# AMENDMENT 4 to ADDENDUM NO. 44 TO THE AGREEMENT DATED JANUARY 8, 2021 BETWEEN GREATER ORLANDO AVIATION AUTHORITY AND RICONDO & ASSOCIATES, INC.

Project: Additional FY24 On-Call General Consulting Services, Orlando

**International Airport** 

**THIS AMENDMENT** is effective this 27<sup>th</sup> day of August, 2024, by and between the **GREATER ORLANDO AVIATION AUTHORITY** ("Aviation Authority"), and **RICONDO** & **ASSOCIATES**, **INC**. ("Consultant').

## WITNESSETH:

**WHEREAS**, by Agreement dated January 8, 2021, Aviation Authority and Consultant entered into an agreement for Consultant to provide General Consulting Services; and

**WHEREAS**, under the Agreement, Consultant agreed to perform such additional services for the Aviation Authority as are contained in any additional scope of work established by the Aviation Authority in any addendum to the Agreement and accepted in writing by the Consultant; and

**WHEREAS**, the Aviation Authority and the Consultant desire to enter into this Amendment to the Agreement to provide for additional services to be rendered by the Consultant under the terms of said Agreement.

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

- 1. Consultant shall perform additional services in accordance with the terms of the Agreement and the attached Exhibit "A." Consultant shall be paid for such additional services according to the payment terms set forth in the Agreement.
- 2. Consultant shall be compensated for such additional services in the **NOT TO EXCEED amount of EIGHTY-NINE THOUSAND EIGHT HUNDRED FORTY-FOUR AND NO/100 DOLLARS (\$89,884.00),** broken down as follows:

Professional Fees:NTE:\$88,884.00Professional Fees:LS:\$0.00Reimbursable Expenses:NTE:\$1,000.00

Total: \$89,884.00

3. Except as expressly modified in this Amendment, the Agreement dated January 8, 2021 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 Amendment this day of \_\_Aug 29, 2024\_\_\_.

# **GREATER ORLANDO AVIATION AUTHORITY**

Kevin J. Thibault

Approved as to Form and Legality (for the benefit of GOAA only) this day of <u>Aug 28</u>, 2024

Karen Ryan

NELSON MULLINS RILEY AND SCARBOROUGH, Legal Counsel Greater Orlando Aviation Authority

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

# **RICONDO & ASSOCIATES, INC.**

By:

Pete Ricondo

boxsign 4LWR3220-4KY6VQ9X

Signature (Duly Authorized Rep.)

Pete Ricondo

Printed Name

Senior Vice President

Title

Published By: Chris DeLoatche

Reviewed By:



#### **MEMORANDUM**

TO: Members of the Procurement Committee

FROM: Brad Friel, Sr. Vice President of Multi-Modal Planning and Environmental

DATE: August 27, 2024

#### **ITEM DESCRIPTION**

Request for Approval of an Amendment to Addendum 44 of the General Consulting Services Agreement with Ricondo & Associates, Inc. to Add Subconsultants to the Fiscal Year 2024 On-Call General Consulting Services at the Orlando International Airport (MCO).

#### **BACKGROUND**

In December 2020, Ricondo & Associates, Inc. was selected by the Aviation Authority Board through a competitive award process to provide General Consulting Services. Tasks are awarded on an as-needed or annual basis.

This no-cost base agreement established the negotiated hourly rates. The services provided as part of this agreement may include advising and supporting the Aviation Authority through assessments, studies, master planning, concept development, and preparation of design/build criteria packages, extension of staff, and other efforts as assigned for the development, management, and operation of the existing and future facilities. The services may also include interfacing with the Aviation Authority's committees and the Aviation Authority's departments, and coordinating and providing documentation required by federal, state, and local agencies including the Federal Aviation Administration (FAA); Transportation Security Administration (TSA); Florida Department of Transportation (FDOT); the Orlando Utilities Commission (OUC); the Division of Strategic Business Development; City of Orlando; Orange County, Florida; and, other agencies as required. The selected general consultant will be prohibited from providing preparation of construction documents, and Owner's Authorized Representative (OAR) Services for the Aviation Authority, and shall be precluded from submitting bids or proposals for any such services to the Aviation Authority.

#### **ISSUES**

On October 5, 2023, the Procurement Committee approved an initial \$50,000 for general on-call services with Ricondo & Associates for Fiscal Year 2024. It has been determined that two subconsultants will be needed to assist the Aviation Authority in these on-call general consulting services. This is primarily- associated with the Innovate28 tabletop event, hosted by the Aviation Authority. An additional, not to exceed amount of \$89,844.00 is being requested to assist in this task as further described in the Consultant's proposal dated August 16, 2024.

The Federal Aviation Administration's (FAA) Innovate 28 (I28) program is an initiative that aims to enable advanced air mobility (AAM) operations safely by 2028. The program was developed in collaboration with NASA and industry stakeholders. FAA I28 Teams will co-host the first I28 tabletop event in Orlando in November 2024 as Orlando and MCO explore use cases for operations to/ from MCO.

Given the timeframe and specialized nature of organizing and hosting the tabletop, the Aviation Authority has identified Woolpert, Inc. and Environmental Science Associates (ESA) to serve as subconsultants under the General Consultant Agreement for the task. This event task will include, but is not limited to, stakeholder engagement, logistical support, access to subject matter expertise, and event organizing.

The cumulative contract value of all addenda/amendments since the last approval by the Aviation Authority Board for the General Consulting Services Agreement with Ricondo and Associates, Inc. does not exceed the \$250,000 threshold; thus, this agenda item does not require Board approval.

The effective date of this amendment will be August 21, 2024.

## **SMALL BUSINESS**

The MWBE/LDB/VBE participation has been reviewed by the Office of Small Business Development. The findings and recommendation are attached.

### **ALTERNATIVES**

None.

### **FISCAL IMPACT**

The fiscal impact is \$89,844.00. Funding is from FY24 and FY25 Operations and Maintenance Funds, subject to adoption by Aviation Authority Board of the Fiscal Year 2025 Aviation Authority Budget.

