

**ADDENDUM NO. 35  
TO THE AGREEMENT DATED JANUARY 8, 2021  
BETWEEN THE GREATER ORLANDO AVIATION AUTHORITY  
AND RICONDO & ASSOCIATES, INC.**

**Project: Professional Consulting Services for W-474  
Elevator/Escalator/Moving Walkway Capital Planning Support,  
Orlando International Airport**

**THIS ADDENDUM** is effective this 25th day of April, 2023, by and between the **GREATER ORLANDO AVIATION AUTHORITY** (“Authority”), and **RICONDO & ASSOCIATES, INC.** (“Consultant”).

**WITNESSETH:**

**WHEREAS**, by Agreement dated January 8, 2021, 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 Authority as are contained in any additional scope of work established by the Authority in any addendum to the Agreement and accepted in writing by the Consultant; and

**WHEREAS**, the Authority and the Consultant desire to enter into this Addendum 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 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 **LUMP SUM** amount of **SIXTY-NINE THOUSAND SIX HUNDRED TWENTY-TWO AND NO/100 DOLLARS (\$69,622.00)**, broken down as follows:

<b>Professional Fees:</b>	<b>NTE:</b>	<b>\$0.00</b>
<b>Professional Fees:</b>	<b>LS:</b>	<b>\$69,622.00</b>
<b>Reimbursable Expenses:</b>	<b>NTE:</b>	<b><u>\$0.00</u></b>
<b>Total:</b>		<b>\$69,622.00</b>

3. A. Consultant hereby certifies that it is not on the Scrutinized Companies that Boycott Israel List and is not engaged in a boycott of Israel, as defined in Florida Statutes § 287.135, as amended;

AND

B. (applicable to agreements that may be \$1,000,000 or more) - Consultant hereby certifies that it is: (1) not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List as defined in Florida Statutes § 287.135; and (2) not engaged in business operations in Cuba or Syria, as defined in Florida Statutes § 287.135, as amended.

4. Authority may terminate the Agreement for cause and without the opportunity to cure if the Consultant is found to have submitted a false certification or has been placed on the Scrutinized Companies that Boycott Israel List or is engaged in a boycott of Israel.

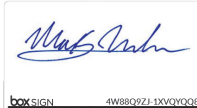
In the event the Agreement is for One Million Dollars (\$1,000,000.00) or more, Authority may terminate this Agreement for cause and without the opportunity to cure if the Consultant is found to have submitted a false certification or has been placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List or is engaged in business operations in Cuba or Syria.

5. Except as expressly modified in this Addendum, the Agreement dated January 8, 2021 and all prior addenda will remain in full force and effect.

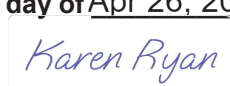
**IN WITNESS WHEREOF**, the parties hereto by their duly authorized representatives, have executed this Addendum on this day of Apr 27, 2023.

**GREATER ORLANDO AVIATION AUTHORITY**

By:



box SIGN 4WB8Q9ZJ-1XVQYQ08  
Max Marble  
Sr. Vice President, Capital Programs  
Construction Committee Chair

Approved as to Form and Legality  
(for the benefit of GOAA only)  
this day of Apr 26, 2023  
  
By: box SIGN 1J8RLK51-1XVQYQ08  
**NELSON MULLINS BROAD AND  
CASSEL, Legal Counsel  
Greater Orlando Aviation Authority**

**RICONDO & ASSOCIATES, INC**

By:



box SIGN 4LWR3Z2Q-1XVQYQ08  
Signature (Duly Authorized Rep.)  
Pete Ricondo  
Printed Name  
Senior Vice President  
Title



Orlando International Airport  
One Jeff Fuqua Boulevard  
Orlando, Florida, 32827-4392  
(407) 825-2001

# Memorandum

**To:** Members of the Construction Committee

**From:** Gary Hunt, Vice President of Facilities  
*(prepared by Alex Sorondo)*

**Date:** April 25, 2023

**Re:** Request for Approval of an Addendum to the General Consulting Services Professional Agreement with Ricondo & Associates, Inc. for Professional Consulting Services for W-00474 Elevator/Escalator/Moving Walkway Capital Planning Support, Orlando International Airport

Consultant's proposal, dated March 27, 2023, is to prepare a capital plan for the replacement of escalators, elevators and moving walkways at the Orlando International Airport.

