

**GREATER ORLANDO AVIATION AUTHORITY**  
**REVISED AGENDA**

DATE: FEBRUARY 16, 2022

DAY: WEDNESDAY

TIME: 2:00 P.M.

PLACE: CARL T. LANGFORD BOARD ROOM, ORLANDO INTERNATIONAL AIRPORT, ONE JEFF FUQUA BOULEVARD

**The Aviation Authority is subject to federal mask mandates. Federal law requires wearing a mask at all times in and on the airport property. Failure to comply may result in removal and denial of re-entry. Refusing to wear a mask in or on the airport property is a violation of federal law; individuals may be subject to penalties under federal law.**

**Currently, seating inside the Board Room is limited to 25 and lobby seating is limited to 10 seats. Attendance is on a first-come, first-served basis. No standing in the lobby will be permitted.**

**Individuals who wish to speak at the Board meeting on an item being considered on the agenda will be asked to fill out a speaker request card. GOAA live streams the meeting over Orange TV and its own You Tube channel (OrlandoAirports) so that the public can monitor the proceedings. The meeting can also be streamed through the GOAA website, [www.OrlandoAirports.net](http://www.OrlandoAirports.net).**

**I. CALL TO ORDER**

**II. INVOCATION**

**III. PLEDGE OF ALLEGIANCE**

**IV. ROLL CALL**

**V. CONSIDERATION OF AVIATION AUTHORITY MINUTES FOR DECEMBER 15, 2021**

**VI. RECOGNIZING YEARS OF SERVICE**

**VII. CONSENT AGENDA**

(These items are considered routine and will be acted upon by the Aviation Authority in one motion. If discussion is requested on an item, it will be considered separately. Items under this section are less than \$325,000 dollars)

- A. Recommendation to Accept Committee Minutes
- B. Recommendation to Dispose of Surplus Property
- C. Recommendation of the Construction Committee to Approve Amendment No. 13 to Addendum No. 13 to the Construction Management at Risk (CM@R) Entity Services for South Terminal C, Phase 1, Agreement with Hensel Phelps Construction, for Project Bid Package (BP) No. S00144, South Terminal C, Phase 1, Airside Terminal Enclosures and Exterior Finishes (Guaranteed Maximum Price (GMP) No. 6-S.2) at the Orlando International Airport
- D. Recommendation of the Construction Committee to Approve No-Cost Addenda to the Continuing Environmental Engineering Consulting Services Agreements at the Orlando International Airport, Orlando Executive Airport, and Other Facilities operated by the Aviation Authority, to Exercise the Second and Final One-Year Renewal Option
- E. Recommendation to Accept a Community Planning Technical Assistance Grant Agreement for Orlando International Airport from the Florida Department of Economic Opportunity
- F. Recommendation to Reject All Proposals Submitted for Sculptural Art in South Terminal and Not to Readvertise; to Authorize Use of Previously Allocated Discretionary Funds for Installation of Existing Aviation Authority Owned Artworks; and to Authorize Funding for Balance of Installation Costs)
- G. Recommendation to Authorize Personal Leave Hours for Payroll Business Continuity Essential Personnel
- H. Recommendation to Approve the Resolution of the Greater Orlando Aviation Authority adopting the Orange County Local Mitigation Strategy (LMS) Plan
- I. Recommendation to change the name of the unnamed access roadway to the Vehicle Maintenance Facility to Flagler Avenue
- J. Recommendation to approve Amendment No. 20 to Fixed Base Operator Lease Agreement with Sheltair Orlando Air Center, Inc. ("Sheltair") at the Orlando Executive Airport
- K. Recommendation of the Construction Committee to Approve Change Order(s) to Various Contracts
- L. Recommendation to Amend Organizational Policy 110.05 – Appointed Position Wage Plan and to Establish Organizational Policy 120.16 – Compensation Committee
- M. Recommendation of the Capital Management Committee to Approve the Transfer from Capital Improvement Program Health and Safety – General to Health and Safety – Virtual Ramp Control

NOTE: Any person who desires to appeal any decision made at these meetings will need record of the proceedings and for that purpose may need to ensure that a verbatim record of the proceedings is made which includes the testimony and evidence upon which the appeal is to be based.

**VIII. CHIEF EXECUTIVE OFFICER'S REPORT**

**IX. NEW BUSINESS**

(Pursuant to Florida Statute 332.0075, contracts in excess of \$325,000 are listed under this section as separate line items)

- A. Recommendation of the Construction Committee to Approve Amendment No. 15 to Addendum No. 16 to the Construction Management at Risk (CM@R) Entity Services for South Terminal C, Phase 1, Agreement with Hensel Phelps Construction, for Project Bid Package (BP) No. S00168, South Terminal C, Phase 1, Airside Terminal Interiors, Finishes and Specialties (Guaranteed Maximum Price (GMP) No. 6-S.4) at the Orlando International Airport
- B. Recommendation of the Construction Committee to Approve Amendment No. 4 to Addendum No. 23 to the Construction Management at Risk (CM@R) Entity Services for South Terminal C, Phase 1, Agreement with Turner-Kiewit Joint Venture, for Project Bid Package (BP) No. S00178, South Terminal C, Phase 1, Airfield Civil (Guaranteed Maximum Price (GMP) No. 19-S) at the Orlando International Airport
- C. Recommendation of the Construction Committee to Approve a Job Order Construction Services Addendum to the Continuing Vertical Construction Services Agreement with Gomez Construction Co. for Project V-S00019, South Terminal C (STC) Landside Terminal (LST) Airport Operations Center (AOC) Buildout, at the Orlando International Airport
- D. Recommendation of the Construction Committee to Approve a Job Order Construction Services Addendum to the Continuing Vertical Construction Services Agreement with Gomez Construction Co. for Project V-S00020, South Terminal C (STC) Landside Terminal (LST) Virtual Ramp Control (VRC) Infrastructure Installation, at the Orlando International Airport
- E. Recommendation to Award Purchasing Single Source 09-22, Maintenance and Support Contract for the Experiential Media Environment (EME) for South Terminal C to Electrosonic, Inc. (Electrosonic)
- F. Recommendation of the Concessions/Procurement Committee to Approve the Purchases of Computer Hardware and Software Maintenance Support, License Renewals and Technology-Related Subscriptions
- G. Recommendation of the Concessions/Procurement Committee to Award Invitation for Bid (IFB) 14-22, Predictive Maintenance and Vibration Analysis, at the Orlando International Airport, to Corelusa Plant Services, Inc.
- H. Recommendation of the Concessions/Procurement Committee to Award Invitation for Bid 19-22, Vehicle Towing and Storage Services at Orlando International Airport and Orlando Executive Airport to Able Towing & Roadside, LLC
- I. Recommendation of the Concessions/Procurement Services Committee to Rank Firms to Review/Rank/Award Request for Proposal 20-22 Central Receiving and Distribution Center Services
- J. Recommendation to Approve Supplemental In-Terminal Relief Resolution for Duty Free/Duty Paid Concession
- K. Recommendation to Approve Chief Executive Officer Contract

**X. INFORMATION SECTION**

(No action is required on the item(s). Board members should feel free to ask questions on the item(s).)