## **RECOMMENDED ACTION**

It is respectfully requested that the Procurement Committee approve an amendment to an addendum 44 of the General Consulting Services Agreement with Ricondo & Associates, Inc. for the services contained herein and amount as shown below:

Not to Exceed Fees	\$88,844.00
Lump Sum Fees	\$0.00
Not to Exceed Expenses	\$1,000.00
TOTAL	\$89,844.00
TOTAL  CRI – Compliance Review Date	\$89,844.00 DL 8/21/24

Marquez Griffin, Senior Vice President of Operation	S
Procurement Committee Chairman	

Date



August 16, 2024

Mr. Bradley Friel, A.A.E., AICP
Senior Vice President
Multi-Modal Planning & Environmental
Greater Orlando Aviation Authority
One Jeff Fuqua Boulevard
Orlando, FL 32824

RE: Proposal for MCO Innovate 28 (I28) Meetings – Support Services

Dear Mr. Friel:

Ricondo & Associates, Inc. (Ricondo), with support from Environmental Science Associates (ESA) and Woolpert appreciate the opportunity to submit this proposal to provide meeting planning, logistics, facilitation, and other support services to the Greater Orlando Aviation Authority (Aviation Authority) for hosting I28 meetings over a two (2) day period. Specifically, these meetings will be closely coordinated with the Federal Aviation Administration (FAA) Innovate 28 (I28) Team for Advanced Air Mobility (AAM) Airspace Planning. Services anticipated as part of this effort are outlined in the two tasks below. The approach will be informed by ESA's and Woolpert's work with the Florida Department of Transportation (FDOT) in advancing AAM at the statewide level but adapted to meet the goals of the Aviation Authority and the FAA. For ease of budgeting, Task 1 will be completed by September 30<sup>th</sup>, 2024, and Task 2 will be conducted between October 1<sup>st</sup> and December 6<sup>th</sup>, 2024.

Below is a breakdown of the anticipated services to be provided. ESA's and Woolpert's proposals are included as attachments.

# Task 1 - Initial Planning

ESA and Woolpert will support the planning required for the two (2) Aviation Authority and FAA I28 Team meetings on consecutive days in November 2024. The efforts under this task include:

- Assistance in identifying the goals and agendas for the meetings.
- Assistance in developing and sending out digital save-the-date notices based on the Aviation Authority's final distribution lists.
- Distributing and managing digital invitations and RSVPs (such as bounce back, updated information, alternative attendees, etc.) for both meetings based on Aviation Authority's final distribution lists.
- Distributing the meeting agendas.
- Host bi-weekly planning meets with FAA and OEM/operators (independent meetings on alternative weeks)
- Reviewing the initial event planning materials to include the Concept of Operations (CONOPS), exhibits, handouts, questions, etc.



Mr. Bradley Friel, A.A.E., AICP Greater Orlando Aviation Authority August 16, 2024 Page 2

To accomplish this task, ESA and Woolpert will participate in up to 13 virtual meetings:

- → Weekly meetings with the Aviation Authority (7).
- → Aviation Authority and FAA I28 Team bi-weekly meetings (3).
- → Bi-weekly planning meetings with AAM OEMs and Operators (3).

# Task 2 – CONOPS Development and Meeting Facilitation

ESA and Woolpert will support the final development of the CONOPS use case scenarios and the facilitation of the two (2) Aviation Authority and FAA I28 Team meetings in November 2024. The efforts under this task include:

- Reviewing the final event materials to include the CONOPS, presentations, exhibits, handouts, questions, etc.
- Preparing and printing the materials (badges, table tents, sign-in sheets, agendas, etc.) for the two
   (2) Aviation Authority and FAA I28 Team meetings.
- Attending the two (2) Aviation Authority and FAA I28 Team meetings.
- Assisting in the development of the Tabletop meeting minutes.

The CONOPS will be developed based on feedback from OEM/operators and include the following items:

- Reference Aircraft (wingspan, transition speed and altitude to wing-borne flight, weight. cruise speed, weather condition capabilities, taxiing).
- Desired tempo of operations per hour and scheduled versus on-demand services.
- Charging and turnaround times.
- Location of vertiports and the layout of each vertiport (FATO and aircraft parking stands).
- Routes and cruise altitudes of aircraft when in controlled airspace.
- Other components, including exhibits, as necessary.

ESA and Woolpert will also develop the materials necessary for the tabletop event, including the following:

- Word document with guiding questions for facilitators based on the CONOPS
- PowerPoint Presentation to guide the tabletop, including the following information:
  - o Introduction to Tabletop, objectives, and outcomes
  - o Overview of use cases, including CONOPS and exhibits



Mr. Bradley Friel, A.A.E., AICP Greater Orlando Aviation Authority August 16, 2024 Page 3

To accomplish this task, ESA and Woolpert will participate in up to 15 virtual meetings:

- Weekly meetings with the Aviation Authority (9).
- Aviation Authority and FAA I28 Team bi-weekly meetings (4).
- Planning meetings with the Tabletop meeting active participants (2)

# Schedule

The proposed services will be completed between the issued Notice to Proceed, anticipated to be on or near August 20th, 2024 and December 6th, 2024.

### **Professional Fees**

As noted in **Table 1**, the Not to Exceed (NTE) fee amount for the proposed services based on the aforementioned assumption is \$89,844.00. A copy of ESA's and Woolpert's proposals for these services is attached for your reference. Ricondo will not be participating in this task, as such there are zero hours and no budget proposed for Ricondo.

TABLE 1 - BUDGET ESTIMATE - LABOR AND REIMBURSABLE EXPENSES

FIRM/POSITION	HOURLY RATE	LABOR HOURS	C	OST
ESA/Senior Principal Consultant 4	\$296.00	18	\$	5,328.00
ESA/Principal Consultant 6	\$265.00	60	\$	15,900.00
ESA/Principal Consultant 4	\$242.00	24	\$	5,808.00
ESA/Managing Consultant 3	\$198.00	12	\$	2,376.00
ESA/Senior Consultant 4	\$153.00	32	\$	4,896.00
ESA/Senior Consultant 3	\$135.00	24	\$	3,240.00
ESA/Associate Consultant 3	\$129.00	4	\$	516.00
ESA – Outsourced Project Related Expenses	N/A	N/A	\$	1,000.00
Woolpert/Senior Geospatial SME	\$255.00	140	\$	35,700.00
Woolpert/Project Manager	\$145.00	104	\$	15,080.00
TOTAL COSTS			\$	89,844.00
WBE/DBE PARTICIPATION				0.0%



Mr. Bradley Friel, A.A.E., AICP Greater Orlando Aviation Authority August 16, 2024 Page 4

We appreciate the opportunity to continue serving and supporting the Aviation Authority. If you require additional information regarding this proposal, please contact me at 305-677-0370 or via email at <a href="mailto:pricondo@ricondo.com">pricondo@ricondo.com</a>.

