

**ADDENDUM NO. 36
TO THE AGREEMENT DATED JANUARY 8, 2021
BETWEEN THE GREATER ORLANDO AVIATION AUTHORITY
AND RICONDO & ASSOCIATES, INC.**

Project: Professional Consulting Services for W-475 Electrification Policy Study, 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 **TWO HUNDRED THIRTY-FIVE THOUSAND SEVEN HUNDRED EIGHTY-ONE AND NO/100 DOLLARS (\$235,781.00)**, broken down as follows:

Professional Fees:	NTE:	\$0.00
Professional Fees:	LS:	\$235,781.00
Reimbursable Expenses:	NTE:	<u>\$0.00</u>
Total:		\$235,781.00

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 4WB8Q9Z1-46ZXBKW1

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: 
NELSON MULLINS BROAD AND
CASSEL, Legal Counsel
Greater Orlando Aviation Authority

RICONDO & ASSOCIATES, INC

By:


box SIGN 4WB8Q9Z1-46ZXBKW1

Signature (Duly Authorized Rep.)

Pete Ricondo

Printed Name

Senior Vice President

Title



Memorandum

To: Members of the Construction Committee

From: Max Marble, Senior Vice President of Capital Programs
(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-00475 Electrification Policy Study at the Orlando International Airport

Consultant's proposal, dated March 7, 2023, is to develop a policy and implementation framework and capital program that can be used to guide an orderly and cost-effective transition from the current use of internal combustion engines (ICE) to increased use of EVs, both airside and landside 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 301.713.170.5310005.000.000000. Funding source verified by _____ of Construction Finance on ___/___/___ 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	\$235,781.00
Not to Exceed Expenses	\$0.00
TOTAL	\$235,781.00
AAC – Compliance Review Date	955 4/24/23
AAC – Funding Eligibility Review Date	4/24/23



Orlando International Airport (MCO) Electrification Policy Plan

Final Scope of Work and Budget

Prepared for:

Greater Orlando Aviation Authority

Prepared by:

RICONDO

Ricondo & Associates, Inc. (Ricondo) prepared this document for the stated purposes as expressly set forth herein and for the sole use of Greater Orlando Aviation Authority and its intended recipients. The techniques and methodologies used in preparing this document are consistent with industry practices at the time of preparation and this Report should be read in its entirety for an understanding of the analysis, assumptions, and opinions presented. Ricondo & Associates, Inc. is not registered as a municipal advisor under Section 15B of the Securities Exchange Act of 1934 and does not provide financial advisory services within the meaning of such act.



INTRODUCTION

Rapidly increasing electric vehicle (EV) adoption by commercial ground transportation providers, rental car companies, passengers and airport employees, and public agencies is expanding the demand for EV charging infrastructure and associated electrical capacity. These infrastructure needs are emerging as airports develop and implement sustainability plans and guidelines to reduce Greenhouse Gas (GHG) emissions and meet other environmental goals. Similarly, airlines are also beginning to phase in electric ground support equipment (eGSE) and will need adequate airside charging infrastructure and capacity. Finally, airports should begin to consider the potential needs of electric vertical take-off and landing (eVTOL). The overall EV market is expected to expand as manufacturers of automobiles, buses, ground support equipment, and eVTOL aircraft continue to add EV models to their product lineups at different price points. Charging infrastructure also is evolving to offer improved efficiencies and new services to meet anticipated demand.

The overall purpose of the work outlined in the following sections is to prepare a policy and implementation framework and capital program that the Greater Orlando Airport Authority (GOAA) can use to guide an orderly and cost-effective transition from the current use of internal combustion engines (ICE) to increased use of EVs, both airside and landside at Orlando International Airport (MCO or the airport). This work would be coordinated with the concurrent development of the Strategic Plan.

PROJECT APPROACH

The proposed project approach for this project consists of six tasks, completed over a 5-month timeframe:

1. Understand existing conditions: Assemble an inventory of relevant/applicable documents and plans of current facilities, including proposals from EV charging service providers and recent electric capacity estimates for Orlando International Airport (MCO).
2. Conduct stakeholder outreach and executive team briefings: a) Coordinate with GOAA executive staff to guide development of the plan; and b) coordinate with the Orlando Utilities Commission (OUC), rental car companies, airlines, and other stakeholders to understand their current plans and anticipated needs.
3. Benchmark industry programs: Review the policies, goals, and milestones of up to three peer airports to develop an understanding of current approaches to EV policy development.
4. Estimate Infrastructure Requirements to Support Landside and Airside Electrification: For landside, estimate EV market penetration in the region for all ground access modes; for airside, estimate demand by anticipated eGSE equipment type; and develop electrification guidelines for GOAA-owned vehicles and equipment. eVTOL should be included in the infrastructure estimates; it could fall under airside or landside fleets (airline operations versus ground transportation operations).
5. Prepare the Policy Plan and Implementation Strategy: Using the results of Tasks 1 through 4, develop a set of ambitious but realistic policies to support a phased transition to EVs. Examples include a roadmap to provide charging for passengers, employees, commercial ground access providers, and for eGSE, as well as to transition GOAA-owned vehicles to electric, including vehicles operated under contract to GOAA; e.g., shuttle buses. This task would also identify cost or revenue implications resulting from the deployment and maintenance of EV infrastructure.

6. Prepare the Capital Program and Budget: This task will integrate the results of previous tasks and include developing an operational and economic financial framework that will incorporate projected capital expenses, operating expenses, and potential revenue streams and approaches to cost recovery. As well, this task will prepare order-of-magnitude cost estimates for equipment and installation (including site preparation and connection to existing electrical facilities) according to the milestones included on the Policy Plan; this task would lay out specific projects and their respective budgets and detail how these projects could be sequenced over time.

1. EXISTING CONDITIONS: COMPILE AND REVIEW BACKGROUND DOCUMENTS

This task involves collection and summary of existing relevant infrastructure plans, data, and current EV use, as provided by GOAA in order to have a profile of existing conditions and establish a foundation for subsequent recommendations. This initial task is intended to assemble all existing information, documentation, drawings and plans related to EV infrastructure, available grid capacity, and any estimates of future demand that may have already been developed. This does not include field work or collecting information beyond that which is already available.

This task includes a meeting with Orlando Utility Commission (OUC) staff around the 50% completion point related to confirming system capacity, and researching the latest primary meter readings, and sketching out switch configurations for the parts that are almost certainly going to be needed regardless of where the EV infrastructure ends up; and two additional meetings to review and confirm findings.

Task 1 also includes developing a high level description of how the system works in general. This is to define the differences between transmission lines, feeder circuits, loops, etc. This description of how the utilities function in real time will ensure that stakeholders have a good understanding of terminology.

This task will also include the development of a terminal area map, color coded with red, green and yellow hatching that visually shows, at a high level, which facilities (terminal, airside, garages, other) currently have electrification capabilities (green), can easily be improved/modified/equipped with electrification capabilities (yellow), or require extensive infrastructure investments or reconfiguration/modification in order to gain electrification capabilities (red). This is intended to support investment decision making and timing by GOAA.

To leverage existing work performed by GOAA, existing documentation such as the following will be incorporated as appropriate:

- Existing state, regional, County and City policies that may serve to inform the development of GOAA-specific policies; this is to ensure that GOAA policies, goals and milestones are aligned with related state and municipal policies.
- Results of the rental car company surveys identifying anticipated needs; these surveys will be updated as necessary as part of Task 2
- Current and anticipated MCO demand loads for site equipment electrification: i.e., what is available today, and any plans that would provide additional future electric capacity.

Other documents, plans and calculations available from GOAA operating, planning and engineering units related to EV use. For example,

- Drawings showing the location and capacities of key infrastructure (e.g., transformers, and electrical panels);
- Data from existing parking garage charging stations;
- Parking duration and utilization by facility (short term, garage, economy lots, remote lots);
- Existing vehicle inventories (buses, trucks, heavy equipment, GSE) for GOAA and tenants (e.g., airlines, cargo carriers, rental car companies, bus operators, ground handlers, flight kitchens) and duty cycles (routes and typical operating duration); and
- Contracts with shuttle bus providers and other available information related to vehicles operating landside and airside for purpose of identifying timeline and opportunities for electrification.

Deliverable

PowerPoint presentation and technical memo summarizing the information collected and reviewed as part of Task 1. Map of terminal area electrification capabilities.

Expected Outcome

Comprehensive documentation of existing conditions relative to electrical infrastructure and summary explaining how this task will inform the overall Policy Plan and Implementation Strategy (Task 5) and Capital Program (Task 6).

2. STAKEHOLDER OUTREACH AND EXECUTIVE TEAM BRIEFINGS

2.1 INTERNAL

Ricondo will assemble a Working Group that would include GOAA executive management and representatives from other divisions managed by the Chief of Operations: Engineering and Construction; Planning; Environmental and Commercial Properties; Landside; Parking & Ground Transportation; and other GOAA departments as necessary.

