



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA May 19, 2025

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

(Exhibits available upon request)

Item 1: AC2025-05-01

**BHS Annual Maintenance Agreement**

**Vendor: SICK, Inc.**

**(Cost: \$104,778.40 Funding: 45143.77430)**

**Exempt Public Posting: May 7-28, 2025**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> BHS Annual Maintenance Agreement / SICK, Inc.	<b>Cost:</b> \$104,778.40
<b>Solicitation No:</b> Amendment	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> 45143.77430

### Attached / Supporting Documents

**Exhibit "A"** – Approved JAA Award Nos. AC2022-05-10; AC2025-01-02  
**Exhibit "B"** – Quote from SICK, Inc. and Updated Public Notice Posting

### BACKGROUND:

In May of 2022, the Jacksonville Aviation Authority's (JAA) Awards Committee approved JAA Award No. AC2022-05-10 to SICK, Inc., for a baggage hold system (BHS) Scanner Array System Upgrade and Annual Maintenance Agreement.

Engineering & Facilities is requesting approval to proceed with the upgrade of Jacksonville International Airport (JIA) BHS automatic bag tag readers. The existing system has controllers that SICK, Inc., the original installer, intends to halt production and will no longer support. The upgrade of these controls will enhance JIA's current system and have a longer lifespan. Furthermore, Engineering & Facilities anticipate an additional 10% contingency to cover unforeseen costs during the upgrades.

### RECOMMENDATION:

**Engineering & Facilities recommend JAA Award No. AC2022-05-10 to SICK, Inc., for an BHS Scanner Array System Upgrade and Annual Maintenance Agreement, be further amended to: (i) increase awarded funding by \$95,254.00, for the upgrade of four automatic tag readers; and (ii) include an additional \$9,524.40 for any unforeseen costs, resulting in a new total potential not-to-exceed amount of \$311,492.40. Funds are budgeted within 45143.77430.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	David Jones, VP of Engineering and Facilities
<b>Signature:</b>	<p>I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (<i>directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same</i>).</p>

<b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b>	
<p>Amanda Pomeroy Facilities Administrator</p>	<p>_____</p> <p>Signature and Date</p>
<b>PROCUREMENT REVIEW:</b>	
<p>Monica Frazier Contracts Administrator</p>	<p>_____</p> <p>Signature and Date</p>
<p>LeNedda Esquivel Director of Procurement</p>	<p>_____</p> <p>Signature and Date</p>
<b>SUBMITTED FOR APPROVAL:</b>	
<p>Tony Cugno Chief Executive Officer</p>	<p>_____</p> <p>Signature and Date</p>

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: May 19, 2025

\_\_\_\_\_  
Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

\_\_\_\_\_  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

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## Noticed Agenda Item

(Exhibits available upon request)

Item 2: AC2025-05-02

**On-Call Electrical Services**

**Vendors: Hardwick Electrical Contractors and Mardant Electrical  
Construction Co., Inc.**

**(Cost: \$500,000.00 Funding: Various)**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

**Subject/Awardee:** On-Call Electrical Services / Hardwick  
Electrical Contractors and Mardant Electrical  
Construction Co., Inc. **Cost:** \$500,000.00

**Solicitation No:** ITB No. 25-12-44302

**Budgeted, Transferred, Budgeted  
or Contingency:**

**On-Going Maintenance Cost:** N/A

**Funding Source:** Various

### Attached / Supporting Documents

**Exhibit "A"** – Scope of Work, Bid Tabulation, and SPIS

**Exhibit "B"** – Bid Forms from Hardwick Electrical Contractors and Mardant Electrical Construction Co., Inc.

### BACKGROUND:

The Jacksonville Aviation Authority (JAA) has the obligation and requirement to perform routine and emergency electrical services. On March 12, 2025, Procurement issued Invitation to Bid (ITB) No. 25-12-44302 for electrical services. On April 8, 2025, JAA received two conforming bids and, in accordance with the terms and conditions of the ITB, JAA has elected to award contracts to both bidders: Hardwick Electrical Contractors and Mardant Electrical Construction Co., Inc.

Electrical services under this Agreement will be performed on an as-needed basis.