- A. Notification of Committee Recommendations to the Chief Executive Officer for Approval for February 16, 2022, Aviation Authority Board Meeting
- B. Notification of Release of RFP/RFB/RFQ/IFBs
- C. Notification of the Professional Services Committee's Approval of the Lists of Pre-Qualified Subcontractors/Suppliers for Major Trade Packages for the South Terminal C, Phase 1, Program, at the Orlando International Airport
- D. Construction Progress Report

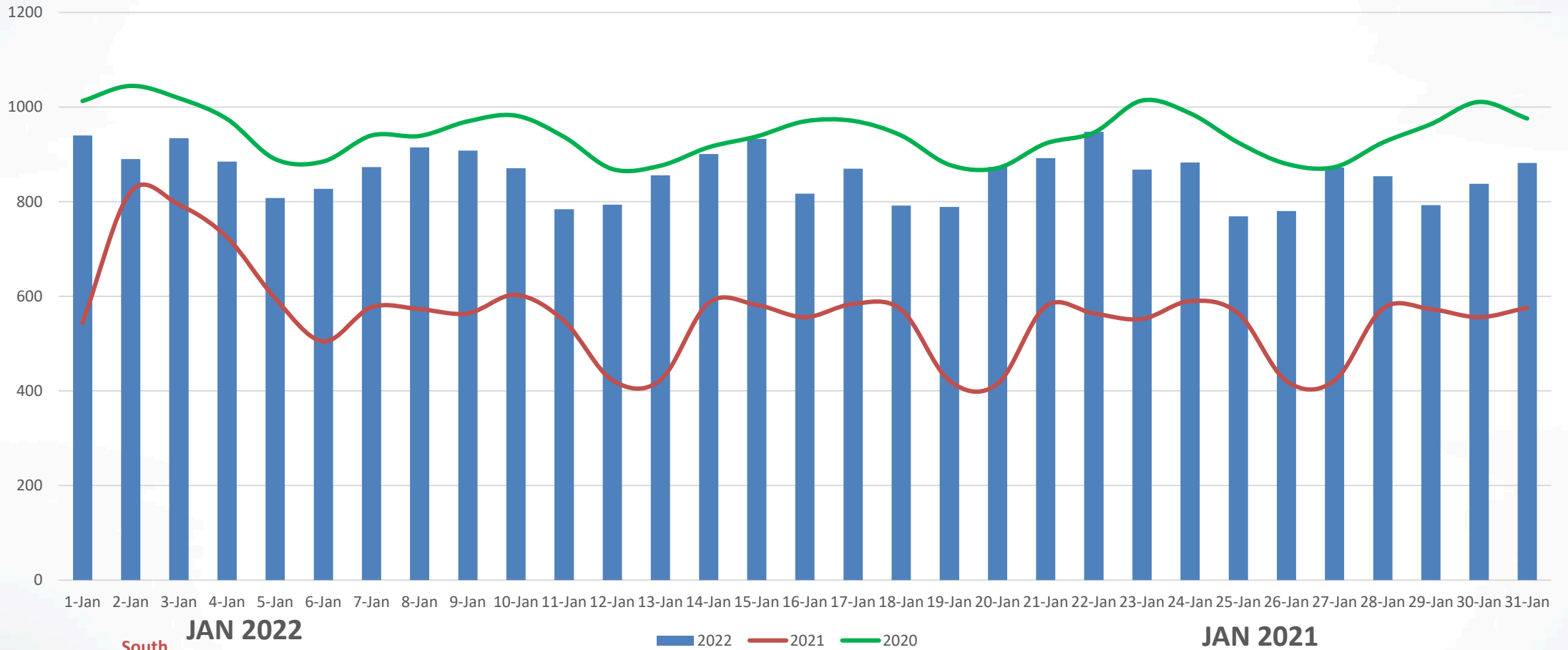
*For individuals who conduct lobbying activities with Aviation Authority employees or Board members, registration with the Aviation Authority is required each year prior to conducting any lobbying activities. A statement of expenditures incurred in connection with those lobbying instances should also be filed prior to April 1 of each year for the preceding year. Lobbying any Aviation Authority Staff who are members of any committee responsible for ranking Proposals, Letters of Interest, Statements of Qualifications or Bids and thereafter forwarding those recommendations to the Board and/or Board Members is prohibited from the time that a Request for Proposals, Request for Letters of Interests, Request for Qualifications or Request for Bids is released to the time that the Board makes an award. The lobbyist shall file a Notice of Lobbying (Form 4) detailing each instance of lobbying to the Aviation Authority within 7 calendar days of such lobbying. Lobbyists will also provide a notice to the Aviation Authority when meeting with the Mayor of the City of Orlando or the Mayor of Orange County at their offices. The policy, forms, and instructions are available on the Aviation Authority's offices web site. Please contact the Chief Administrative Officer with questions at (407) 825-7105.*