The sub-tasks would include:

- A formal kickoff meeting (on-site) with GOAA staff to introduce the consultant team, discuss the existing conditions data, plans and documents, and understand GOAA's sustainability policies and goals and confirm airports to be benchmarked. This meeting would also include consultant teams that have recent experience assessing EV infrastructure and facilities: e.g., Spencer Consulting and Matern Engineering.
- Up to six (6) on-site and/or virtual meetings with GOAA staff to report on progress, receive guidance on technical and policy questions, and to present findings.

A critical objective of these meetings will be to help set the goals to be used to develop the policies in Task 5. These goals may relate to emissions reductions, support for sustainability and environmental plans, meeting customer service needs, coordination with airline programs, revenue opportunities and effective allocation of capital program resources.

2.2 EXTERNAL

An external stakeholder effort would include commercial ground transportation providers (rental cars, taxis/limos, TNCs), energy suppliers and airlines. An initial list includes:

- OUC to understand distribution grid capacity and known constraints, as well as potential future plans for GOAA and the region. Regular communication with the utility is essential in order to understand the utility's interconnection requirements, timeline, inspection process, fee structure, and incentives.
- Rental car companies
- Airlines for current GSE and eGSE inventory and planned equipment acquisitions.
- Commercial transportation providers: TNCs, taxis, limos, out-of-town shuttles, hotel shuttles.

3. BENCHMARKING

In consultation with GOAA, select up to three (3) peer airports and conduct research to provide an overview of existing and planned EV services and facilities and determine whether goals for achieving net zero carbon emissions have been adopted. Recent benchmarking by Ricondo has determined that while 2050 is a target year for two large-hub airports (SEA and PDX), the 2030 to 2045 timeframe appears to be a more commonly used time frame. Current federal policy is to address climate change by decarbonizing all sectors (including transportation) across the economy to reach the overall goal of net-zero emissions by 2050.

Deliverable

PowerPoint presentation with tables and bullet points documenting policies, programs, milestones and goals at peer airports and items to consider in subsequent tasks.

Expected Outcome

Summary noting how this task informs the overall Policy Plan and Implementation Strategy (Task 5).

4. ESTIMATES OF INFRASTRUCTURE REQUIREMENTS

The purpose of this task is to estimate the infrastructure that will be needed to meet EV charging demands; this task will also support the development of milestones and policies to support anticipated rates of EV adoption. To complete this task, the Ricondo team would build on the interviews with stakeholders identified in Task 2, utilize existing market data to project infrastructure needs, and develop recommendations for charging infrastructure for the areas of the airport consistent with GOAA's priorities.

This task is critical because airports are an ideal use case for transportation electrification due to many opportunities to reduce carbon emissions and the visibility of such efforts to residents and visitors. There are many commercially available battery-electric buses available to serve a variety of shuttle bus duty cycles. Car rental companies are rapidly embracing EVs, an effort which is leading to significant requests for infrastructure upgrades. Passengers who park vehicles will need charging infrastructure that aligns with their duration: e.g., short business trips would need Level 2 or Direct Current fast chargers, while longer duration non-business trips would find Level 1 sufficient. As well, private drivers picking up friends or family may require charging; these needs will be based on the distance traveled and vehicle energy storage capacity. And commercial drivers (TNCs, taxis, limos) would need fast chargers while they dwell in hold lots.

Similarly, airlines are incorporating eGSE into operations as equipment (belt loaders, luggage tugs, etc.) becomes more commercially available and operationally feasible. eGSE is well-suited for electrification because it benefits from low-end torque and has frequent start/stops, and short required ranges.

Deliverable

PowerPoint presentation illustrating low, medium, and high demand scenarios for electrification, potential shortfalls in required infrastructure or capacity, and items to consider in subsequent tasks.

Expected Outcome

Summary noting how this task informs the overall Policy Plan and Implementation Strategy (Task 5) and the Capital Program and Budget (Task 6).

5. POLICY PLAN AND IMPLEMENTATION STRATEGY

This task will develop policies to guide the airport electrification planning effort; while the policies themselves may, in some cases, be qualitative, they will be supported by specific measurable objectives. The plan will be developed to address the goals identified by GOAA in Task 2, supplemented by the Benchmarking task. The plan would establish 3-, 5-, and 10-year milestones to be achieved for each sector: landside and airside. The Ricondo team would develop a package of specific implementation strategies and actions to support achieving the milestones. The strategies will provide a step-by-step guide to achieving the milestones and will be used as direct inputs to the development of a capital program and budget.