Sincerely,

RICONDO & ASSOCIATES, INC.

Pete Ricondo Senior Vice President

ENCLOSURES – ESA and Woolpert Proposals including Professional Fee Breakdown and Hourly Rate; Truth in Negotiation Form

cc: 21041212

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### TRUTH IN NEGOTIATION CERTIFICATION

The Consultant hereby certifies, covenants, and warrants that wage rates and other factual unit costs supporting the compensation for this project's agreement are accurate, complete, and current at the time of contracting.

The Consultant further agrees that the original agreement price and any additions thereto shall be adjusted to exclude any significant sums by which the Aviation Authority determines the agreement price was increased due to inaccurate, incomplete, or noncurrent wage rates and other factual unit costs. All such agreement adjustments shall be made within (1) year following the end of the contract. For purposes of this certificate, the end of the agreement shall be deemed to be the date of final billing or acceptance of the work by the Aviation Authority, whichever is later.

Consultant: Ricondo & Associates, Inc.

Ву:

Print Name: Pete Ricondo, P.E., Senior Vice President

Date: 08/16/2024



5401 South Kirkman Road Suite 475 Orlando, FL 32819 407.403.6300 phone 407.403.6301 fax

August 16, 2024

Mr. Pete Ricondo Senior Vice President Ricondo 3504 Lake Lynda Drive, Suite 165 Orlando, FL 32817

**Subject:** Support for FAA Innovate 2028 Meetings

Greater Orlando Aviation Authority

Dear Pete:

Environmental Science Associates (ESA) is pleased to offer this proposal to assist in facilitating the Greater Orlando Aviation Authority (GOAA) meetings with the Federal Aviation Administration (FAA) Innovate 28 (I28) Team for Advanced Air Mobility (AAM) Airspace Planning. Services anticipated as part of this effort are outlined in the two tasks below. Our approach is informed by our work with FDOT in advancing AAM at a statewide level but adapted to meet the goals of GOAA and the FAA. For ease of budgeting, Task 1 will be completed by September 30<sup>th</sup> and Task 2 will be conducted between September 30<sup>th</sup> and December 6<sup>th</sup>.

# Task 1 - Initial Planning

<u>Description</u>: As part of the Consultant Team, ESA will support the planning required for the two (2) GOAA and FAA I28 Team meetings on consecutive days in November 2024. The efforts under this task include:

- Assistance in identifying the goals and agendas for the meetings.
- Assistance in developing and sending out digital save the date notices based on GOAA's final distribution lists.
- → Distributing and managing digital invitations and RSVPs (such as bounce back, updated information, alternative attendees, etc.) for both meetings based on GOAA's final distribution lists.
- → Distributing the meeting agendas.
- Reviewing the initial event planning materials to include the Concept of Operations (CONOPS), exhibits, handouts, questions, etc.

To accomplish this task, ESA will participate in up to 13 virtual meetings:

- → Weekly meetings with GOAA (7).
- → GOAA and FAA I28 Team bi-weekly meetings (3).
- → Bi-weekly planning meetings with AAM OEMs and Operators (3).

<u>Assumptions</u>: The virtual meetings have been budgeted to allow one (1) member from ESA to participate in each. GOAA will be responsible for any press releases or other materials outside the basic meeting invitations and agendas.



Mr. Pete Ricondo August 16, 2024 Page 2

# Task 2 – CONOPS Development and Meeting Facilitation

<u>Description</u>: As part of the Consultant Team, ESA will support the final development of the CONOPS use case scenarios and the facilitation of the two (2) GOAA and FAA I28 Team meetings in November 2024. The efforts under this task include:

- Reviewing the final event materials to include the CONOPS, presentations, exhibits, handouts, questions, etc.
- → Preparing and printing the materials (badges, table tents, sign-in sheets, agendas, etc.) for the two (2) GOAA and FAA I28 Team meetings.
- → Attending the two (2) GOAA and FAA I28 Team meetings.
- → Assisting in the development of the Tabletop meeting minutes.

To accomplish this task, ESA will participate in up to 15 virtual meetings:

- → Weekly meetings with GOAA (7).
- → GOAA and FAA I28 Team bi-weekly meetings (4).
- → Planning meetings with the Tabletop meeting active participants (2)

<u>Assumptions</u>: The virtual meetings have been budgeted to allow one (1) member from ESA to participate while the two (2) in-person meetings include two (2) members from ESA. GOAA will be responsible for all aspects of the meeting venue required such as the coordination, reservations, audio visual equipment, food/beverage service, etc. Does not include large scale printing of CONOPS package.

# **Estimated Cost**

ESA estimated cost for these services is:

Task 1 \$13,678

Task 2 \$25,386 (includes \$1,000 budget for acquisition of materials – name tags, tent cards, etc.)

**Total \$39,064** 

Effort to be billed on a not to exceed basis at ESA's GOAA approved contract rates. Services for each task are limited to the available budget.

Please let us know if you have any questions or need anything further.

Sincerely,

Michael R. Arnold Senior Vice President

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# EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL TABLE C-5 BREAKDOWN OF NOT TO EXCEED PROFESSIONAL FEES

ESA		ior Principal Consultant	Princip		Princpa		Managir	ng Consu <b>l</b> tant 3	Senio	or Consultant 4	Sen	ior Consultant 3	Associ	ate Consu <b>l</b> tant 3	Pub Sp	Senior lications ecialist		ublications Specialist		TOTAL	
Rate (\$/Hour):		\$296		\$265		\$242		\$198		\$153		\$135		\$129		\$125		\$123	labor		Avg. Hourly
	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost	Rate
Tasks																					
Task 1 - Initial Planning	6	\$1,776	24	\$6,360	8	\$1,936	8	\$1,584	8	\$1,224	4	\$540	2	\$258	0	\$0	0	\$0	60	\$13,678	\$228
Task 2 - CONOPS Development and Meeting Facilitation	12	\$3,552	36	\$9,540	16	\$3,872	4	\$792	24	\$3,672	20	\$2,700	2	\$258	0	\$0	0	\$0	114	\$24,386	\$214
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Labor (NTE)	18	\$ 5,328	60	\$ 15,900	24	\$ 5,808	12	\$ 2,376	32	\$ 4,896	24	\$ 3,240	4	\$ 516	0	\$ -	0	\$ -	174	\$ 38,064	\$219
EXPENSES (acquisition of name tags, tent cards, etc.)																				\$ 1,000	
TOTAL NOT TO EXCEED FEES:	18	\$ 5,328	60	\$ 15,900	24	\$ 5,808	12	\$ 2,376	32	\$ 4,896	24	\$ 3,240	4	\$ 516	0	\$ -	0	\$ -	174	\$ 39,064	