**CEO REPORT**  
**JANUARY 2022 DATA**

# DAILY FLIGHT ACTIVITY

Total Number of Arriving and Departing Flights  
MCO Operations - January



**JAN 2022**

South Flow  
27%



North Flow  
73%

**JAN 2021**

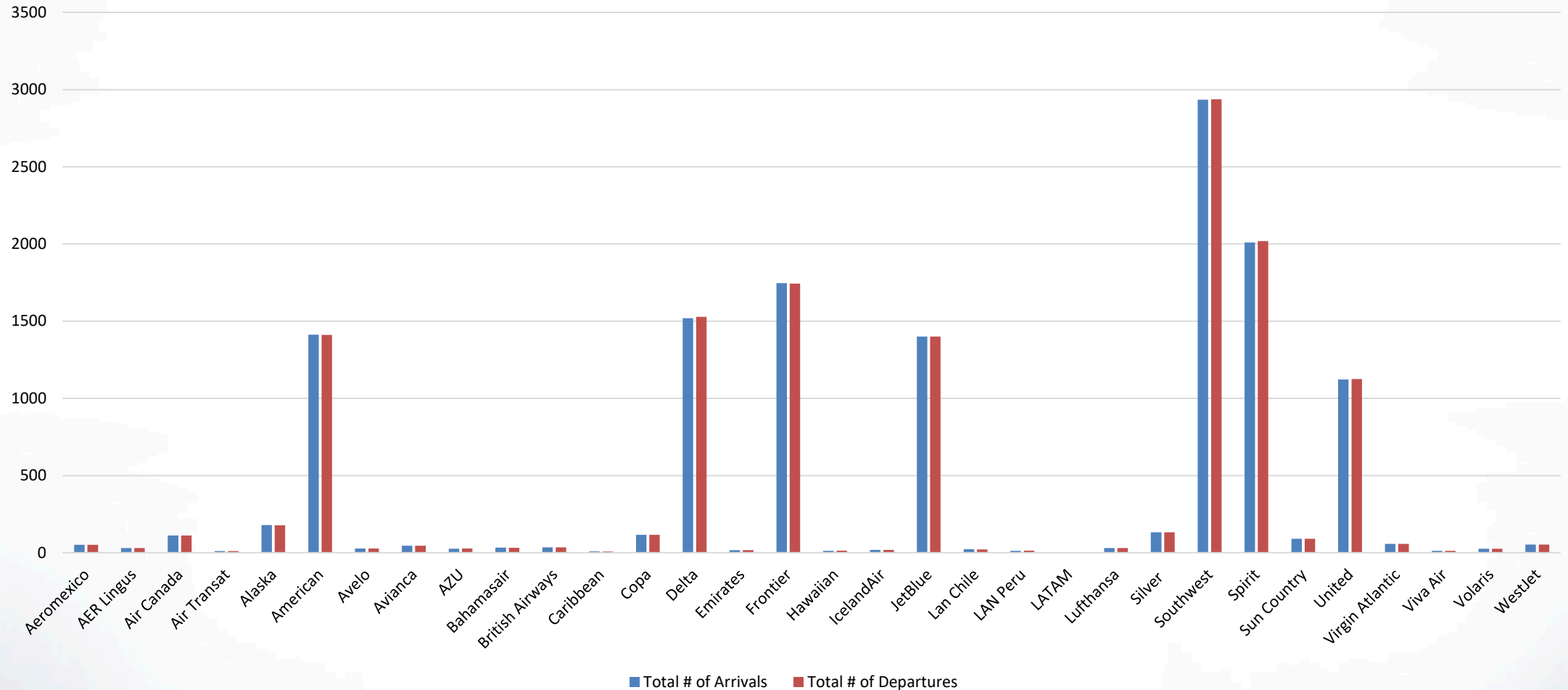
South Flow  
44%



North Flow  
56%

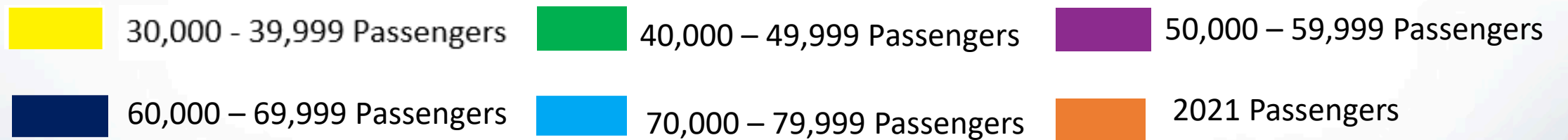
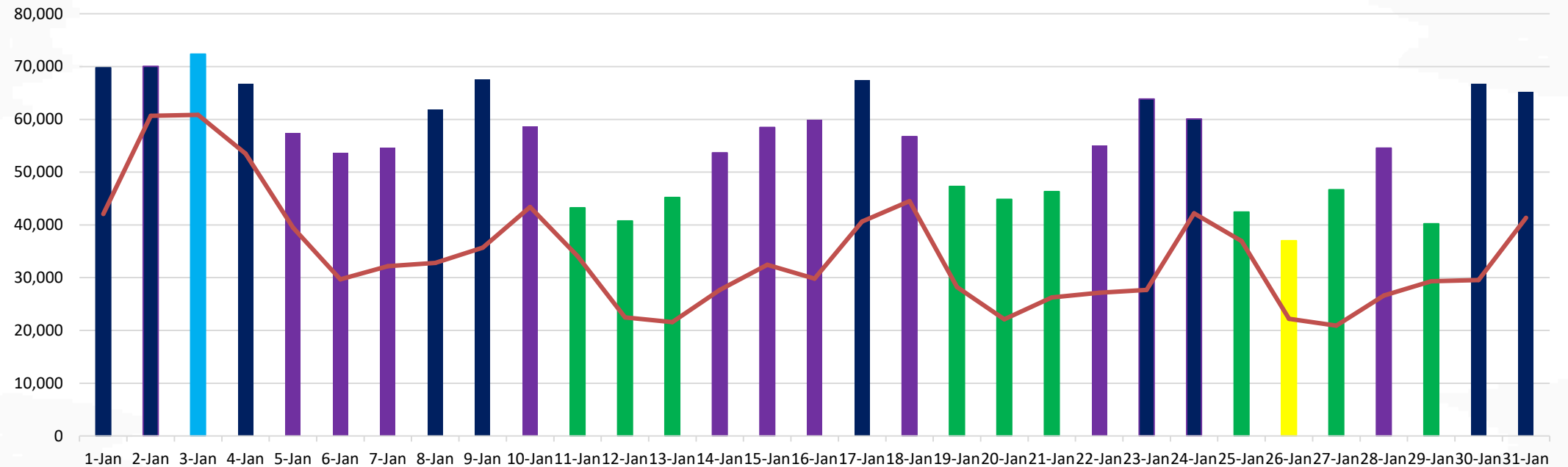
# FLIGHT ACTIVITY BY AIRLINE