The plan will also explain the various business models in the EV charging industry and provide budgetary pricing that will inform Task 6. Questions to be addressed include determining the type and quantity of charging infrastructure at various locations, allocating the cost of upgrading electrical infrastructure, and options for procuring and maintaining charging infrastructure.

Deliverable

A draft PowerPoint presentation and concise technical memo will be prepared for and presented to GOAA leadership. Final drafts will be prepared reflecting the GOAA's comments.

Expected Outcome

A strategic planning document that will help guide the decisions necessary to advance the airport's transition to electrification of infrastructure and operations.

6. PREPARE CAPITAL PROGRAM AND BUDGET

This task will prepare a capital program and associated budget for a schedule of projects that will support EV adoption and electrification policies. The capital program development will be supported by an analysis of operational and economic scenarios (i.e., analyze up to three use cases) that will identify and recommend approaches to cost recovery, fee structures, and lease and concession agreements for airport tenants, passengers, and airlines. The capital program will present order-of-magnitude costs for equipment (e.g., vehicles, charging infrastructure [landside and airside], modification of existing facilities such as parking stalls, commercial vehicle hold lots, and connection to the existing electrical facilities).

The task would have two complementary efforts as described on the following pages.

6.1 OPERATIONAL AND ECONOMIC SCENARIOS

Utilizing information assembled during the prior tasks (existing conditions, stakeholder outreach, and benchmarking), the consultants would develop a financial cost recovery framework which will incorporate estimated capital expenses, operating expenses, and potential revenue streams. Options for cost recovery and revenue will be identified, including passenger parking fees, airline charges, tenant concession and lease agreements. The task will evaluate a variety of approaches, including capital and operating leases, own and operate, outsource, and public-private partnerships.

In addition to a financial framework illustrating one approach, this task will include a summary of policy implications (i.e. Board level decisions) to consider for various use cases such as passenger parking fees and the power needs of rental car facilities.

6.2 CAPITAL PROGRAM AND BUDGET

Develop short-, mid-, and long-term implementation recommendations, according to the specific milestones (e.g., 3-, 5-, and 10-year) as identified in Task 5. Given the rapid advancements in technology, the 3- and 5-year programs will present projects and capital expenses year-by-year; the 6- to 10-year portion of the program will be less detailed and would present projects and budgets in multi-year increments.

In effect, this task will comprise a program that includes a list of projects, sequence for implementing these projects (i.e. which should go first, second, etc.), a scope for each project and an associated capital budget and costs.

Deliverables

Financial framework and a PowerPoint presentation summarizing the financial analysis and use cases and outlining operational implications of various implementation approaches. The purpose will be to inform the airport of the financial implications of charging infrastructure such as how will the build-out could be paid for and how the airport could achieve cost recovery.

Detailed capital program and budget identifying specific projects for a 10-year timeframe: the format would be year-by-year for the first 5 years and at a summary level for years 6 through 10.

Expected Outcome

Summary noting how this task advances the overall Policy Plan and Implementation Strategy (Task 5) and programming document for capital planning and budgeting purposes.

SUBCONSULTANTS

Subconsultants on the team will include:

- Spencer Consulting Services, Inc.

Douglas Spencer will provide coordination with OUC and support the existing conditions task.

- Matern Professional Engineering

Tom Croff will lead the work on existing conditions, infrastructure estimates and support coordination with the OUC and GOAA staff.

FINAL DELIVERABLE

A Policy Plan and accompanying Implementation Strategy that GOAA can use as a practical guide for transition to EVs. The plan would have a section that addresses back-up resources and capabilities to be available during extended power outages.

A Capital Program and Budget that details the annual projects and expenditures for 3-, 5-year increments and a 6 to 10-year increment.

The Electrification Policy Plan would include a companion executive presentation providing a high-level summary of the plan and its key recommendations. This will be suitable for elected official briefings, public outreach presentations, and posting on the GOAA website.

PROFESSIONAL FEES

As noted in **Table 1**, the lump sum fee for the proposed services is \$235,781. The breakdown of the lump sum fee for Ricondo, Spencer Consulting, and Matern is included in the attached tables.