August 16, 2024

Pete Ricondo Ricondo 1000 NW 57<sup>th</sup> Court Suite 920 Miami, FL 33126

**RE: I28 Faciliation Services** 

Dear Mr. Ricondo,

Woolpert is extremely excited to provide this proposal for facilitating the Innovate 28 (I28) meeting for the Greater Orlando Aviation Authority (GOAA). We strongly feel that Woolpert has the unrivaled ability to provide facilitation services to GOAA because of our experience working within the aviation and advanced air mobility (AAM) industry on similar projects and stakeholder familiarity. We will listen to GOAA's needs and provide GOAA with subject matter experts unparalleled in the industry and familiar with their objectives.

Taking our experience from the previous facilitation services we have conducted, our team will serve GOAA to further prepare and facilitate the I28 meeting to be held over a two (2) day period in November 2024. Our external expertise within AAM being brought to this project includes FAA research, FDOT statewide planning, standards development, and significant community engagement experience. The Woolpert team brings you airspace specialists, AAM subject matter experts, planners, and expert facilitators. Our team will leverage additional relationships with many of the most prominent AAM manufacturers and potential operators to further support the event.

# Approach

We have tailored this approach to be broken into two phases, first for initial planning and second for plan execution and deliverable development.

# **Task 1: Initial Planning**

Schedule: August 12 - September 27

In this task, the Team will gather input from relevant internal and external stakeholders to identify meeting goals, build the agenda, and coordinate event planning with GOAA. The Team will meet with GOAA on a weekly basis, join the FAA/GOAA's bi-weekly meeting and host bi-weekly planning meetings with OEM/operator active participants to begin the concept of operations (CONOPs) development (an anticipated total of 13 virtual planning meetings).

Specific activities in task 1 include:

- Develop meeting agendas
- Develop and send event planning spreadsheet
- Host bi-weekly planning meets with FAA and OEM/operators (independent meetings on alternative weeks)
- Host weekly planning meetings with GOAA
- Begin a draft outline of the CONOPs and tabletop questions

# Task 2: CONOPs Development and Meeting Facilitation

Schedule: September 30 – December 6

In this task, the Team will build the CONOPs to be exercised in a tabletop format, continue coordination, and facilitate the I28 meeting. The CONOPS will be developed based on feedback from OEM/operators and include the following items:

- Reference Aircraft (wingspan, transition speed and altitude to wing-borne flight, weight. cruise speed, weather condition capabilities, taxiing)
- Desired tempo of operations per hour and scheduled versus on-demand services
- Charging and turnaround times
- Location of vertiports and the layout of each vertiport (FATO and aircraft parking stands)
- Routes and cruise altitudes of aircraft when in controlled airspace
- Other components, including exhibits, as necessary

The Team will also develop the materials necessary for the tabletop event, including the following:

- Word document with guiding questions for facilitators based on the CONOPS
- PowerPoint Presentation to guide the tabletop, including the following information:
  - o Introduction to Tabletop, objectives, and outcomes
  - o Overview of use cases, including CONOPS and exhibits

Following the meeting, the team will collect all meeting notes in a Post Meeting Minutes. The team will meet with GOAA weekly prior to the meeting and host one virtual debrief meeting after the event. Additionally, the team will join the FAA/GOAA's bi-weekly meeting and host four virtual planning meetings with active participants (a total of 15 virtual meetings).

Specific activites in task 2 include:

- Host bi-weekly planning meets with FAA and OEM/operators (independent meetings on alternative weeks)
- Host weekly planning meetings with GOAA
- Finalize the CONOPs and tabletop questions/agendas
- Facilitate the Tabletop event (with three staff members)
- Provide GOAA with consolidated meeting notes/minutes.

### **Deliverables**

We will deliver meeting agendas, an event plan, CONOPs, and meeting notes summarizing the I28 tabletop meeting. Please feel free to reach out with any questions.

Sincerely,

Zachary Shuman, CM

**Aviation Services Practice Leader** 

Senior Associate

303.949.5886

zach.shuman@woolpert.com

Zachary Shuman

# EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL TABLE C-5 BREAKDOWN OF NOT TO EXCEED REIMBURSABLE FEES Woolpert

Position:	Senior Geosp	atial SME	Project Ma	nager	TOTAL			
Rate (\$/Hour):	\$255	,	\$145				Avg. Hourly	
	labor hours	Cost	labor hours	Cost	labor hours	Cost	Rate	
Task 1						240000000000000000000000000000000000000		
Initial Planning	42	\$10,710	36	\$5,220	78	\$15,930	\$204	
Sub-Total Initial Planning	42	\$10,710	36	\$5,220	78	\$15,930	\$204	
Task 2								
CONOPS Development and Meeting Facilitation	98	\$24,990	68	\$9,860	166	\$34,850	\$210	
CONOPS Development and Meeting Facilitation	98	\$24,990	68	\$9,860	166	\$34,850	\$210	
TOTAL NOT TO EXCEED REIMBURSABLE FEE:	140	\$35,700	104	\$15,080	244	\$50,780	\$208	