### RECOMMENDATION:

**Procurement recommends a requirements contract award be made to Hardwick Electrical Contractors and Mardant Electrical Construction Co., Inc., the two responsible, responsive bidders to Invitation to Bid No. 25-12-44302, for on-call electrical services, in a total potential not-to-exceed amount of \$500,000.00 over the five-year term, at JAA's sole discretion, based upon vendor performance and approved budgeted funds. Funding is budgeted within various cost centers.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Various
<b>Signature:</b>	N/A

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

Robert Speight  
Senior Manager Airside Facilities

Signature and Date

**SUBMITTED FOR APPROVAL:**

Samantha Smid  
Procurement Administrator

Signature and Date

LeNedda Esquivel  
Director of Procurement

Signature and Date

**SUBMITTED FOR APPROVAL:**

Devin Reed  
Chief Compliance Officer

Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: May 19, 2025

\_\_\_\_\_  
Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

\_\_\_\_\_  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):

Page 2 of 2

Form Revision Date: 2-2022



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

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## Noticed Agenda Item

(Exhibits available upon request)

Item 3: AC2025-05-03

**New Massey Ferguson Agricultural Tractors**

**Vendor: AGCO Corporation (authorized agent Ring Power Corporation)**

**(Cost: \$162,178.00 Funding: 45133.77430)**

**Piggyback Public Posting: May 8-15, 2025**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> New Massey Ferguson Agricultural Tractors / AGCO Corporation (authorized agent Ring Power Corporation)	<b>Cost:</b> \$162,178.00
<b>Solicitation No:</b> Piggyback	<b>Budgeted, Transferred, Budgeted or Contingency:</b>
<b>On-Going Maintenance Cost:</b>	<b>Funding Source:</b> 45133.77430

### Attached / Supporting Documents

**Exhibit "A"** – Sourcewell Contract No. 082923-AGCO and Ring Power Quote  
**Exhibit "B"** – Public Notice Posting

### BACKGROUND:

On April 29, 2025, one of the Jacksonville Aviation Authority's (JAA) Massey Ferguson agricultural tractors sustained irreparable fire damage due to a failed oil line. The tractor has been deemed out of commission and beyond economical repair and must be replaced to facilitate the continuation of the services needed to support FAR Part 139 requirements at Jacksonville International Airport.

Pursuant to Sections 2.05(A)(12) and/or 3.08 of the Procurement Code, Procurement has reviewed Sourcewell Contract No. 082923-AGCO, Agricultural Tractors, which offers current and favorable pricing. As such, Procurement is of the opinion it is in JAA's best interest to procure the Massey Ferguson 7S.155 Agricultural Tractor by piggybacking this Sourcewell contract, which was competitively awarded to AGCO Corporation (authorized agent Ring Power Corporation).

### RECOMMENDATION:

**Engineering & Facilities recommends JAA utilize Sourcewell Contract No. 082923-AGCO, pursuant to Sections 2.05(A)(12) and/or 3.08 of the Procurement Code, to make a properly noticed award to AGCO Corporation (authorized agent of Ring Power Corporation), for the purchase of one Massey Ferguson 7S.155 Agricultural Tractor, in a total potential not-to-exceed award amount of \$162,178.00.**



## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	David Jones, VP of Engineering and Facilities
<b>Signature:</b>	<p>I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (<i>directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same</i>).</p>

<b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b>	
Robert Speight Sr. Manager of Airside Facilities	_____ Signature and Date
<b>SUBMITTED FOR APPROVAL:</b>	
Meghan Miles Procurement Administrator	_____ Signature and Date
LeNedda Esquivel Director of Procurement	_____ Signature and Date
<b>SUBMITTED FOR APPROVAL:</b>	
Tony Cugno Chief Operating Officer	_____ Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: May 19, 2025

\_\_\_\_\_  
Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

\_\_\_\_\_  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

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## Noticed Agenda Item

(Exhibits available upon request)

Item 4: AC2025-05-04

**Deodorizer and Drain Care Treatment Products**

**Vendor: State Industrial Products Corporation**

**(Cost: \$28,953.41 Funding: 45133.77280 )**

**Piggyback Public Posting: May 7-14, 2025**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Deodorizer and Drain Care Treatment Products / State Industrial Products Corporation	<b>Cost:</b> \$28,953.41
<b>Solicitation No:</b> Piggyback	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> 45133.77280

### Attached / Supporting Documents

**Exhibit "A"** – GSA Contract No. 47QSHA20D0039  
**Exhibit "B"** – Contract Spend Analysis and Public Posting Notices

### BACKGROUND:

In February 2024, the Jacksonville Aviation Authority (JAA) publicly posted an informal award to State Industrial Products Corporation (State) for deodorizer and drain care treatment products for the compactors and associated drain systems at JAA. The informal award did not require Awards Committee approval. Therefore, this request is to obtain approval to increase the spending authority with State to continue use and purchases through contract expiration of November 30, 2025.