If approved, these services would be effective the date of Construction Committee approval.

Consultant shall, with each monthly invoice, certify that the assigned work and services are on schedule to be completed within the contracted lump sum price, or provide at time of certification a written notice to the Aviation Authority of any deviations.

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

Funding is from previously approved Operations and Maintenance fund 301.631.210.5310009.000.000000. Funding source verified by Andrea Harper of Construction Finance on 4/20/23 as correct and available.

It is respectfully requested that the Construction Committee approve an Addendum to the General Consulting Services Professional Agreement with Ricondo & Associates, Inc. for the services contained herein and the amount as shown below:

Not to Exceed Fees	\$0.00
Lump Sum Fees	\$69,622.00
Not to Exceed Expenses	\$0.00
<b>TOTAL</b>	<b>\$69,622.00</b>
AAC – Compliance Review Date	<i>QSS</i> 4/18/23
AAC – Funding Eligibility Review Date	4/19/23

Req. 94002

March 27, 2023

Mr. Alex Sorondo, PE, MBA  
Greater Orlando Aviation Authority  
5855 Cargo Road  
Orlando, FL 32827

RE: Capital Planning for Elevators and Escalators at Orlando International Airport (MCO)  
Scope of Work and Fee Proposal

Dear Mr. Sorondo:

Ricondo & Associates, Inc. (Ricondo) and Lerch Bates appreciate the opportunity to submit this proposal to assist the Greater Orlando Aviation Authority (GOAA) in preparing a capital plan for the replacement of escalators and elevators at Orlando International Airport (MCO).

Tasks to be performed by the Ricondo Team include:

- Grade equipment obsolescence issues on a 1-5 Scale, 5 having a very high level of obsolescence issues currently or in foreseeable short term based on GOAA's inventory of information, including make/model/year of original installation /modernization /alteration.
- Provide a cursory review of each piece of equipment (not a full audit) to understand actual equipment condition based on our experience and professional opinion. Lerch Bates will provide an overall equipment condition grading on 1-5 Scale, 5 indicating due to age and condition, replacement is recommended.
- Establish a reliability grade on 1-5 scale, 5 being there is a very high-level of equipment shutdowns /abnormal operation on the unit based on 12-month raw data from GOAA's standard service callback system.
- Establish project complexity for the construction on a 1, 3, 5 Scale, 5 being very complex to complete (high level of construction constraints and high level of potential public interface) and 1 being the project would be considered remote (little to no restrictions to perform their work in the most efficient manner as possible) based on cursory review.
- Provide a capital plan for the next 5 years for the equipment inventory listed in the March 11, 2022, Capital Planning 2022 document furnished by Schindler Elevator.
  - Prepare anticipated budget for the replacement of the escalators and elevators using Lerch Bates dynamic capital planning tool.
  - Create a 5-year Capital Plan using Microsoft Excel.

- Prepare Capital Planning Workbook including:
  - Facility/location.
  - Unit quantity.
  - Unit designations.
  - Manufacturer.
  - Equipment type.
  - Equipment function.
  - Installation date.
  - Speed.
  - Capacity.
  - Condition ranking.
  - Age ranking.
  - Reliability ranking.
  - Parts ranking.
  - Facility impact factor ranking.
  - Budget pricing.
  - Proposed year for modernization
- Prepare a Portfolio Dashboard summarizing annual projected capital spend for the replacement of the escalators and elevators.

## Deliverable

- Modernization Recommendation Report in Microsoft Word or PDF format

## Exclusions

- Full audit of existing elevators and escalators
- Construction Administration Services
- Owner's Authorized Representative Services
- Civil, Mechanical, Electrical, Plumbing, and Fire Protection Engineering
- Project Permitting
- Detailed Site Surveys
- Bidding Support Services

## Schedule

This project is to be completed by August 31, 2023.

## Professional Fees

As noted in **Table 1**, the total lump sum fee for the proposed services is \$69,622.00. The proposal from Lerch Bates is included in Appendix A.