# Addenda / Amendments Awarded per Agreement - Summary for Committee

# Ricondo & Associates, Inc. -- Agreement No. 202012-GC General Consulting Services Agreement

Add	Amd	Proj.	Description	PS	C/CCM	Board	Exec.	PO#	\$ Amount	Cumul. per Add. \$ Amount
000	000	-	General Consulting Services Agreement	PSC		12/09/20	01/08/21		\$0.00	\$0.00
001	000	-	FY21 On-Call General Consulting Services	CCM	02/16/21	NA	02/23/21	93305	\$25,000.00	\$25,000.00
002	000	-	FY21 On-Site Planning Support Services	CCM	04/06/21	NA	04/13/21	93378	\$199,856.00	\$199,856.00
003	000	-	FY21 On-Call Signage Design and Consulting Serivces	CCM	04/20/21	NA	04/30/21	93379	\$55,380.00	\$55,380.00
003	001	-	Additional FY21 On-Call Signage Design and Consulting Services	CCM	08/24/21	NA	09/15/21	AMD 93379	\$9,940.00	\$65,320.00
004	000	W-S00116-MCO	W-S00116-MCO S TERM C, PH 1 - SUPPORT SVCS (OTHER COSTS) FY21 Operational Readiness Staffing Support Services for W-S00116	CCM	06/29/21	NA	07/06/21	1006749	\$66,800.00	\$66,800.00
004	001	W-S00116-MCO	W-S00116-MCO S TERM C, PH 1 - SUPPORT SVCS (OTHER COSTS) No Cost Time Adjustment to Provide FY21 Operational Readiness Staffing Support Services for W-S00116	CCM	09/28/21	NA	10/05/21	AMD 1006749	\$0.00	\$66,800.00
005	000	-	FY22 Engineering Support and Construction Oversight	CCM	08/10/21	NA	08/23/21	93760	\$169,570.00	\$169,570.00
006	000	-	FY22 On-Call Utility Consulting Services	CCM	08/10/21	NA	08/23/21	94006	\$74,480.00	\$74,480.00
007	000	-	Professional Planning Consulting Services	CCM	08/10/21	NA	08/23/21	93673	\$9,956.00	\$9,956.00
800	000	-	FY22 On-Call Design Review Committee Support Services	CCM	08/31/21	NA	09/15/21	93763	\$14,974.00	\$14,974.00
009	000	-	FY22 On-Call General Consulting Services	CCM	08/31/21	NA	09/15/21	93829	\$25,000.00	\$25,000.00
010	000	-	FY22 On-Site Planning Support Services	CCM	08/31/21	09/15/21	09/20/21	93833	\$399,840.00	\$399,840.00
011	000	-	Capacity Analysis for Central Receiving and Distribution Center Sizing	CCM	09/07/21	NA	09/28/21	93764	\$69,652.00	\$69,652.00
012	000	-	FY22 Support Services for the Concessions Department	CCM	09/28/21	NA	10/05/21	93828	\$44,440.00	\$44,440.00
013	000	-	FY22 On Call Signage Design and Consulting Services	ССМ	09/28/21	NA	10/05/21	93834	\$114,968.00	\$114,968.00
013	001	-	Additional FY22 On Call Signage Design and Consulting Services	CCM	05/24/22	NA	06/08/22		\$59,860.00	\$174,828.00
013	002	-	Additional FY22 On Call Signage Design and Consulting Services	CCM	08/23/22	NA	08/31/22		\$21,900.00	\$196,728.00
014	000	-	FY22 On-call Support Services for the Commercial Properties Department	CCM	11/23/21	NA	12/07/21	94312	\$25,776.00	\$25,776.00

		Adder	nda / Amendments A	ware	ded pe	er Agre	ement	- Summar	y for Committee	
015	000	-	South Terminal C PH1 Terminal Optimization Diagnostic for Possible Future Enhancements	CCM	12/14/21	NA	01/04/22	94234	\$237,945.00	\$237,945.00
016	000	-	FY22 On-Call Airport Planning Consulting Services	CCM	01/04/22	NA	01/19/22	94236	\$24,930.00	\$24,930.00
017	000	W-00449-MCO	W-00449-MCO AVIATION-CENTRIC ECONOMIC DEVELOPMENT STUDY Preparation of Aviation-Centric Economic Development Study for W00449	CCM	02/08/22	NA	03/30/22	1006991	\$170,800.00	\$170,800.00
018	000	-	Strategic Planning Consultant Services	CCM	07/26/22	08/17/22	08/23/22	94926	\$710,422.00	\$710,422.00
018	001	-	Additional Strategic Planning Consultant Services for the Initial Implementation Phase of the 2023 Strategic Plan	CCM	11/07/23	NA	11/09/23		\$91,852.00	\$802,274.00
018	002	-	Additional Strategic Planning Consultant Services for the Initial Implementation Phase of the 2023 Strategic Plan	CCM	04/02/24	NA	04/04/24		\$124,476.00	\$926,750.00
019	000	-	FY 22 Operational Readiness General Consulting Services	CCM	08/09/22	NA	08/23/22	94925	\$46,238.00	\$46,238.00
020	000	-	FY23 On Site Planning Support Services	CCM	08/30/22	09/21/22	09/26/22	95293	\$399,896.00	\$399,896.00
020	001	-	Additional FY23 On-Site Planning Support Services	PSC	08/01/23	NA	08/09/23		\$39,960.00	\$439,856.00
021	000	-	FY23 On Call Utility Consulting Services	CCM	09/06/22	NA	09/14/22	95294	\$60,800.00	\$60,800.00
022	000	-	FY23 On Call Signage Design and Consulting Services	CCM	09/13/22	NA	10/24/22	95302	\$114,968.00	\$114,968.00
022	001	-	Additional FY23 On Call Signage Design and Consulting Services	PSC	05/02/23	05/17/23	06/01/23	AMD 95302	\$76,040.00	\$191,008.00
023	000	-	FY23 Operational Readiness General Consulting Services	CCM	09/27/22	NA	10/20/22	95303	\$64,694.00	\$64,694.00
024	000	-	FY23 On-Call Design Review Committee (DRC) Support Services	CCM	10/04/22	NA	10/20/22	95431	\$15,828.00	\$15,828.00
025	000	-	FY23 On Call Support Services for the Concessions Department	CCM	10/25/22	NA	11/08/22	95630	\$36,852.00	\$36,852.00
026	000	-	FY23 On Call General Consulting Servivces	CCM	10/25/22	NA	11/08/22	95631	\$25,000.00	\$25,000.00
026	001	-	Additional FY23 On-Call General Consulting Services	PSC	05/23/23	NA	05/25/23	AMD 95631	\$75,000.00	\$100,000.00
026	002	-	Additional FY23 On-Call General Consulting Services	PSC	07/25/23	NA	07/31/23	AMD 95631	\$25,000.00	\$125,000.00
026	003	-	Additional FY23 On-Call General Consulting Services	PSC	08/22/23	NA	08/30/23		\$75,000.00	\$200,000.00
027	000	-	FY23 On Call Airline Allocation Support Services	CCM	11/01/22	NA	11/15/22	95629	\$25,320.00	\$25,320.00
028	000	W-00465-MCO	W-00465-MCO MCO TERMINAL CONCESSIONS PLANNING Professional Consulting Services for W-465	CCM	11/15/22	NA	12/07/22	1007203	\$248,260.00	\$248,260.00