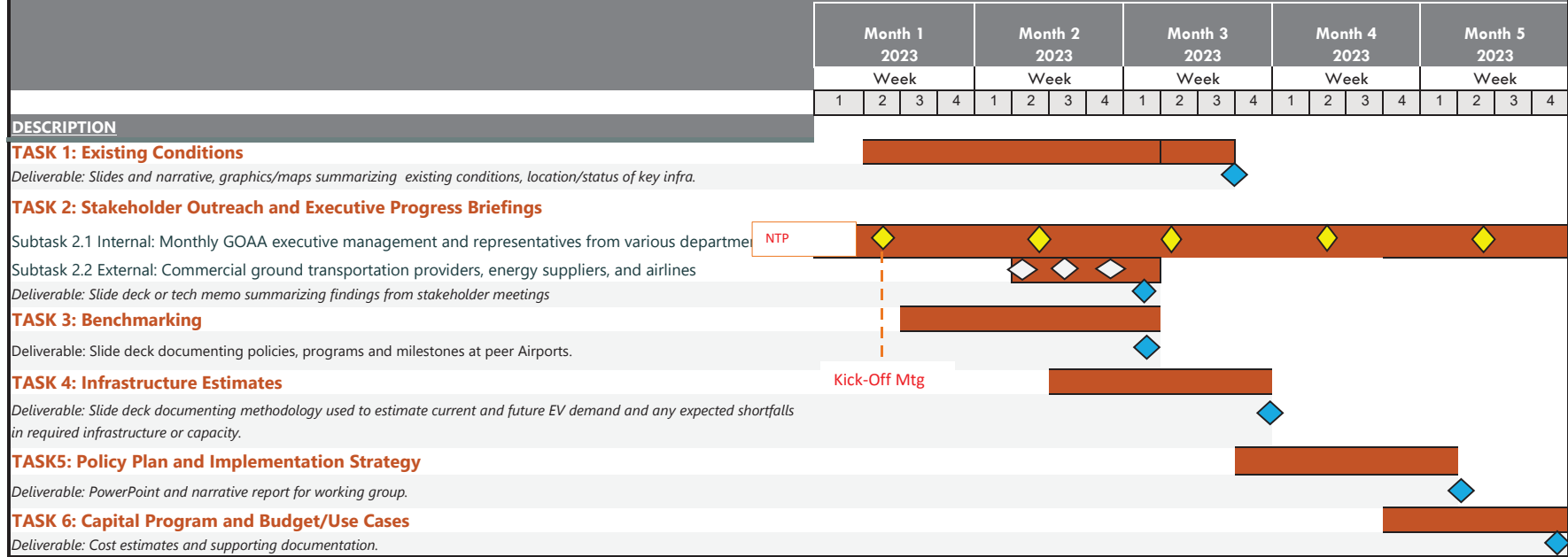
TABLE 1 – BUDGET ESTIMATE – LABOR AND REIMBURSABLE EXPENSES

FIRM	TOTAL FEE
Ricondo & Associates, Inc. Labor	\$117,287.00
Ricondo & Associates, Inc. Expenses	-
Spencer Consulting Services, Inc. Labor	\$26,600.00
Spencer Consulting Services, Inc. Expenses	-
Matern Professional Engineering Labor	\$91,894.00
Matern Professional Engineering Expenses	
TOTAL COSTS	\$235,781.00

SCHEDULE

A tentative project schedule is included on the following page. This schedule will be refined based on feedback received during kick-off meeting and, if needed, the duration of this project will be reduced to accommodate GOAA needs.

Greater Orlando Airport Authority (GOAA)
Orlando International Airport (MCO)
Electrification Policy Plan



◆ Leadership Meetings, Updates and Presentations

◆ Deliverable

◇ Stakeholder Meetings. Goal is to be in-person meetings with some virtual attendees.

NTP Notice to Proceed

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: 03/07/2023



APPENDIX A

BREAKDOWN OF PROFESSIONAL FEES

EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL
TABLE C-1
SUMMARY OF TOTAL CONTRACT VALUE
 Electrification Plan Budget

Phase of Project:	Tasks	TOTAL CONTRACT
1.0 Lump Sum Fee:	\$235,781.00	\$235,781.00
2.0 Not to Exceed Professional Fees:	\$0.00	\$0.00
3.0 Not to Exceed Reimbursable Expenses:	\$0.00	\$0.00
4.0 TOTAL CONTRACT VALUE:	\$235,781.00	\$235,781.00