## Flights by Airline - January



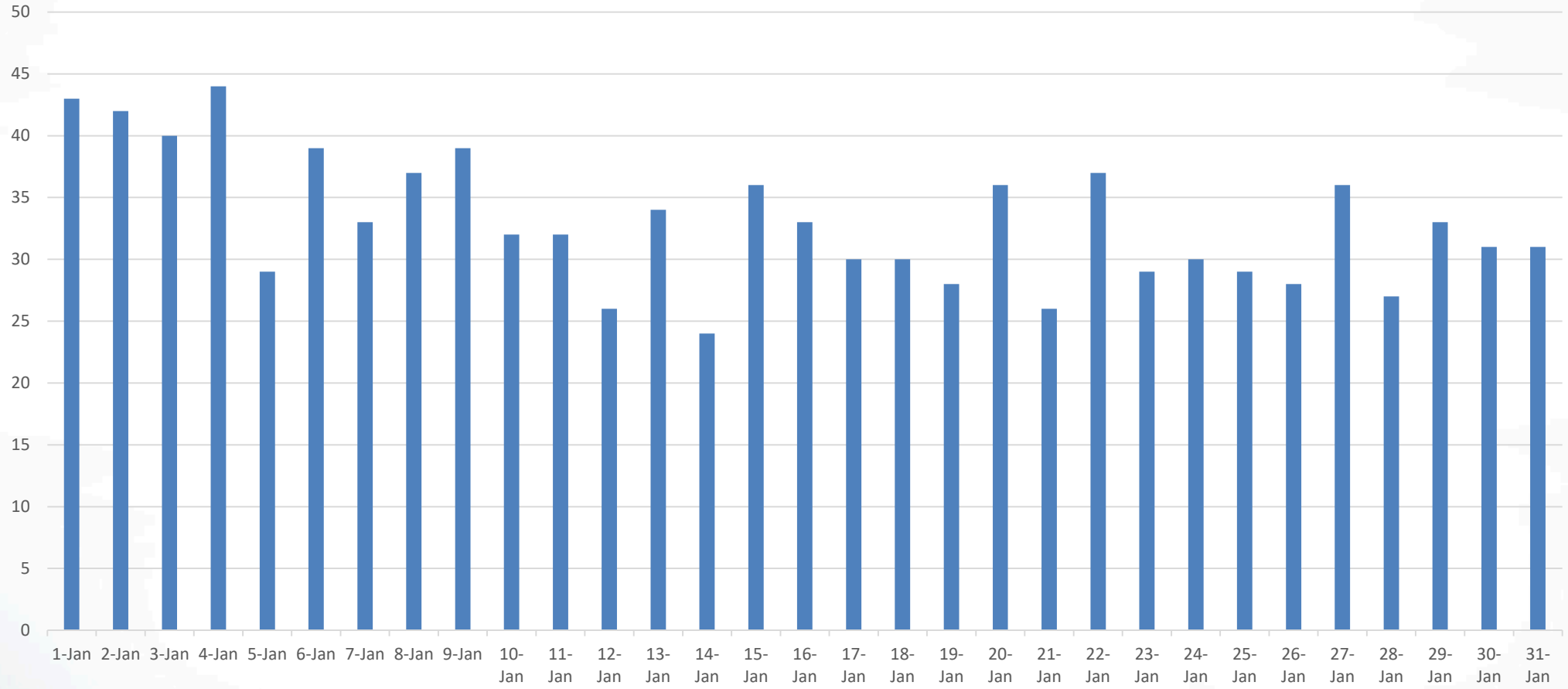
# DAILY DEPARTING PASSENGERS

## MCO Departing Passengers January



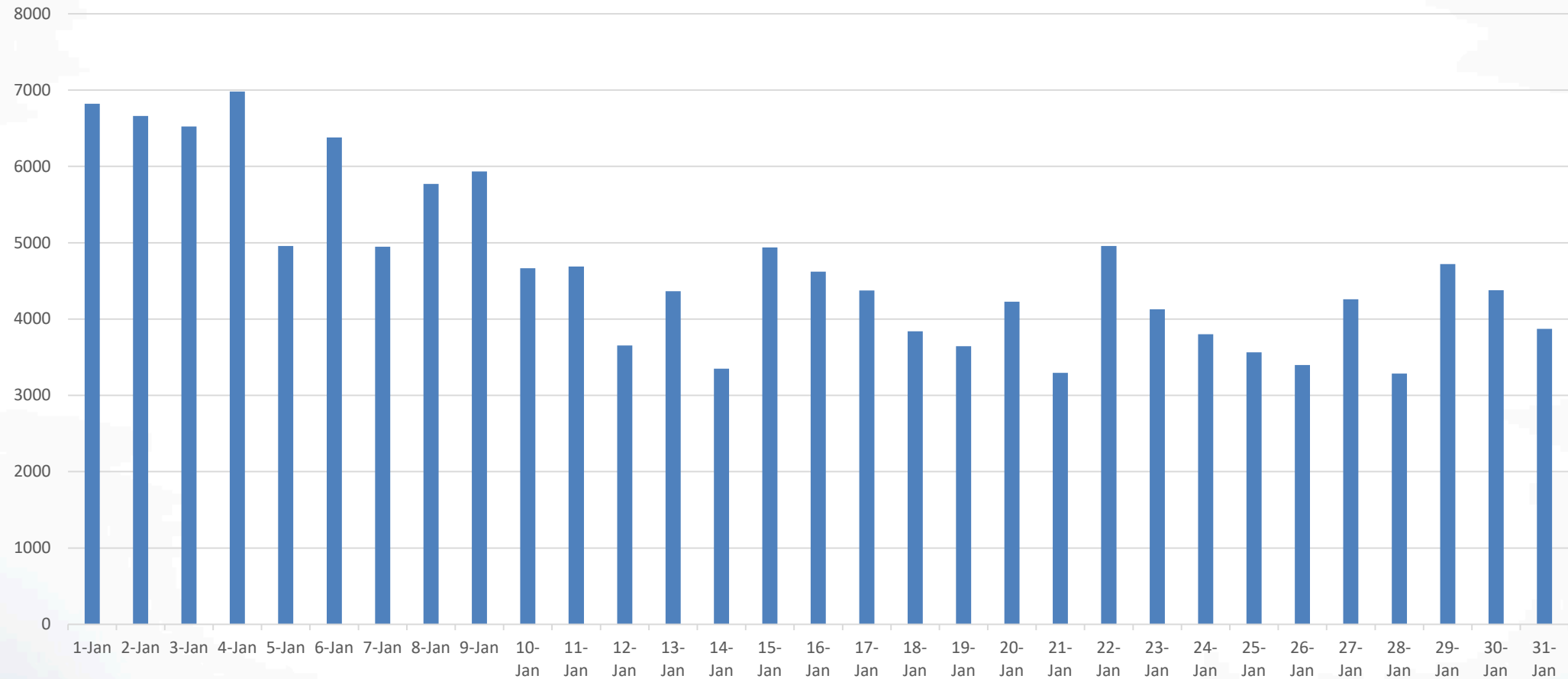