		Adder	nda / Amendments A	war	ded pe	er Agre	eement	- Summar	y for Committee	
028	001	W-00465-MCO	W-00465-MCO MCO TERMINAL CONCESSIONS PLANNING Additional Professional Consulting Services for W-465	ССМ	12/20/22	NA	01/09/23		\$247,406.00	\$495,666.00
029	000	-	MCO Common Use Passenger Processing System (CUPPS) Evaluation Services	CCM	12/20/22	NA	01/09/23	95678	\$57,705.00	\$57,705.00
030	000	-	FY23 On Call Support Services for the Commercial Properties Department	CCM	12/20/22	NA	01/09/23	95671	\$30,132.00	\$30,132.00
031	000	-	FY23 On Call Operational Readiness Staffing and Support Services	CCM	12/20/22	NA	01/09/23	95672	\$146,022.00	\$146,022.00
032	000	V-00986-MCO	V-00986-MCO AS4 DELTA CLUB WINDOW REPLACEMENT (D/B) Design Criteria Package Preparation for V-986	CCM	01/03/23	NA	01/18/23	1007219	\$11,726.00	\$11,726.00
033	000	W-S00116-MCO	W-S00116-MCO S TERM C, PH 1 - SUPPORT SVCS (OTHER COSTS) Professional Evaluation and Recommendation Services of Moving Walk Ways for W-S116	CCM	04/11/23	NA	04/18/23	1007323	\$73,988.00	\$73,988.00
034	000	V-00995-MCO	V-00995-MCO REPLACEMENT OF ELEVATOR P58 AT AIRSIDE 4 (D/B) Design Criteria Package Preparation for V-955	CCM	04/11/23	NA	04/18/23	1007434	\$9,986.00	\$9,986.00
035	000	W-00474-MCO	W-00474-MCO ELEVATOR/ESCALATOR/MOVING WALKWAY CAPITAL PLANNING SUPPORT Professional Consulting Services for W-474	CCM	04/25/23	NA	04/27/23	1007349	\$69,622.00	\$69,622.00
036	000	W-00475-MCO	W-00475-MCO ELECTRIFICATION POLICY STUDY Professional Consulting Services for W-475	CCM	04/25/23	NA	04/27/23	1007327	\$235,781.00	\$235,781.00
037	000	W-00480-MCO	W-00480-MCO NORTH TERMINAL CAPACITY AND FACILITY CONDITION ASSESSMENT Professional Consulting Services for W-480	CCM	06/06/23	06/21/23	06/22/23	1007386	\$377,798.00	\$377,798.00
038	000	W-00481-MCO	W-00481-MCO CONSOLIDATED RAC FACILITY PROGRAM ADVISORY, TECHNICAL AND BUSINESS PLAN SERVICES Professional Consulting Services	CCM	06/13/23	NA	06/20/23	1007400	\$216,424.00	\$216,424.00
038	001	W-00481-MCO	W-00481-MCO CONSOLIDATED RAC FACILITY PROGRAM ADVISORY, TECHNICAL AND BUSINESS PLAN SERVICES Additional Professional Consulting Services for W-0481	CCM	07/18/23	08/16/23	08/18/23		\$944,282.00	\$1,160,706.00
039	000	-	Aviation Authority Solicitation Development Services for the Aviation Authority's Enterprise Digital Content Ecosystem	PSC	08/01/23	NA	08/09/23	96397	\$127,904.00	\$127,904.00

		Adden	nda / Amendments A	war	ded pe	er Agre	eement	- Summa	ry for Committee	
040	000	-	FY24 On Call Operational Readiness Staffing and Support Services	PSC	09/05/23	09/27/23	10/04/23	96654	\$205,506.00	\$205,506.00
041	000	-	Solicitation Development Services for the Aviation Authority's Enterprise Digital Content Ecosystem	PSC	09/12/23	09/27/23	10/04/23	96527	\$94,268.00	\$94,268.00
042	000	-	FY24 On-Call Airline Reallocation Support Services	PSC	09/12/23	09/27/23	10/04/23	96656	\$65,060.00	\$65,060.00
043	000	W-00489-MCO	W-00489-MCO NORTH TERMINAL COMPLEX BAGGAGE HANDLING SYSTEM EVALUATION Professional Consulting Services for W-489	CCM	10/03/23	10/18/23	10/26/23	1007556	\$314,799.00	\$314,799.00
044	000	-	FY24 On-Call General Consulting Services	PSC	10/05/23	10/18/23	10/26/23	96749	\$50,000.00	\$50,000.00
044	001	-	Additional FY24 On-Call General Consulting Services	PSC	01/09/24	NA	01/12/24		\$50,000.00	\$100,000.00
044	002	-	Additional FY24 On-Call General Consulting Services	PSC	04/02/24	04/24/24	04/25/24		\$80,000.00	\$180,000.00
044	003	-	Additional FY24 On-Call General Consulting Services	PSC	07/23/24	NA	08/01/24		\$80,000.00	\$260,000.00
045	000	-	FY24 On-Call Signage Design and Consulting Services	PSC	10/05/23	10/18/23	10/26/23	96683	\$121,294.00	\$121,294.00
046	000	-	FY24 On-Call Utility Consulting Services	PSC	10/05/23	10/18/23	10/26/23	96874	\$31,444.00	\$31,444.00
047	000	-	Noise Office Support	PSC	10/05/23	10/18/23	10/30/23	97376	\$199,889.00	\$199,889.00
048	000	W-S00211-MCO	W-S00211-MCO TERMINAL C, PHASE 2 PROGRAM DEFINITION DOCUMENT DEVELOPMENT Development of the Program Definition Document (POD) for the Terminal C, Phase 2 Program	CCM	10/10/23	10/18/23	10/26/23	1007489	\$1,090,217.00	\$1,090,217.00
048	001	W-S00211-MCO	W-S00211-MCO TERMINAL C, PHASE 2 PROGRAM DEFINITION DOCUMENT DEVELOPMENT Additional Concept Planning Services for W-S00211	CCM	04/30/24	05/15/24	05/23/24		\$1,018,559.00	\$2,108,776.00
049	000	V-00995-MCO	V-00995-MCO REPLACEMENT OF ELEVATOR P58 AT AIRSIDE 4 (D/B) Bid and Award Services for V-00995	CCM	10/10/23	NA	11/09/23	1007490	\$16,730.00	\$16,730.00
050	000	-	FY24 On-Call Support Services for Commercial Properties Department	PSC	11/07/23	NA	11/09/23	97033	\$31,260.00	\$31,260.00
051	000	W-S00211-MCO	W-S00211-MCO TERMINAL C, PHASE 2 PROGRAM DEFINITION DOCUMENT DEVELOPMENT Terminal C Phase 2 Written Reevaluation	CCM	11/14/23	NA	11/21/23	1007494	\$71,219.00	\$71,219.00
052	000	W-00496-MCO	W-00496-MCO NORTH TERMINAL REFRESH DESIGN SERVICES North Terminal Refresh for Airsides 1, 2, and 3 Restroom Improvements	CCM	11/21/23	NA	11/29/23	1007572	\$195,303.00	\$195,303.00