Pursuant to Sections 2.05(A)(12) and/or 3.08 of JAA's Procurement Code, Procurement has reviewed General Services Administration (GSA) Contract No. 47QSHA20D0039, which was competitively awarded to State and offers favorable pricing for the services contemplated herein.

### RECOMMENDATION:

**Engineering & Facilities recommends JAA's informal award to State Industrial Products, utilizing GSA Contract No. 47QSHA20D0039 pursuant to Section 2.05 (A)(12) and/or 3.08 of JAA's Procurement Code, for deodorizer and drain care treatment products, be amended to increase the not-to-exceed amount by an additional \$28,953.41, for a new total not-to-exceed amount of \$53,953.40, necessary to sustain services through contract expiration of November 30, 2025.**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	David Jones, VP of Engineering and Facilities
<b>Signature:</b>	<div style="border: 1px solid black; height: 40px; width: 100%;"></div>

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

Robert Speight  
Senior Manager Airside Facilities

Signature and Date

**SUBMITTED FOR APPROVAL:**

Monica M. Frazier  
Contract Administrator

Signature and Date

LeNedda Esquivel  
Director of Procurement

Signature and Date

**SUBMITTED FOR APPROVAL:**

Tony Cugno  
Chief Operating Officer

Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: May 19, 2025

Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

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## Noticed Agenda Item

(Exhibits available upon request)

Item 5: AC2025-05-05

**Meal Vouchers**

**Vendor: Host International, Inc.**

**(Cost: \$55,000.00 Funding: 11105 & Various)**

**Sole Source Public Posting: May 8-28, 2025**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Meal Vouchers / Host International, Inc.	<b>Cost:</b> \$55,000.00
<b>Solicitation No:</b> Amendment	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> 11105 & Various

### Attached / Supporting Documents

**Exhibit "A"** – JAA Award AC2024-04-04

**Exhibit "B"** – Sole Source / Proprietary Form and Updated Public Posting Notices

### BACKGROUND:

In April of 2024, the Awards Committee approved JAA Award No. AC2024-04-04 to Host International, Inc., for the procurement of meal vouchers as an expression of appreciation for Jacksonville International Airport (JIA) Ambassadors and Musician volunteers, for use during their shifts. Utilizing the concession agreement with Host International, as the food and beverage concessionaire for JIA, and pursuant to Section 3.09 of JAA's Procurement Code, the funding is close to depletion and requires additional funding approval.

Marketing anticipates a need of \$10,000.00 per month for the remaining FY25 and an additional \$5,000.00 is requested to cover other department requests, such as the usage of meal vouchers over the 2025 Hurricane Season, when employees may be required to remain on-site.

### RECOMMENDATION:

**Procurement recommends JAA Award No. AC2024-04-04 to Host International, Inc., food and beverage meal voucher purchases, be amended to increase awarded funding by \$55,000.00, resulting in a new total potential not-to-exceed amount of \$127,000.00, to sustain services through contract expiration. Funds are budgeted within various cost centers.**



AC2025-05-05

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Various
<b>Signature:</b>	N/A

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

### ORIGINATED AND SUBMITTED FOR APPROVAL BY:

Tabitha Edwards  
Marketing Specialist

Signed by: Tabitha Edwards  
Signed at: 2025-05-15 08:40:16 -04:00  
Reason: Witnessing Tabitha Edwards



\_\_\_\_\_  
Signature and Date

### PROCUREMENT REVIEW:

LeNedda Esquivel  
Director of Procurement

Signed by: LeNedda Esquivel  
Signed at: 2025-05-15 09:53:34 -04:00  
Reason: Witnessing LeNedda Esquivel