Mr. Alex Sorondo, PE, MBA  
 March 27, 2023  
 Page 3

TABLE 1 – LUMP SUM PROFESSIONAL FEES

FIRM/POSITION	HOURLY RATES	LABOR HOURS	COST
<b>CAPITAL PLANNING FOR ESCALATORS/ELEVATORS</b>			
Ricondo/Senior Director	\$251.00	18	\$ 4,518.00
Ricondo/Technical Editor	\$124.00	14	\$ 1,736.00
Lerch Bates/Sr. Director	\$265.00	136	\$ 36,040.00
Lerch Bates/Sr. Consultant	\$244.00	112	\$ 27,328.00
<b>TOTAL LUMP SUM PROFESSIONAL FEES:</b>			<b>\$ 69,622.00</b>

We appreciate the opportunity to continue serving and supporting GOAA. If you require additional information regarding this proposal, please contact me at 407-446-3007 or via email at [scarreau@ricondo.com](mailto:scarreau@ricondo.com).

Sincerely,

RICONDO & ASSOCIATES, INC.



Sébastien Carreau  
 Director

TRUTH IN NEGOTIATION CERTIFICATION; LERCH BATES PROPOSAL

cc: 21041212; Scott Shedek, P.E.

p:\\_projects\goaa (mco)\21041212 - on-call general consulting services\admin\02-scope\pending - mco escalator & elevator capital planning\032723\_mco\_elevator & escalator capital planning assistance.docx

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.

By:  \_\_\_\_\_

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

Date: 03/27/2023

## APPENDIX A LERCH BATES PROPOSAL



# Lerch Bates Consulting Services Proposal

## Capital Planning Assistance

---

**PREPARED FOR:**

GOAA  
c/o

Sébastien Carreau | Director  
RICONDO  
3504 LAKE LYNDA DRIVE  
SUITE 165 | ORLANDO, FL 32817  
TEL +1 407-381-5730 ext. 266  
DIRECT +1 407-446-3007

**PREPARED BY:**

Michael Lagana  
Florida Regional Manager  
Lerch Bates Inc.  
Cell (813) 810-9339  
email: [Michael.Lagana@lerchbates.com](mailto:Michael.Lagana@lerchbates.com)

LB Project No

## I. EXECUTIVE SUMMARY

Lerch Bates Solutions™ represent services specifically designed for the Client's needs.

Lerch Bates Inc. agrees to provide **GOAA c/o Ricondo** (Client) with the following consulting services for the following property:

- A. Project Name: GOAA (MCO Orlando Airport)
- B. Project Location: Orlando FL

### LB Solutions™ Scope Descriptions

- C. LB Solutions™ – Capital Planning Assistance:
  - 1. Capital Planning assistance shall include the following services:
    - a. Lerch Bates will utilize Client's equipment priority rating on a 1, 3, 5 Scale, 5 being Absolutely Critical to their operation, 1 being there is nearby redundancy and or overall low usage of the unit.
    - b. Lerch Bates will utilize GOAA's Inventory information, including Make/Model/Year of Original Installation / Modernization / Alteration and perform no site survey for validation. Lerch Bates will utilize this information to grade equipment obsolescence issues on a 1-5 Scale, 5 having a very high level of obsolescence issues currently or in foreseeable short term.
    - c. Lerch Bates will provide a cursory review of each piece of equipment (not a full audit) to understand actual equipment condition based on our experience and professional opinion. Lerch Bates will provide an overall equipment condition grading on 1-5 Scale, 5 indicating due to age and condition, replacement is recommended.
    - d. Lerch Bates will utilize 12-month raw data from GOAA's standard service callback system, analyze, and Lerch Bates will establish a reliability grade on 1-5 Scale, 5 being there is a very high-level of equipment shutdowns / abnormal operation on the unit.
    - e. Lerch Bates will utilize Client's/GOAA's perception of project complexity for the construction on a 1, 3, 5 Scale, 5 being very complex to complete the work and a high level of construction constraints and high level of potential public interface, 1 being the project would be considered remote and Contractor will have little to no restrictions to perform their work in the most efficient manner as possible.
      - 1) Lerch Bates will be in the area of each unit for the cursory condition assessment and can weigh in on foreseen project complexity as well as utilize Client's/GOAA's perception as part of our onsite survey.
    - f. Lerch Bates will utilize this information we collect to provide a capital planning forecast for the next 5 years for the equipment inventory listed in the March 11, 2022, Capital Planning 2022 document furnished by Schindler Elevator via Ricondo. Lerch Bates may require additional information not initially foreseen and thus outlined herein in order to provide our deliverable and it is assuming the

subsequent information would be provided to Lerch Bates in a reasonable time to support our efforts.

