale Salamacha  
Printed Name

President  
Title



## GREATER ORLANDO AVIATION AUTHORITY

Orlando International Airport  
11312 Terminal Service Road  
Orlando, Florida 32824

### MEMORANDUM

TO: Members of the Construction Committee

FROM: Kathy Anderson, Manager, Contracts and Grants *KA*

DATE: January 24, 2023

SUBJECT: Request for Recommendation of Approval of No-Cost Addenda to the Continuing Signage Construction Services Agreements to Exercise the Second and Final One-Year Renewal Option

In April 2019, the Aviation Authority Board approved Continuing Signage Construction Services Agreements with the below firms. The provisions in the agreements include a base three-year term with two subsequent optional one-year renewal periods upon mutual agreement of the parties. Each firm's first one-year renewal term expires as follows:

FIRM	EXPIRATION DATE
AC Signs, LLC	05/15/23
Media 1 Signs Inc.	05/28/23

In order to maintain these services on an as-needed basis for routine operations of the Airport, staff requires the services of the above-referenced firms. The firms were requested to provide their concurrence to exercise the first one-year renewal option (copies of which are attached).

It is requested that the Construction Committee recommend to the Aviation Authority Board approval of a No-cost Addendum to each of the Continuing Signage Construction Service Agreements with the firms listed above to extend each agreement for one year from the current expiration date.



media1signs.com

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December 21<sup>st</sup>, 2022

To Whom it May Concern:

Media 1 Signs Inc. would like to renew the Continuing Signage Construction Agreement dated May 28<sup>th</sup>, 2019 with the Greater Orlando Aviation Authority. We would like to obtain a recommendation from the Construction Committee for approval and be placed on the Aviation Authority Board's agenda. Thank you and we would look forward to the continuing partnership with GOAA.

A handwritten signature in black ink, appearing to read "Dale Salamacha", written over a horizontal line.

~~Dale Salamacha~~

President  
Media 1 Signs Inc.



## GREATER ORLANDO AVIATION AUTHORITY

Orlando International Airport  
One Jeff Fuqua Boulevard  
Orlando, Florida 32827-4392

### MEMORANDUM

TO: Members of the Aviation Authority

FROM: Scott Shedek, Chairman, Construction Committee

DATE: February 15, 2023

### ITEM DESCRIPTION

Recommendation of the Construction Committee to Approve No-Cost Addenda to the Continuing Signage Construction Services Agreements to Exercise the Second and Final One-Year Renewal Option

### BACKGROUND

In 2019, the firms providing Continuing Signage Construction Services were selected through a competitive award process. These services are procured on an as-needed or annual basis. The Aviation Authority's policy and procedure provides that construction firms may be engaged through continuing services agreements for construction projects with a value of \$4,000,000 or less.

On April 17, 2019, the Aviation Authority Board approved Continuing Signage Construction Services Agreements with the following two firms:

- AC Signs, LLC (*MWBE/LDB*)
- Media 1 Signs, Inc. (*LDB*)

These agreements provide continuing signage construction services which include, but are not limited to, the layout, fabrication, programming and installation of new and the replacement of outdated and obsolete static wayfinding signage (sign cans and/or sign panels) for interior, exterior, roadway, and other public facility work. This work may also include dynamic signage with head-end and network installation as well as low and high voltage sign power requirements, interactive signs, video walls, and other forms of the new messaging technologies.

The terms of these continuing agreements include a three-year service agreement with optional renewal periods of two additional one-year terms upon mutual agreement of the Aviation Authority and the contractor.

On January 19, 2022, the Aviation Authority Board approved the first one-year renewal option. The current agreements will expire as follows:

Firm	Expiration Date
AC Signs, LLC	May 15, 2023
Media 1 Signs, Inc.	May 28, 2023

Both firms have been responsive to the Aviation Authority's needs.

## **ISSUES**

To maintain continuing signage construction services on an as-needed basis, the second and final renewal option is required for each of the agreements. In response to the Aviation Authority's notification, both firms have provided a letter of concurrence of the second and final one-year renewal option.

On January 24, 2023, the Construction Committee recommended approval of a No-Cost Addendum to each of the Continuing Signage Construction Services Agreements to exercise the second and final one-year renewal option, as outlined in the memorandum.

## **ALTERNATIVES**

The Aviation Authority Board could direct staff to advertise for new Continuing Signage Construction Services.

## **FISCAL IMPACT**

There is no fiscal impact for these addenda. Future addenda will be based on specific tasks of work as assigned with approved funding source.

## **RECOMMENDED ACTION**

It is respectfully requested that the Aviation Authority Board resolve to accept the recommendation of the Construction Committee and (1) approve a no-cost Addendum to the Continuing Signage Construction Services Agreement with AC Signs, LLC to exercise the second and final one-year renewal option and extend the Agreement to May 15, 2024; (2) approve a no-cost Addendum to the Continuing Signage Construction Services Agreement with Media 1 Signs, Inc. to exercise the second and final one-year renewal option and extend the Agreement to May 28, 2024; and, (3) authorize an Aviation Authority Officer or the Chief Executive Officer to execute the necessary documents following satisfactory review by legal counsel.