\_\_\_\_\_  
Signature and Date

### SUBMITTED FOR APPROVAL:

Devin Reed  
Chief Compliance Officer

Signed by: Devin Reed  
Signed at: 2025-05-15 13:54:46 +00:00  
Reason: Witnessing Devin Reed



\_\_\_\_\_  
Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_ Ayes; \_\_\_\_ Nays)**

Meeting Date: May 19, 2025

\_\_\_\_\_  
Recording Secretary

### CEO APPROVAL:

Mark VanLoh  
Chief Executive Officer

\_\_\_\_\_  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

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## Noticed Agenda Item

Item 6: AC2025-05-06

**\*AC2025-05-06 has been pulled**





# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

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## Noticed Agenda Item

(Exhibits available upon request)

Item 7: AC2025-05-07

**Herlong Runways 7-25 and 11-29 Precision Approach Path Indicators (PAPIs)  
Replacement**

**Vendor: H.L. Pruitt Corporation  
(Cost: \$274,130.00 Funding: Capital)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Herlong Runways 7-25 and 11-29 Precision Approach Path Indicators (PAPIs) Replacement / H.L. Pruitt Corporation	<b>Cost:</b> \$274,130.00
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**Solicitation No:** ITB No. C-892

**Budgeted, Transferred, or Contingency:** Budgeted

**On-Going Maintenance Cost:** N/A

**Funding Source:** Capital

## Attached / Supporting Documents

**Exhibit "A"** – Bid Tabulation, Solicitation Sheet, DBE Memo

### BACKGROUND:

Runways 7-25 and 11-29 at Herlong Recreational Airport are equipped with Precision Approach Path Indicators (PAPIs) to provide vertical guidance for aircraft landing at the airport. Invitation to Bid No. C-892 was issued on March 20, 2025, for the removal and replacement of lamp housing assemblies, power and control units, interconnecting wiring, and foundations.

On April 22, 2025, five responsive bids were received as follows:

### Herlong Runways 7-25 and 11-29 PAPI Replacement

H.L. Pruitt Corporation	\$ 274,130.00
Trinity Electrical Services, LLC	\$ 276,630.00
Southeast Site Services, LLC	\$ 346,547.50
KOBO Utility Construction Corp.	\$ 367,100.00
Eau Gallie Electrical, Inc.	\$ 417,400.00

The low bid submitted by H.L. Pruitt Corp. is approximately 10% higher than the engineer's estimate of \$249,046.00 and approximately 14% lower than the average of the next two low bidders, indicating that it is a reasonable price and reflects the current market conditions for the work included in this project. There is currently \$55,045.00 remaining in the project budget, so a budget transfer will be required for award of the contract.

### RECOMMENDATION:

**Engineering & Facilities recommends an award be made to H.L. Pruitt Corporation, the lowest of five responsive, responsible bidders in response to Invitation to Bid No. C-892, for the Herlong Runways 7-25 and 11-29 Precision Approach Path Indicators or PAPIs Replacement, in the amount of \$274,130.00.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Ashley Shorter, Sr. Manager Aviation Planning and Development
<b>Signature:</b>	<div style="border: 1px solid black; height: 40px; width: 100%;"></div>

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

Derek Powder  
Sr. Manager, Engineering & Facilities

Signature and Date

**SUBMITTED FOR APPROVAL:**

LeNedda Esquivel  
Director of Procurement

Signature and Date

Devin Reed  
Chief Compliance Officer

Signature and Date

**SUBMITTED FOR APPROVAL:**

Tony Cugno  
Chief Operating Officer

Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_ Ayes; \_\_\_\_ Nays)**

Meeting Date: May 19, 2025

Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

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## Noticed Agenda Item

(Exhibits available upon request)

Item 8: AC2025-05-08

**Concourse B Passenger Boarding Bridges**

**Vendor: OshKosh AeroTech, LLC**

**(Cost: \$6,994,385.00 Funding: Capital)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Concourse B Passenger Boarding Bridges / OshKosh AeroTech, LLC	<b>Cost:</b> \$6,994,385.00
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**Solicitation No:** RFP No. PBB001