- g. Dynamic Capital Planning Tool:
- 1) Following validation of modernization prioritization, Lerch Bates will prepare budget assistance as it relates to ELEVATOR & ESCALATOR work only.
    - a) As with most equipment replacement projects, there may be ancillary building related work costs that are required in the area of General Contracting, Electrical, HVAC, Fire Alarm, Access/Security Control and Cosmetic work. Preliminary scope of work will be determined from data previously obtained. When client determines that they are prepared to initiate the formal modernization bid process, Lerch Bates will provide independent fee proposals for the development of bidding documents and construction administration services. Lerch Bates can offer a “typical” place holder budget for this work, but those specialties ultimately should be reviewed by those most familiar with those industries.
  - 2) Based upon the time frames for proposed modernization, we will apply escalation multipliers to future-proof cost projections to the best of our current market and industry forecasting abilities.
  - 3) Lerch Bates will create a 5-year Capital Plan which will be created using Microsoft Excel for ease in converting to Client preferred formats/tools.
  - 4) The Capital Planning workbook will include the following Facility Level elements:
    - a) Facility/location.
    - b) Unit quantity.
    - c) Unit designations.
    - d) Manufacturer.
    - e) Equipment type.
    - f) Equipment function.
    - g) Installation date.
    - h) Speed.
    - i) Capacity.
    - j) Condition ranking.
    - k) Age ranking.
    - l) Reliability ranking.
    - m) Parts ranking.
    - n) Facility impact factor ranking.
    - o) Budget pricing.
    - p) Proposed year for modernization.
  - 5) The Lerch Bates Capital Planning Tool will additionally provide a Portfolio Dashboard which will summarize annual projected capital spend for modernizations and if requested, can include budget fees for Lerch Bates to support these projects in CD and CA phases.
2. The Modernization Recommendation Report shall be presented for review and input. The intent of this review shall be to validate through Client and other key stakeholder input.

Based upon feedback, we shall apply a Facility Impact Factor to every unit in order to properly “weight” needs which are not obvious, based upon Lerch Bates’s evaluation of the technical factors.

D. Fees:

- The fee structure is utilizing 2023 Rates previously approved for the GOAA ASC Project, of which should apply for both Sr. Director and Sr. Consultant roles.

Lerch Bates	SR. DIRECTOR		SR. CONSULTANT		TOTAL		
	\$265		\$244		labor		Avg. Hourly Rate
Rate (\$/Hour):	hours	Cost	hours	Cost	hours	Cost	Rate
<b>Tasks</b>							
Capital Planning	120	\$31,800	96	\$23,424	216	\$55,224	\$256
Meeting/Coordination	16	\$4,240	16	\$3,904	32	\$8,144	
<b>TOTAL LUMP SUM PROFESSIONAL FEES:</b>	<b>136</b>	<b>\$36,040</b>	<b>112</b>	<b>\$27,328</b>	<b>248</b>	<b>63,368</b>	<b>\$256</b>

THIS IS SUBJECT TO MUTUAL TERMS AND CONDITIONS.



**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
5850-B Cargo Road  
Orlando, Florida 32827-4399

**MEMORANDUM**

To: Members of the Construction Committee

From: Edelis Molina, Sr. Small Business Administrator

Date: April 25, 2023

Re: Request for Approval of an Addendum to the General Consulting Services Professional Agreement with Ricondo & Associates, Inc. for Professional Consulting Services for W-00474 Elevator/Escalator/Moving Walkway Capital Planning Support, Orlando International Airport

---

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

Our analysis indicates that Ricondo & Associates, Inc. is eligible for award of the subject addendum.

**From:** [Jillian Stansell](#)  
**To:** [Alejandro Sorondo](#)  
**Cc:** [Lisa Rainey](#); [Michael Gardner](#); [Becky Sanchez](#); [Johanna Arriaga](#); [LaChant Barnett](#); [Patricia Bryant](#); [Vicki Hoffman](#)  
**Subject:** RE: Ricondo - W-00474 Elevator/Escalator Capital Planning Support, 4/25 CCM  
**Date:** Tuesday, April 18, 2023 4:35:00 PM  
**Attachments:** [image001.png](#)

---

Thanks Alex! Per our phone conversation, you have confirmed that this scope does include capital planning of the moving walkways at Terminal A/B though Ricondo's proposal doesn't specifically call out the moving walkways and Ricondo may have referred to them in this proposal as escalators in lieu of moving walkways.