Total Lump Sum Labor Hours:	1,425	1,425
Total Not to Exceed Professional Labor Hours:	0	0
TOTAL LABOR HOURS:	1,425	1,425
Average Hourly Rate:		\$165

EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL
TABLE C-2
SUMMARY OF LUMP SUM FEES

TASKS	1 THROUGH 7		TOTAL		
	labor hours	Total Fee	labor hours	Cost	Avg. Rate
Ricondo & Associates, Inc.					
Lump Sum Fee Subtotal	515	\$117,287.00	515	\$117,287	\$228
Spencer Consulting Services, Inc					
Lump Sum Fee Subtotal	140	\$26,600.00	140	\$26,600	\$190
Matern Professional Engineering					
Lump Sum Fee Subtotal	770	\$91,894.00	770	\$91,894	\$119
Total Lump Sum Amount:	1425	\$235,781	1425	\$235,781	\$165

EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL
TABLE C-3
BREAKDOWN OF LUMP SUM PROFESSIONAL FEES
Ricondo & Associates, Inc.

RICONDO & ASSOCIATES, INC. (PRIME)	SENIOR OFFICER		SENIOR DIRECTOR		SENIOR DIRECTOR w/ Travel Premium		MANAGER		MANAGER w/ Travel Premium		TOTAL		
Rate (\$/Hour):	\$315		\$251		\$286		\$166		\$201		labor hours	Cost	Avg. Hourly Rate
	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost			
Tasks													
Task 1 - Existing Conditions	2	\$630	6	\$1,506		\$0	4	\$664		\$0	12	\$2,800	\$233
Task 2 - Stakeholder Outreach and Executive Team Briefings	2	\$630	56	\$14,056	6	\$1,716	24	\$3,984	6	\$1,206	94	\$21,592	\$230
Task 3 - Benchmarking	1	\$315	32	\$8,032		\$0	32	\$5,312		\$0	65	\$13,659	\$210
Task 4 - Infrastructure Estimates	2	\$630	64	\$16,064		\$0	8	\$1,328		\$0	74	\$18,022	\$244
Task 5 - Policy Plan and Implementation Strategy	16	\$5,040	72	\$18,072	4	\$1,144	40	\$6,640	4	\$804	136	\$31,700	\$233
Task 6 - Capital Program and Budget	10	\$3,150	68	\$17,068		\$0	56	\$9,296		\$0	134	\$29,514	\$220
TOTAL LUMP SUM PROFESSIONAL FEES:	33	\$10,395	298	\$74,798	10	\$2,860	164	\$27,224	10	\$2,010	515	\$117,287	\$228

EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL
TABLE C-3
BREAKDOWN OF LUMP SUM PROFESSIONAL FEES
 Spencer Consulting Services, Inc

Douglas M. Spencer, Spencer Consulting Services	PROGRAM DIRECTOR		TOTAL		
Rate (\$/Hour):	\$190		labor		Avg. Hourly
	hours	Cost	hours	Cost	Rate
Tasks					
Tasks					
Task 1 - Existing Conditions	32	\$6,080	32	\$6,080	\$190
Task 4 - Infrastructure Estimates	32	\$6,080	32	\$6,080	\$190
Task 5 - Policy Plan and Implementation Strategy	4	\$760	4	\$760	\$190
Task 6 - Capital Program and Budget	60	\$11,400	60	\$11,400	\$190
Meeting/Coordination	12	\$2,280	12	\$2,280	\$190
TOTAL LUMP SUM PROFESSIONAL FEES:	140	\$26,600	140	\$26,600	\$190

EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL
TABLE C-3
BREAKDOWN OF LUMP SUM PROFESSIONAL FEES
Matern Professional Engineering

Matern	PRINCIPAL Engineer / QC		SR. PROJECT MANAGER		ENGINEER/ DESIGNER IV/FIELD TECH III		DESIGNER III FIELD TECH II/BIM II		DESIGNER I CAD/CLERICAL		TOTAL		
Rate (\$/Hour):	\$238		\$135.00		\$99.00		\$91.00		\$61.00		labor hours	Cost	Avg. Hourly Rate
	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost			
Tasks													
Task 1 - Existing Conditions	4	\$952	450	\$60,750	160	\$15,840	48	\$4,368	56	\$3,416	718	\$85,326	\$119
Task 6 - Capital Program and Budget	4	\$952	24	\$3,240	24	\$2,376	0		0		52	\$6,568	\$126
TOTAL LUMP SUM PROFESSIONAL FEES:	8	\$1,904	474	\$63,990	184	\$18,216	48	\$4,368	56	\$3,416	770	\$91,894	\$119

GOAA EV Study - Tom Croff

Task 1 - Existing Conidtions: Produce report with graphics discussing approximately two (2) dozen areas where electric charging infrastructure will most likely be desired for electric vehicles of various types (passenger automobiles, RAC, tugs, fleet vehicles, buses, EVTOL), along with summary of the Infrastructure and a general recommendation for action. Will describe existing conditions, projected loads and other operational considerations for each individual area.