**Budgeted, Transferred, Budgeted  
or Contingency:**
**On-Going Maintenance Cost:** N/A

**Funding Source:** Capital

## Attached / Supporting Documents

**Exhibit "A"** – Evaluation Tabulation, Solicitation Sheet, DBE Memo

### BACKGROUND:

The Concourse B Program at the Jacksonville International Airport includes construction of six new aircraft gates with passenger boarding bridges (PBBs) and several ground boarding positions. A Request for Proposals (RFP) for purchase of the PBBs was advertised on March 20, 2025. On April 25, 2025, the Jacksonville Aviation Authority (JAA) received proposals from two companies which were evaluated and ranked as follows:

### Concourse B Passenger Boarding Bridges

OshKosh AeroTech, LLC	93.33 out of 100
TK Airport Solutions, Inc.	51.12 out of 100

The successful proposal submitted by OshKosh Aerotech, LLC was also the lower bid at \$6,994,385.00, compared to \$7,802,638.67 from TK Airport Solutions. There is currently \$10,893,932.93 remaining in the project budget.

### RECOMMENDATION:

**Engineering & Facilities recommends an award be made to OshKosh AeroTech, LLC, the higher ranked of two proposers in response to Request for Proposals No. PBB001, for the Jacksonville International Airport Concourse B Passenger Boarding Bridges, in the amount of \$6,994,385.00.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Ashley Shorter, Sr. Manager Aviation Planning and Development
<b>Signature:</b>	<div style="border: 1px solid black; height: 40px; width: 100%;"></div>

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

  

Derek Powder  
Sr. Manager, Engineering & Construction

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

LeNedda Esquivel  
Director of Procurement

Signature and Date

  

Devin Reed  
Chief Compliance Officer

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

Tony Cugno  
Chief Operating Officer

Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: May 19, 2025

Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

May 19, 2025

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

(Exhibits available upon request)

Item 9: AC2025-05-09

**Herlong Mill and Overlay FBO Ramp**  
**Vendor: J.D. Hinson Company**  
**(Cost: \$287,781.35 Funding: Capital)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Herlong Mill and Overlay FBO Ramp / J.D. Hinson Company	<b>Cost:</b> \$287,781.35
--	---------------------------

<b>Solicitation No:</b> ITB No. C-887	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
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<b>On-Going Maintenance Cost:</b> N/A	<b>Funding Source:</b> Capital
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## Attached / Supporting Documents

**Exhibit "A"** – Bid Tabulation, Solicitation Sheet, DBE Memo

### BACKGROUND:

The Fixed-Base Operator (FBO) Ramp Mill and Overlay Project at Herlong Recreational Airport includes milling and overlay of approximately 4,200 Square Yards of asphalt pavement, pavement marking, and limited drainage structure repair. To solicit this project, Invitation to Bid No. C-887 was issued on March 6, 2025.

On April 8, 2025, two responsive bids were received as follows:

### Herlong FBO Ramp Mill and Overlay

J.D. Hinson Company	\$ 287,781.35
CGC, Inc.	\$ 591,694.00

The low bid submitted by J.D. Hinson Company is approximately 13% lower than the engineer's estimate of \$332,665.00. However, the low bid is approximately 49% lower than the only other bidder. This discrepancy is due almost entirely to one item, asphalt pavement removal. J.D. Hinson Company's cost for this item, which is reasonable, based on historical data, is \$275,856.00 less than CGC, Inc.'s price, for which, there is no historical precedent. Therefore, J.D. Hinson Company's bid appears to be a reasonable price for the work included in this project. There is currently \$400,291.35 remaining in the project budget.

### RECOMMENDATION:

**Engineering & Facilities recommends an award be made to J.D. Hinson Company, the lower of two responsive, responsible bidders in response to Invitation to Bid No. C-887, for the Herlong Mill and Overlay FBO Ramp Project, in the amount of \$287,781.35.**



# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Ashley Shorter, Sr. Manager Aviation Planning and Development
<b>Signature:</b>	<div style="border: 1px solid black; height: 40px; width: 100%;"></div>

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

Derek Powder  
Sr. Manager, Engineering & Facilities

Signature and Date

**SUBMITTED FOR APPROVAL:**

LeNedda Esquivel  
Director of Procurement

Signature and Date

Devin Reed  
Chief Compliance Officer

Signature and Date

**SUBMITTED FOR APPROVAL:**

Tony Cugno  
Chief Operating Officer

Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: May 19, 2025

Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):