Again, I appreciate the information and all of your help in getting this item ready for CCM.

## **Jillian Stansell, CAPM**

Manager

M 260-894-0187

*On Behalf of Greater Orlando*

*Aviation Authority*

[anseradvisory.com](http://anseradvisory.com)



---

**From:** Alejandro Sorondo <[alejandro.sorondo@goaa.org](mailto:alejandro.sorondo@goaa.org)>  
**Sent:** Tuesday, April 18, 2023 4:22 PM  
**To:** Jillian Stansell <[Jillian.Stansell@anseradvisory.com](mailto:Jillian.Stansell@anseradvisory.com)>  
**Cc:** Lisa Rainey <[Lisa.Rainey@anseradvisory.com](mailto:Lisa.Rainey@anseradvisory.com)>; Michael Gardner <[mgardner@projectstarmgmt.com](mailto:mgardner@projectstarmgmt.com)>; Becky Sanchez <[becky.sanchez@anseradvisory.com](mailto:becky.sanchez@anseradvisory.com)>; Johanna Arriaga <[johanna.arriaga@anseradvisory.com](mailto:johanna.arriaga@anseradvisory.com)>; LaChant Barnett <[lachant.barnett@anseradvisory.com](mailto:lachant.barnett@anseradvisory.com)>; Patricia Bryant <[patricia.bryant@anseradvisory.com](mailto:patricia.bryant@anseradvisory.com)>; Vicki Hoffman <[vicki.hoffman@anseradvisory.com](mailto:vicki.hoffman@anseradvisory.com)>  
**Subject:** RE: Ricondo - W-00474 Elevator/Escalator Capital Planning Support, 4/25 CCM

Jillian:

Please see below for responses to comments.

Thanks!

**Alex Sorondo, PE, MBA**

[alejandro.sorondo@goaa.org](mailto:alejandro.sorondo@goaa.org)

Tel (407) 825-3142 Cell (407) 389-9134

---

**From:** Jillian Stansell <[Jillian.Stansell@anseradvisory.com](mailto:Jillian.Stansell@anseradvisory.com)>

**Sent:** Monday, April 17, 2023 12:06 PM

**To:** Alejandro Sorondo <[alejandro.sorondo@goaa.org](mailto:alejandro.sorondo@goaa.org)>

**Cc:** Lisa Rainey <[Lisa.Rainey@anseradvisory.com](mailto:Lisa.Rainey@anseradvisory.com)>; Mike Gardner <[mgardner@projectstarmgmt.com](mailto:mgardner@projectstarmgmt.com)>; Becky Sanchez <[becky.sanchez@anseradvisory.com](mailto:becky.sanchez@anseradvisory.com)>; Johanna Arriaga <[johanna.arriaga@anseradvisory.com](mailto:johanna.arriaga@anseradvisory.com)>; LaChant Barnett <[lachant.barnett@anseradvisory.com](mailto:lachant.barnett@anseradvisory.com)>; Patricia Bryant <[patricia.bryant@anseradvisory.com](mailto:patricia.bryant@anseradvisory.com)>; Vicki Hoffman <[vicki.hoffman@anseradvisory.com](mailto:vicki.hoffman@anseradvisory.com)>

**Subject:** RE: Ricondo - W-00474 Elevator/Escalator Capital Planning Support, 4/25 CCM

**Importance:** High

**CAUTION:** This email originated outside of GOAA. Stop and think before you click! If you are not expecting it or if it looks suspicious, please report it using the Phishing Report Button.

Good morning Alex,

I appreciate the revisions. I do recommend a couple of memo edits to correct the project name to match iPro and to complete the agreement name in the bottom paragraph. All changes have been highlighted in the attached PDF. Please let me know if these edits are an issue. **No issues with the edits.**

On that note, the project name and description in iPro indicates that this project should include the moving walkways, but this proposal is only for escalator and elevator assessment. Will the moving walkway assessment be completed at a later date or should the moving walkway references be removed from this project description in iPro? **The project was set up that way and may include moving walkways. It can be left as it.**

I appreciate your continued help with this item!

Thank you,

**Jillian Stansell, CAPM**

Manager

M 260-894-0187

*On Behalf of Greater Orlando*

*Aviation Authority*

[anseradvisory.com](http://anseradvisory.com) [[anseradvisory.com](http://anseradvisory.com)]