# INTERNATIONAL ACTIVITY

## Arriving International Flights - January



# INTERNATIONAL ACTIVITY

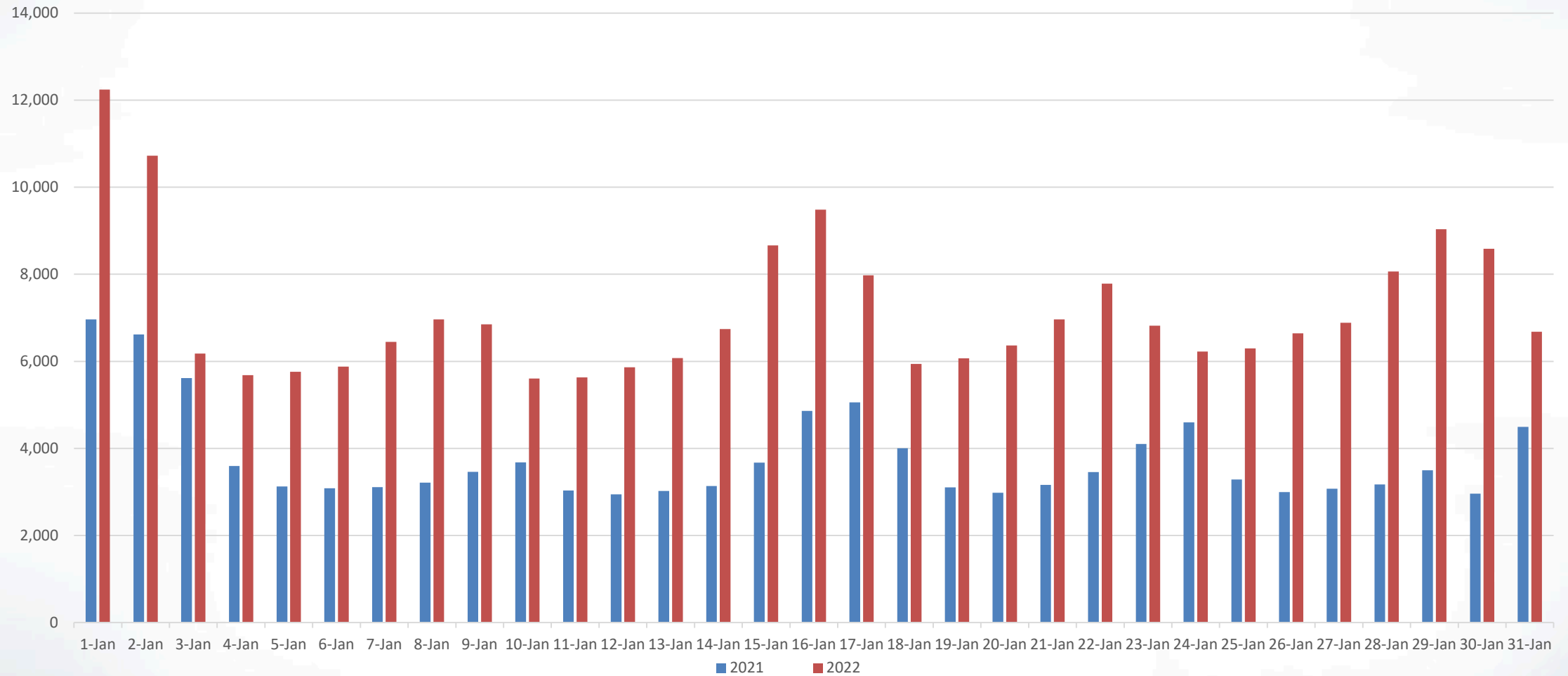
## Arriving International Passengers - January