Page 2 of 2

Form Revision Date: 11-17-20



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

May 19, 2025

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

(Exhibits available upon request)

Item 10: AC2025-05-10

Herlong Wildlife Fence

Vendor: Sterling Enterprises, LLC

(Cost: \$358,026.45 Funding: Capital)

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

**Subject/Awardee:** Herlong Wildlife Fence / Sterling Enterprises, LLC **Cost:** \$358,026.45

**Solicitation No:** ITB No. C-890 **Budgeted, Transferred, or Contingency:** Budgeted

**On-Going Maintenance Cost:** N/A **Funding Source:** Capital

### Attached / Supporting Documents

**Exhibit "A"** – Bid Tabulation, Solicitation Sheet, DBE Memo

### BACKGROUND:

The installation of a new wildlife fencing at Herlong Recreational Airport is needed and includes construction of approximately 4,700 linear feet of 9-foot tall chain-link fence with barbed wire, associated gates, and fence line clearing. Invitation to Bid No. C-890 was issued on March 13, 2025.

On April 15, 2025, four responsive bids were received as follows:

### Herlong Wildlife Fence

Sterling Enterprises, LLC	\$ 358,026.45
Gomez and Son Fence	\$ 559,743.31
J.D. Hinson Company	\$ 604,273.14
Fence Builders, Inc.	\$ 839,760.00

The low bid submitted by Sterling Enterprises, LLC is approximately 18% lower than the engineer's estimate of \$434,450.00, and significantly lower than the other bidders. This is primarily due to the unit price for the fence itself at \$53.21 per linear foot. However, discussions with the low bidder indicate that they have installed this type of buried-fabric wildlife deterrent fence at several airports and are comfortable with their bid. There is currently \$527,123.00 remaining in the project budget.

### RECOMMENDATION:

**Engineering & Facilities recommends an award be made to Sterling Enterprises, LLC, the lowest of four responsive, responsible bidders in response to Invitation to Bid No. C-890, for the installation of a new wildlife fencing at Herlong Recreational Airport, in the amount of \$358,026.45.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Verification of Funding</b>	
<b>Title:</b>	Ashley Shorter, Sr. Manager Aviation Planning and Development
<b>Signature:</b>	<p>I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (<i>directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same</i>).</p>

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

  

Derek Powder  
Sr. Manager, Engineering & Facilities

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

LeNedda Esquivel  
Director of Procurement

Signature and Date

  

Devin Reed  
Chief Compliance Officer

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

Tony Cugno  
Chief Operating Officer

Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: May 19, 2025

\_\_\_\_\_  
Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

\_\_\_\_\_  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

May 19, 2025

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

(Exhibits available upon request)

Item 11: AC2025-05-11

**JIA LED Edge Light Replacement Project on Runway 8-26 and Runway 14-32**

**Vendor: H.L. Pruitt Corporation**

**(Cost: \$373,970.00 Funding: Capital)**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> JIA LED Edge Light Replacement Project on Runway 8-26 and Runway 14-32 / H.L. Pruitt Corporation	<b>Cost:</b> \$373,970.00
--	---------------------------

**Solicitation No:** ITB No. C-889

**Budgeted, Transferred, or Contingency:** Budgeted

**On-Going Maintenance Cost:** N/A

**Funding Source:** Capital

## Attached / Supporting Documents

**Exhibit "A"** – Bid Tabulation, Solicitation Sheet, DBE Memo

### BACKGROUND:

The Runway 8-26 and Runway 14-32 LED Edge Light Replacement Project at Jacksonville International Airport includes replacing the existing incandescent runway edge and threshold / end lights and transformers for LED runway edge and threshold / end lights on Runway 8-26 and Runway 14-32 at Jacksonville International Airport. To solicit this project, Invitation to Bid No. C-889 was issued on March 13, 2025.

On April 15, 2025, five responsive bids (Schedule A and Schedule B) were received as follows:

### JIA Runway 8-26 and Runway 14-32 LED Edge Light Replacement

H.L. Pruitt Corporation	\$ 373,970.00
Southeast Site Services, LLC	\$ 414,620.00
Eau Gallie Electrical, Inc.	\$ 446,560.00
Trinity Electrical Services, LLC	\$ 451,810.00
KOBO Utility Construction Corp.	\$ 629,070.00

The low bid submitted by H.L. Pruitt Corporation is slightly higher than the engineer's estimate of \$369,700.00 and approximately 10% below the second low bidder. A review of the unit prices indicates that they are reasonable for the work included in this project. There is currently \$1,215,264.02 remaining in the project budget.