Task 6 - Capital Program and Budget: Support cost estimates and sequence of projects.

EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL
TABLES C-7b and C-7c
PARTICIPATION SCHEDULES

TABLE C-7b MWBE PARTICIPATION SCHEDULE

NAME OF SUBCONSULTANT	ADDRESS	MWBE CLASSIFICATION	PROPOSED SCOPE OF SERVICES	FEE	PROPOSED PARTICIPATION
Ricondo & Associates, Inc.		N/A	General Consultant, QA/QC	\$117,287.00	N/A
Spencer Consulting Services, Inc		N/A	Consulting Services	\$26,600.00	N/A
Matern Professional Engineering		N/A	Consulting Services	\$91,894.00	N/A
TOTAL PROPOSED PARTICIPATION				\$235,781.00	0.0%

TABLE C-7c LDB PARTICIPATION SCHEDULE

NAME OF FIRM	ADDRESS	PROPOSED SCOPE OF SERVICES	FEE	PROPOSED PARTICIPATION
TOTAL PROPOSED PARTICIPATION			\$0.00	0.0%

EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL
TABLE C-9
CONTRACT HOURLY RATES

All amounts invoiced by the Consultant as Reimbursable Fees shall be calculated on the basis of the actual number of hours of services rendered under this Agreement by each of the positions defined and by the new positions as identified below, multiplied by the contract hourly rates shown below.

FIRM	POSITION	CONTRACT HOURLY RATE
Ricondo & Associates	Senior Officer	\$315
Ricondo & Associates	Officer	\$275
Ricondo & Associates	Senior Director	\$251
Ricondo & Associates	Manager	\$166
Ricondo & Associates	Senior Consultant	\$136
Ricondo & Associates	Technical Editor	\$124
Ricondo & Associates	Senior Graphics Designer	\$105
Ricondo & Associates	Consultant	\$87
Ricondo & Associates	Graphic Designer	\$72
Spencer Consulting Services, LLC	Program Director	\$190
Matern Professional Engineering, Inc.	Principal Engineer/ QC	\$238.00
Matern Professional Engineering, Inc.	Engineer V	\$180.00
Matern Professional Engineering, Inc.	Sr. Project Manager	\$135.00
Matern Professional Engineering, Inc.	Sr. Engineer	\$128.00
Matern Professional Engineering, Inc.	Project Manager	\$120.00
Matern Professional Engineering, Inc.	Engineer/ Designer IV/ Field Tech III	\$99.00
Matern Professional Engineering, Inc.	Designer III/ Field Tech II/ BIM II	\$91.00
Matern Professional Engineering, Inc.	Designer II/ Field tech I/ BIM	\$77.00
Matern Professional Engineering, Inc.	Designer I/CAD/ Clerical	\$61.00



APPENDIX B

PROPOSALS FROM SUBCONSULTANTS

March 7, 2023

Craig Leiner
Director
Ricondo & Associates, Inc.
421 King Street
Suite 400
Alexandria, VA 22314

Re: W-00475 Ricondo Electrification Policy Study

Dear Mr. Marble

We submit herewith MATERN's proposal for Professional Consulting Services for W-00475 Ricondo Electrification Policy Study at Orlando International Airport. We appreciate the opportunity to provide you with this proposal.

Matern's scope of work will be to produce a report that includes graphics discussing approximately two dozen areas where electric charging infrastructure is likely to be desired for electric vehicles of various types such as passenger automobiles, RAC, tugs, fleet vehicles, buses, and EVTOL.

Matern will also provide a summary of the electrical infrastructure and a general recommendation for action, which will entail projected loads, a description of existing conditions, and other operational considerations for each individual area.

Matern will assist the cost estimator for the anticipated program budget which will enable projects to be created under the Capital Improvement Program.

The proposed lump sum fee for Professional Consulting Services is **Ninety-one thousand eight hundred ninety-four dollars (\$91,894.00)**.

Thank you for your consideration of our services for this project.