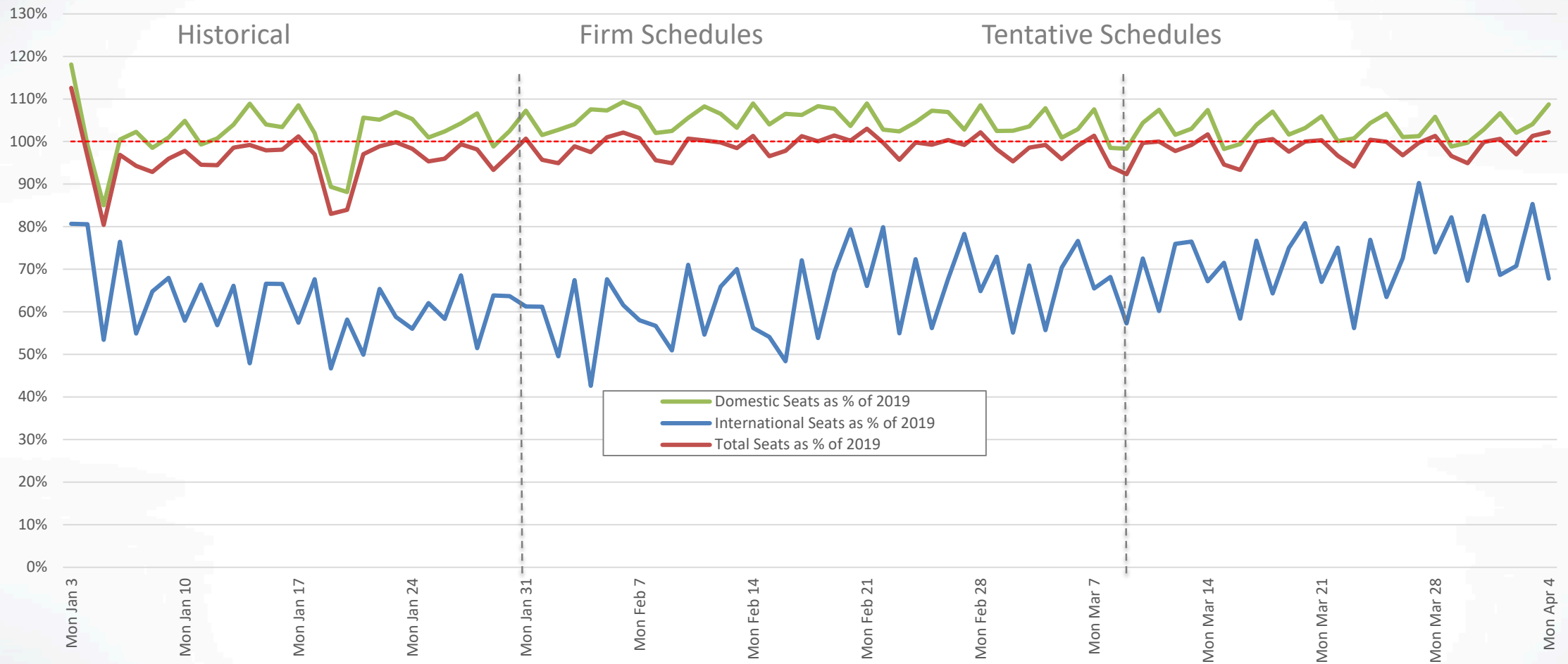


# DAILY PARKING

## MCO Daily Vehicle Count - January



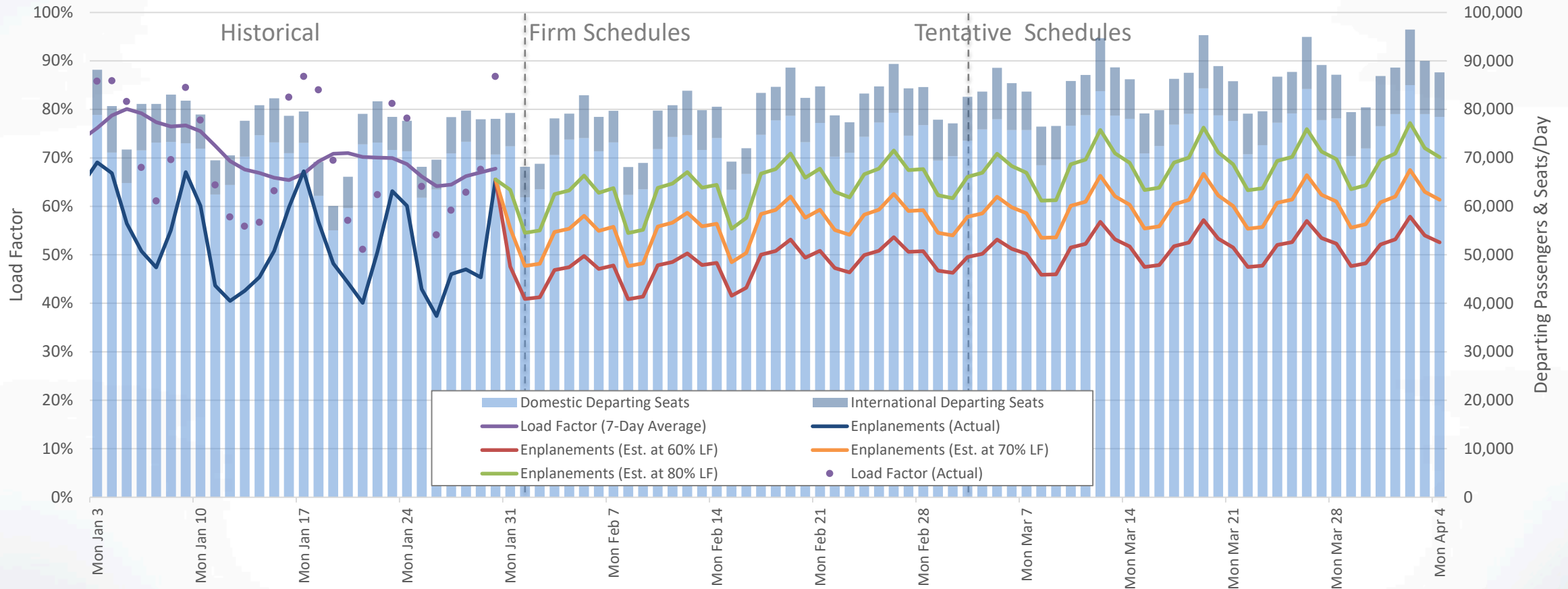
# MCO DEPARTING SEAT CAPACITY COMPARED TO 2019



NOTE: Airlines currently finalizing schedules approximately 30 days ahead of operation, therefore **future schedules may be subject to significant change.**  
Source: Airline Data Inc.

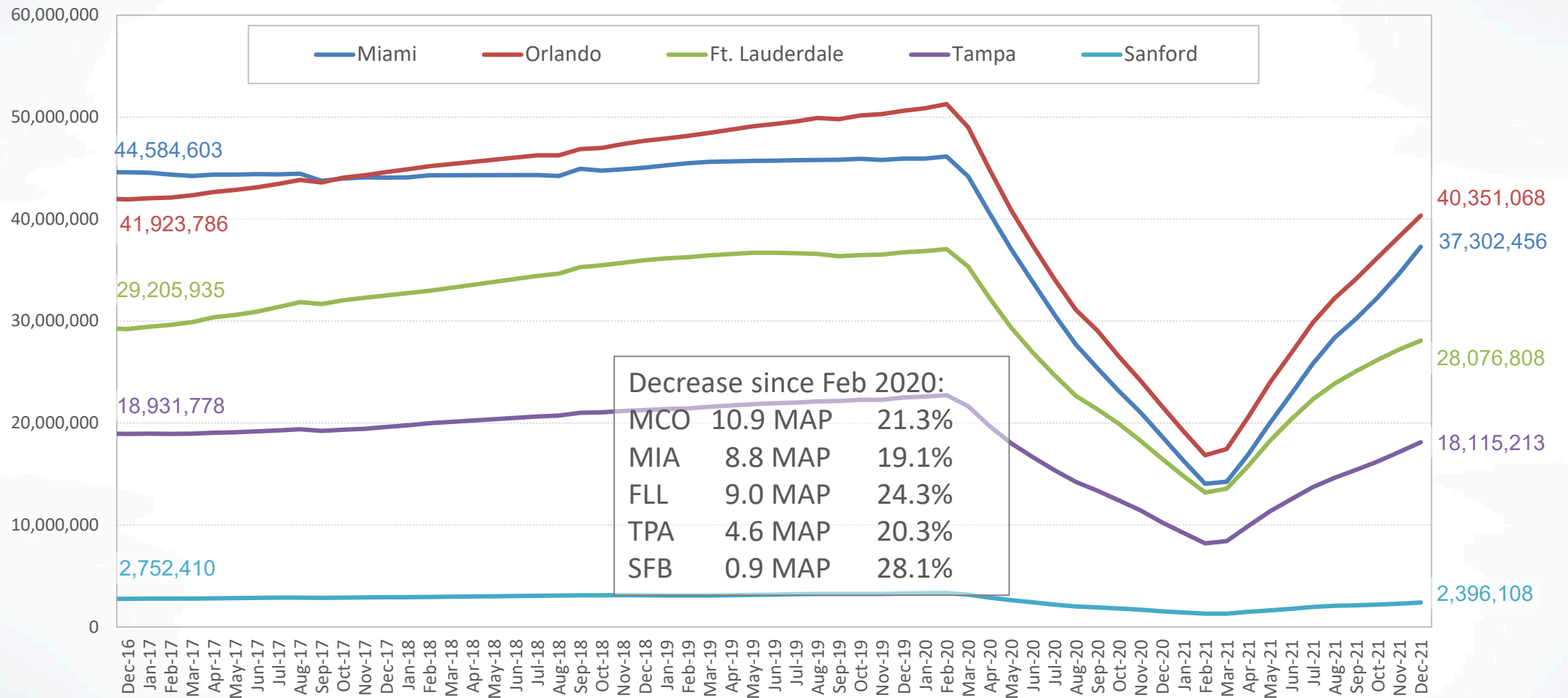
Updated: January 31, 2022

# ENPLANEMENT ESTIMATES AT 60%, 70% & 80% LOAD FACTORS



NOTE: Airlines currently finalizing schedules approximately 30 days ahead of operation, therefore **future schedules may be subject to significant change.**  
 Source: RMS System (Historical) and Airline Data Inc. (Future).