		Adder	nda / Amendments A	war	ded pe	er Agre	ement	- Summar	y for Committee	
052	001	W-00496-MCO	W-00496-MCO NORTH TERMINAL REFRESH DESIGN SERVICES Additional Estimating Services for W-496	ССМ	01/23/24	NA	01/25/24		\$97,772.00	\$293,075.00
052	002	W-00496-MCO	W-00496-MCO NORTH TERMINAL REFRESH DESIGN SERVICES Additional Services for W-496 North Terminal Refresh for Airsides 1, 2, and 3 Restroom Improvements	CCM	03/26/24	NA	03/28/24		\$226,386.00	\$519,461.00
052	003	W-00496-MCO	W-00496-MCO NORTH TERMINAL REFRESH DESIGN SERVICES Incorporating Improvements on the 70s Wing at AS4 Into the Design Criteria Package for W-496	CCM	05/14/24	NA	05/24/24		\$19,802.00	\$539,263.00
052	004	W-00496-MCO	W-00496-MCO NORTH TERMINAL REFRESH DESIGN SERVICES Update of the Tenant Design Criteria Manual for W-496	CCM	05/14/24	06/19/24	06/25/24		\$453,816.00	\$993,079.00
053	000	-	Interim Update of the Orlando International Airport (MCO) Airport Layout Plan	PSC	11/21/23	12/13/23	12/14/23	97020	\$13,840.00	\$13,840.00
054	000	-	Parking Capacity Analysis	PSC	11/21/23	12/13/23	12/14/23	97039	\$83,504.00	\$83,504.00
055	000	-	Parking Pricing Study	PSC	11/21/23	12/13/23	12/20/23	97042	\$87,100.00	\$87,100.00
056	000	-	FY24 On Call Support Services for Concessions Department	PSC	12/19/23	NA	12/27/23	97575	\$47,440.00	\$47,440.00
057	000	V-00995-MCO	V-00995-MCO REPLACEMENT OF ELEVATOR P58 AT AIRSIDE 4 (D/B) Construction Administration Services for V-995	CCM	01/02/24	NA	01/04/24	1007526	\$96,588.00	\$96,588.00
058	000	W-00503-MCO	W-00503-MCO EXPANSION OF CKPT A, NEW END-AROUND TAXIWAY & SERVICE RD REALIGNMENT Study for W503	CCM	01/09/24	NA	01/10/24	1007560	\$53,086.00	\$53,086.00
059	000	-	FY24 On-Call General Consulting Services	PSC	01/09/24	NA	01/12/24	97045	\$10,000.00	\$10,000.00
059	001	-	Additional FY24 On-Call General Consulting Services	PSC	07/23/24	NA	08/01/24		\$13,062.00	\$23,062.00
060	000	W-00500-ORL	W-00500-ORL ORL MASTER PLAN UPDATE W-00500 Master Plan Update Services	CCM	01/23/24	02/21/24	02/23/24	1007646	\$795,886.00	\$795,886.00
060	001	W-00500-ORL	W-00500-ORL ORL MASTER PLAN UPDATE Additional FY24 On-Call General Consulting Services	CCM	07/23/24	NA			\$0.00	\$795,886.00
061	000	-	Support Services for the Advanced Air Mobility Taskforce	PSC	02/27/24	NA	03/04/24	97492	\$59,139.00	\$59,139.00
062	000	-	FY24 On-Call Support Services for the Airline Relations Department	PSC	03/12/24	NA	03/18/24	97379	\$58,250.00	\$58,250.00