Sincerely,

MATERN PROFESSIONAL ENGINEERING, INC.

Attachments: Matern C-3 Table
GOAA Truth in Negotiation Certification

EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL
TABLE C-3
BREAKDOWN OF LUMP SUM PROFESSIONAL FEES
Matern Professional Engineering

Matern	PRINCIPAL Engineer / QC		SR. PROJECT MANAGER		ENGINEER/ DESIGNER IV/FIELD TECH		DESIGNER III FIELD TECH II/BIM II		DESIGNER I CAD/CLERICAL		TOTAL		
Rate (\$/Hour):	\$238		\$135.00		\$99.00		\$91.00		\$61.00		labor		Avg. Hourly
	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost	hours	Cost	Rate
Tasks													
Tasks													
Task 1 - Existing Conditions	4	\$952	450	\$60,750	160	\$15,840	48	\$4,368	56	\$3,416	718	\$85,326	\$119
Task 6 - Capital Program and Budget	4	\$952	24	\$3,240	24	\$2,376	0		0		52	\$6,568	\$126
TOTAL LUMP SUM PROFESSIONAL FEES:	8	\$1,904	474	\$63,990	184	\$18,216	48	\$4,368	56	\$3,416	770	\$91,894	\$119

GOAA EV Study - Tom Croff

Task 1 - Existing Conditions: Produce report with graphics discussing approximately two (2) dozen areas where electric charging infrastructure will most likely be desired for electric vehicles of various types (passenger automobiles, RAC, tugs, fleet vehicles, buses, EVTOL), along with summary of the Infrastructure and a general recommendation for action. Will describe existing conditions, projected loads and other operational considerations for each individual area.

Task 6 - Capital Program and Budget: Support cost estimates and sequence of projects.

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 Greater Orlando 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 one (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 Greater Orlando Aviation Authority, whichever is later.

Consultant: Matern Professional Engineering



By:

Print Name: Thomas Croff

Date: March 7, 2023



Spencer Consulting Services, Inc

Douglas M. Spencer

President

April 19, 2023

RE: Scope of work for GOAA Electric Vehicle Charging Study

Spencer Consulting was asked to be part of the Ricondo Electrification Policy Study for the Orlando International Airport. We are excited to be part of the study, assisting GOAA with the future of EV Charging.

Scope of work:

1. Review of existing conditions. There a major primary power supply issues with MCO's power provider, Orlando Utilities Commission (OUC). Understanding existing conditions will be key to understand the best future solution
2. Assist with operational and economic scenarios. How and where we put the available power sources will be key to all of the users, including GOAA direct uses. Providing the lowest cost, best options will be key to success.
3. Assist with infrastructure options and estimates. Selecting the best solution will require a significant effort in early cost estimates. This will be a combination of efforts with the Ricondo team, OUC, and others as needed.
4. Assist with the preparation of an implementation strategy. The study will ultimately provide a roadmap for GOAA related to the future of EV Charging. Providing a comprehensive strategy will be very important.
5. Assist with the Capital Cost Estimate.

The proposed lump sum fee for this project is \$26,600 (see attached C-table). Spencer Consulting Services has a long history of assistance related to OUC and electric infrastructure at GOAA. We look forward to assisting on this project.

Thank you,

Douglas M. Spencer

A handwritten signature in blue ink, appearing to read 'Doug M. Spencer', is written over a light blue horizontal line.

President

Spencer Consulting Services

EXHIBIT A - CONSULTANT'S COMPENSATION PROPOSAL
TABLE C-3
BREAKDOWN OF LUMP SUM PROFESSIONAL FEES
 Spencer Consulting Services, Inc

Douglas M. Spencer, Spencer Consulting Services	PROGRAM DIRECTOR		TOTAL		
Rate (\$/Hour):	\$190		labor		Avg. Hourly
	hours	Cost	hours	Cost	Rate
Tasks					
Tasks					
Task 1 - Existing Conditions	32	\$6,080	32	\$6,080	\$190
Task 4 - Infrastructure Estimates	32	\$6,080	32	\$6,080	\$190
Task 5 - Policy Plan and Implementation Strategy	4	\$760	4	\$760	\$190
Task 6 - Capital Program and Budget	60	\$11,400	60	\$11,400	\$190
Meeting/Coordination	12	\$2,280	12	\$2,280	\$190
TOTAL LUMP SUM PROFESSIONAL FEES:	140	\$26,600	140	\$26,600	\$190



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-00475 Electrification Policy Study at the 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.