# FLORIDA AIRPORTS ROLLING 12-MONTH PASSENGER TRAFFIC



# TENTATIVE SERVICE START/RESUMPTION DATES AT MCO

| Destination                    | Airline   | Date   | Destination                     | Airline   | Date   |
|--------------------------------|---|--------|---------------------------------|---|--------|
| Ft. Lauderdale, FL             |  FRONTIER AIRLINES   | Feb 17 | London/Gatwick, England (u)     |  BRITISH AIRWAYS   | Mar 27 |
| Halifax, Nova Scotia           |  Air transat   | Feb 20 | Medellin, Colombia (g)          |  Avianca Airlines<br><small>A STAR ALLIANCE MEMBER</small> | Mar 29 |
| Ponce, PR                      |  spirit  | Mar 1  | Edinburgh, Scotland (g, u)      |  virgin atlantic   | Mar 30 |
| Halifax, Nova Scotia           |  WESTJET  | Mar 5  | St. Johns, Newfoundland (g, u)  |  WESTJET   | Apr 2  |
| Winnipeg, Manitoba (u)         |  WESTJET  | Mar 5  | Memphis, TN                     |  spirit  | Apr 20 |
| Greenville/Spartanburg, SC (u) |  Silver AIRWAYS  | Mar 6  | Little Rock, AR (u)             |  FRONTIER AIRLINES   | Apr 27 |
| Ontario, CA (u)                |  FRONTIER AIRLINES   | Mar 10 | Madison, WI                     |  sun country airlines                                      | Apr 27 |
| Denver, CO                     |  spirit  | Mar 12 | San Diego, CA                   |  FRONTIER AIRLINES   | Apr 27 |
| Minneapolis, MN                |  Southwest   | Mar 12 | Fayetteville, AR                |  FRONTIER AIRLINES  | Apr 29 |
| Ottawa, Ontario                |  WESTJET  | Mar 13 | Vancouver, British Columbia (u) |  WESTJET   | May 7  |
| Aguadilla, PR                  |  FRONTIER AIRLINES   | Mar 24 | Brasilia, Brazil (g, u)         |  GOL   | May 13 |
| Cali, Colombia (g, u)          |  Avianca Airlines<br><small>A STAR ALLIANCE MEMBER</small> | Mar 27 | Manaus, Brazil (g, u)           |  GOL   | May 21 |

NOTE: Airlines currently finalizing schedules approximately 30 days ahead of operation, therefore **future schedules may be subject to significant change.**  
Source: Airline Data Inc.

u: Unserved (non-stop) from MCO at time of start/resumption

g: Government approval required

# STATSBOARD

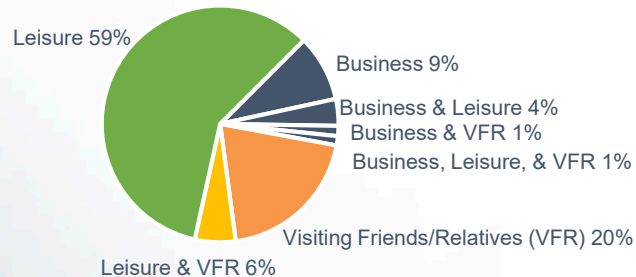
**40.4 MILLION ANNUAL PASSENGERS** (UP 86.7%)  
Rolling 12 Months Ended December 2021

**↑ 92.0%** **↓ (22.9%)**  
**38.4 million** **2.0 million**  
DOMESTIC INTERNATIONAL

**110,551 PASSENGERS/DAY**  
**95.2% Domestic**  
**4.8% International**

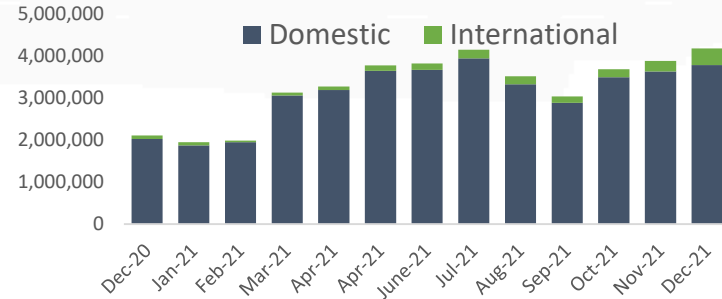
**94% O&D**  
**6% CONNECTING**  
**2.7 AVERAGE PARTY SIZE**

## TRIP PURPOSE



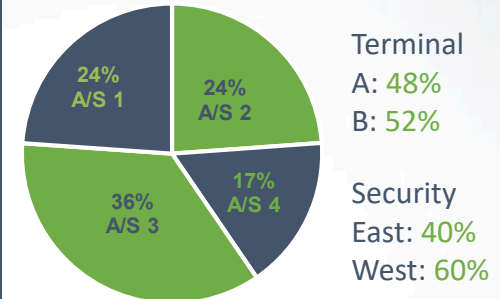
Source: 6-Question Online Survey (June 2020 - May 2021)

## MONTHLY PASSENGERS



Source: MCO Airline Activity Reports

## PASSENGER TERMINAL BALANCE

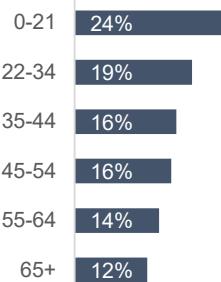


Source: MCO Airline Activity Reports (January 2021 – December 2021)

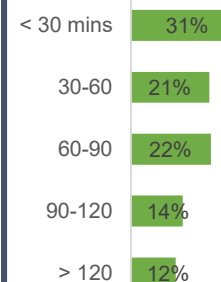
## AIRPORT RANKING

**27<sup>th</sup>** – World Ranked by Total Passengers  
**9<sup>th</sup>** – U.S. Ranked by Total Passengers  
**7<sup>th</sup>** – U.S. Port of Entry for Non-U.S. Residents  
**3<sup>rd</sup>** – U.S. Ranked by Origin & Destination (O&D) Passengers

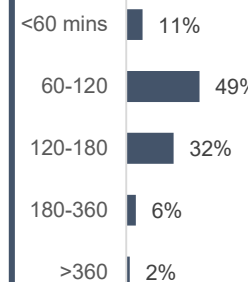
### PASSENGER: AGE



### ARRIVAL @ TSA



### DWELL TIME



Source: 6-Question Online Survey (May 2020-Apr 2021)

## ANNUAL OPERATIONS

**286,750 (786/day):** Passenger Aircraft  
**310,117 (850/day):** All Aircraft

## AIRLINES

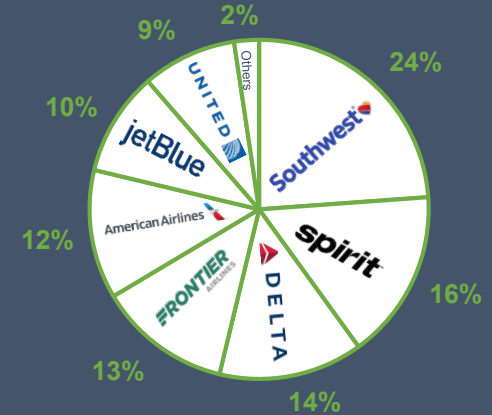
**33** Passenger Airlines  
**7** Cargo Airlines