		Addei	nda / Amendments A	war	ded pe	er Agre	eement	- Summa	ry for Committee	
063	000	-	Support Services for the Modeling of Passenger Flows and Bus Operations during the Maintenance of the Airsides 2 and 4 Automated People Mover (APM) Systems	PSC	03/12/24	NA	03/18/24	97381	\$129,650.00	\$129,650.00
064	000	-	Passenger Intercept Surveys	PSC	04/02/24	04/24/24	04/25/24	97493	\$22,954.50	\$22,954.50
065	000	W-00496-MCO	W-00496-MCO NORTH TERMINAL REFRESH DESIGN SERVICES Reviewing and Reporting on the Existing Infrastructure for Future Concessions Spaces at the Landside Terminals A and B for W-496	CCM	05/14/24	NA	05/24/24		\$119,384.00	\$119,384.00
065	001	W-00496-MCO	W-00496-MCO NORTH TERMINAL REFRESH DESIGN SERVICES Additional Reviewing and Reporting on the Existing Infrastructure for Future Concessions Spaces at the Landside Terminals A and B for W-496	CCM	05/28/24	NA	06/05/24		\$191,230.00	\$310,614.00
066	000	W-00516-MCO	W-00516-MCO EXECUTIVE BOARDROOM RENOVATION- DESIGN CRITERIA PACKAGE (DCP) Design Criteria Package for W-00516	CCM	06/04/24	NA			\$287,728.00	\$287,728.00
067	000	-	Update to the Graphic Standards for Airline Tenants and Airline Service Providers	PSC	06/11/24	06/19/24	06/25/24		\$151,239.00	\$151,239.00
068	000	-	Pre-Planning Activities for Environmental Assessment Development	PSC	06/11/24	06/19/24	06/25/24		\$227,536.00	\$227,536.00
068	001	-	Additional Pre-Planning Activities for Environmental Assessment Development	PSC	08/13/24	08/21/24			\$7,502.51	\$235,038.51
069	000	-	Airport Layout Plan (ALP) Update Support Services	PSC	07/23/24	NA	08/01/24		\$40,000.00	\$40,000.00
070	000	-	Project Implementation Staff Support Services	PSC	07/23/24	NA	08/01/24		\$32,805.00	\$32,805.00
071	000	-	Economic Impact Study of Advanced Air Mobility	PSC	07/23/24	NA	07/29/24		\$48,443.00	\$48,443.00
072	000	W-00525-MCO	W-00525-MCO MCO MASTER PLAN UPDATE Professional Consulting Services for W-525	CCM	08/06/24	08/21/24			\$4,799,486.00	\$4,799,486.00
073	000	-	FY24 On-Call Environmental Planning and National Environmental Policy Act Compliance Consulting Services	PSC	08/13/24	08/21/24			\$38,258.00	\$38,258.00

Total for Ricondo & Associates, Inc. for Agreement No. 202012-GC

\$18,552,884.01

# Addenda / Amendments Awarded per Agreement - Summary for Committee

# Addenda / Amendments in Chronological Order

PSC	Board	Add#	Amd #	\$ Amt	Cumulative
05/02/23	05/17/23	022	001	\$76,040.00	\$76,040.00
05/23/23		026	001	\$75,000.00	\$151,040.00
07/25/23		026	002	\$25,000.00	\$176,040.00
08/01/23		020	001	\$39,960.00	\$216,000.00
08/01/23		039	000	\$127,904.00	\$343,904.00
08/22/23		026	003	\$75,000.00	\$418,904.00
09/05/23	09/27/23	040	000	\$205,506.00	\$624,410.00
09/12/23	09/27/23	041	000	\$94,268.00	\$718,678.00
09/12/23	09/27/23	042	000	\$65,060.00	\$783,738.00
10/05/23	10/18/23	044	000	\$50,000.00	\$833,738.00
10/05/23	10/18/23	045	000	\$121,294.00	\$955,032.00
10/05/23	10/18/23	046	000	\$31,444.00	\$986,476.00
10/05/23	10/18/23	047	000	\$199,889.00	\$1,186,365.00
11/07/23		050	000	\$31,260.00	\$1,217,625.00
11/21/23	12/13/23	053	000	\$13,840.00	\$1,231,465.00
11/21/23	12/13/23	054	000	\$83,504.00	\$1,314,969.00
11/21/23	12/13/23	055	000	\$87,100.00	\$1,402,069.00
12/19/23		056	000	\$47,440.00	\$1,449,509.00
01/09/24		044	001	\$50,000.00	\$1,499,509.00
01/09/24		059	000	\$10,000.00	\$1,509,509.00
02/27/24		061	000	\$59,139.00	\$1,568,648.00
03/12/24		062	000	\$58,250.00	\$1,626,898.00
03/12/24		063	000	\$129,650.00	\$1,756,548.00
04/02/24	04/24/24	044	002	\$80,000.00	\$1,836,548.00
04/02/24	04/24/24	064	000	\$22,954.50	\$1,859,502.50
06/11/24	06/19/24	067	000	\$151,239.00	\$2,010,741.50
06/11/24	06/19/24	068	000	\$227,536.00	\$2,238,277.50
07/23/24		044	003	\$80,000.00	\$2,318,277.50
07/23/24		059	001	\$13,062.00	\$2,331,339.50
07/23/24		069	000	\$40,000.00	\$2,371,339.50

# Addenda / Amendments Awarded per Agreement - Summary for Committee

07/23/24		070	000	\$32,805.00	\$2,404,144.50
07/23/24		071	000	\$48,443.00	\$2,452,587.50
08/13/24	08/21/24	068	001	\$7,502.51	\$2,460,090.01
08/13/24	08/21/24	073	000	\$38,258.00	\$2,498,348.01

# ATTACHMENT A

# **FINANCE FORM**

Date:	August 14, 2024	Requestor's Extension:	x3139
Requestor's Name:	Brad Friel	Preparer's Extension:	x2255
Preparer's Name:	Chris DeLoatche	Solicitation #:	N/A
Requestor's Department:	Multi-Modal Planning and	Contract # / Name:	General Consulting Services
	Environmental		
Description:	On-Call Services	Procurement Committee Date:	August 27, 2024
Vendor:	Ricondo & Associates, Inc.	Agenda Item #:	

# **NON-PROJECT FUNDS: O&M**

Account Code Format:	FY 23	FY24	FY25	FY26	FY27	TOTAL
XXX.XXX.XXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	Amount	Amount	Amount	Amount	Amount	CONTRACT
xx						
301.711.170.5310005.000.00 0000		\$29, 608.00	\$60,236.00			
Total Requisition:		\$29, 608.00	\$60, 236.00			\$89,844.00
Requisition Number:		97635	97663			
Funding Approver:	Andrea ;	Harper				
OMB Notes:						

	Description	Approval Status	Creation Date	Currency	Total	Preparer	Reserved
97635	FY24 PC 08/27/24 On	In Process	15-AUG-2024 14:35:08	USD	29,608.00	Wages, Alice M	<b>V</b>



## **MEMORANDUM**

TO: Members of the Procurement Committee

FROM: Edelis Molina, Manager Small Business Programs

DATE: August 27, 2024

## ITEM DESCRIPTION

Request for Approval of an Amendment to Addendum 44 to the General Consulting Services Agreement with Ricondo & Associates, Inc. to Add Subconsultants to the Fiscal Year 2024 On-Call General Consulting Services, Orlando International Airport.

## **SMALL BUSINESS**

We have reviewed the qualifications of the subject contract's MWBE/LDB/VBE specifications and have determined that Ricondo & Associates, Inc. does not propose small business participation on this amendment due to the on-call nature of the general consulting services.