## DESTINATIONS

**97** Domestic  
**47** International

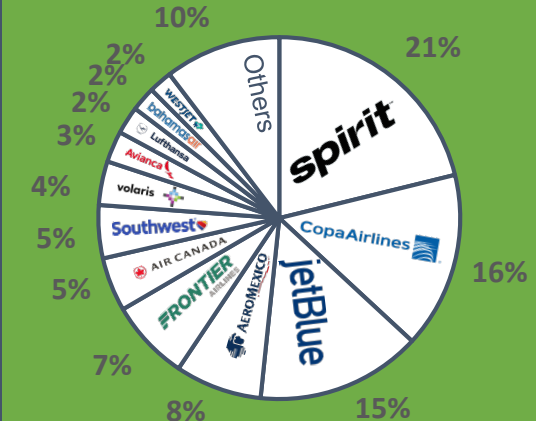
Source: Airline Activity Reports (12-months ended December 2021), Airline Data Inc. Flight Schedule data (February 2022 – December 2022)

## DOMESTIC PASSENGER SHARE



Source: MCO Airline Activity Reports (January 2021 – December 2021)

## INTERNATIONAL PASSENGER SHARE



Source: MCO Airline Activity Reports (January 2021 – December 2021)

# JANUARY OPERATIONS VOLUMES - MCO



**32.9M Gallons**

(23% FTZ)

1.7M Departing Passengers

13.6K Departing Flights

  
MCO



Received

1,281 Trucks

10.2M Gallons



Received 25.0M

Gallons

(Includes other supplier shipments)



Daily Avg: 1,064,211 gallons

Peak Day: 1/01 – 1,301,602

Low Day: 1/26 – 815,093



# ORLANDO EXECUTIVE AIRPORT YEAR END STATISTICS

- Total Operations : 147,893
  - More than 20 percent over 2020
  - Single busiest month was October with 13,914 operations
- More than 4.6 million gallons of aircraft fuel was pumped
  - Nearly 47 percent increase over 2020
- U.S. Customs and Border Protection operations: 704
  - 346 operations in 2020
  - June was the busiest month with 96 international flights



# EMPLOYEE PARKING LOT REOPENS

- EPL reopened Monday, February 7, 2022
- Staffing challenges will temporarily modify shuttle service to remote lots
  - North Park Place: Drop off and pick up services on the A Side only
  - South Park Place: Drop off and pick up services on the B Side only

# FLORIDA ORGANICS KIOSK OPENS

- New retail concept at Airside 4
- Florida Organics is a creation of one of our newest small businesses, Canviyy, LLC
- Products for men and women for the face, hair, body

# INTER-DEPARTMENTAL TERMINAL C OUTREACH MEETING

- Public Affairs, Marketing & Customer Experience
- Discussion identified key messaging directions
  - Storylines
  - Target audiences
  - Communication partners
  - Platforms & tools
  - Timelines
  - Information sharing

# SOUTH TERMINAL C

## COMMUNICATIONS OUTREACH MEETING

- GOAA Public Affairs Team
- Public Information representatives from key STC partners
  - Hensel Phelps
  - Turner-Kiewit
  - HNTB
  - Fentress Architects
- Next press release will highlight important technological systems at Terminal C
  - Building Operations
  - Customer Demands
  - Innovation



**MEMORANDUM**

TO: Members of the Aviation Authority

FROM: Yovannie Rodriguez, Esq., Chief Administrative Officer

DATE: February 16, 2022

**ITEM DESCRIPTION**

Recommendation to Approve Supplemental In-Terminal Relief Resolution for Duty Free/Duty Paid Concession

**BACKGROUND**

The Aviation Authority Board adopted actions and resolutions for various concession relief programs in April 2020, May 2020, August 2020, March 2021 and related specifically to the Duty Free/Duty Paid Concession (Duty Free) on October 2021. The reasons for those actions were set forth in Board memoranda and Board presentations during those Board meetings.

Although passenger traffic continues to improve, support for duty free shopping continues to lag. November 2021 duty free sales averaged 30% of sales compared to November 2019. Duty free sales averaged 45% of comparable 2019 sales for December 2021. In early 2022, duty free sales averaged 43% of pre-pandemic sales. GOAA should encourage and support a robust duty free shopping program as international duty free buyers return to the market. In balancing these issues, Staff has developed a new Resolution for the Aviation Authority Board's consideration. Currently the Duty Free/Duty Paid Concession is operated by DFASS Central, LLC.

**ISSUES**

The Aviation Authority has the discretion, under the current economic circumstances, to recognize certain businesses have suffered economically and to respond accordingly. Where it can do so with fiscal prudence, the Aviation Authority can offer relief to its business partners in order to allow them the best opportunity to succeed during this uncertain period. The Aviation Authority has taken a prudent, step-by-step approach to managing its financial commitments and the financial pressure applied to various concessionaires.

Because the international duty free sales have been slow to recover, staff proposes to extend short-term relief of a 50% reduction in the Minimum Annual Concession Fee (MACF) to Duty Free. The relief would be for the period of February 1, 2022 through March 31, 2022. In order to qualify for this extended relief, the all conditions contained in previous resolutions must be met in addition to:

- Duty Free must be fully operational and current in all financial obligations to the Aviation Authority.
- If Duty Free has a claim for insurance proceeds which includes amounts waived by the Aviation Authority, and succeeds in those claims, the amounts paid to Duty Free or those claims from the insurance company shall be due to the Aviation Authority without further demand.
- Duty Free shall continue to pay the greater of 50% of the MACF or, if sales are more robust, the percentage rents due pursuant to its agreement with the Aviation Authority.
- The benefits of this relief must be shared with ACDBE partners.
- Absent an unanticipated reduction in international traffic, this relief will be the last offered for DFASS Central LLC.

## **ALTERNATIVES**

The Aviation Authority Board could choose not to approve these proposed Relief Resolutions.

## **FISCAL IMPACT**

The fiscal impact, if percentage rent above 50% MACF is not achieved, is approximately \$354,923. The impact would be less if duty free shoppers return in greater numbers before March ~~24~~<sup>31</sup>, 2022.

## **RECOMMENDED ACTION**

It is respectfully requested that the Aviation Authority Board resolve to: (1) approve Supplemental In-Terminal Relief Resolution for Duty Free/Duty Paid Concession; (2) authorize the Aviation Authority Chairman and Chief Executive Officer to execute the Resolution; (3) authorize the Chief Executive Officer to have discretion to enforce the terms and conditions of the Resolution; and (4) authorize the Chief Executive Officer to execute those documents necessary to carry out this Resolution upon satisfactory review by legal counsel.