### RECOMMENDATION:

**Engineering & Facilities recommends an award be made to H.L. Pruitt Corporation, the lowest of five responsive, responsible bidders in response to Invitation to Bid No. C-889, for the Jacksonville International Airport LED Edge Light Replacement Project on Runway 8-26 and Runway 14-32, in the amount of \$373,970.00.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Verification of Funding</b>	
<b>Title:</b>	Ashley Shorter, Sr. Manager Aviation Planning and Development
<b>Signature:</b>	<p>I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (<i>directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same</i>).</p>

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

  

Derek Powder  
Sr. Manager, Engineering & Facilities

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

LeNedda Esquivel  
Director of Procurement

Signature and Date

  

Devin Reed  
Chief Compliance Officer

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

Tony Cugno  
Chief Operating Officer

Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_ Ayes; \_\_\_\_ Nays)**

Meeting Date: May 19, 2025

\_\_\_\_\_  
Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

\_\_\_\_\_  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

May 19, 2025

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

(Exhibits available upon request)

Item 12: AC2025-05-12

**JaxEx Airfield Lighting and Signage Rehabilitation**  
**Vendor: Trinity Electrical Services, Inc.**  
**(Cost: \$734,801.25 Funding: Capital)**



# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> JaxEx Airfield Lighting and Signage Rehabilitation / Trinity Electrical Services, Inc.	<b>Cost:</b> \$734,801.25
--	---------------------------

**Solicitation No:** ITB No. C-888

**Budgeted, Transferred, Budgeted  
or Contingency:**
**On-Going Maintenance Cost:** N/A

**Funding Source:** Capital

## Attached / Supporting Documents

**Exhibit "A"** – Bid Tabulation, Solicitation Sheet, DBE Memo

### BACKGROUND:

The Airfield Lighting and Signs Project at the Jacksonville Executive at Craig Airport (JAXEX) includes removing and replacing the existing edge lights and illuminated airfield signs for the runways and taxiways, and associated modifications to the lighting vault. To solicit this project, Invitation to Bid No. C-888 was issued on February 21, 2025. The bid was separated into a Base Bid (airfield signs), which is the Basis of Contract Award, and four Alternates including Alt. 1 – Runway 14-32 lights; Alt.2 – Runway 5-23 lighting; Alt. 3 – Taxiway lighting; and Alt. 4 – replacing certain lighting vault equipment.

On March 18, 2025, three responsive bids (Base Bids) were received as follows:

### JaxEx Airfield Lighting and Signs:

Trinity Electrical Services, Inc.	\$ 557,525.00
KOBO Utility Construction Corp.	\$ 681,156.25
Southeast Site Services, LLC	\$ 695,025.00

The low bid submitted by Trinity Electrical Services, Inc. is approximately 38% lower than the engineer's estimate of \$895,500.00. However, comparisons with the other bidders indicate that it is a reasonable price and reflects the current market conditions for the work included in this project. There is currently \$872,493.00 remaining in the project budget. Based on the available budget, the Base Bid and Alternate 1 (\$177,276.25) will be awarded for a total contract value of \$734,801.25.

### RECOMMENDATION:

**Engineering & Facilities recommends an award be made to Trinity Electrical Services, Inc., the lowest of three responsive, responsible bidders in response to Invitation to Bid No. C-888, for the Jacksonville Executive at Craig Airport Airfield Lighting and Signage Rehabilitation Project, in the amount of \$734,801.25.**

# SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Verification of Funding</b>	
<b>Title:</b>	Ashley Shorter, Sr. Manager Aviation Planning and Development
<b>Signature:</b>	<p>I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (<i>directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same</i>).</p>

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

  

Derek Powder  
Sr. Manager, Engineering & Facilities

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

  

LeNedda Esquivel  
Director of Procurement

Signature and Date

  

Devin Reed  
Chief Compliance Officer

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

  

Tony Cugno  
Chief Operating Officer

Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_ Ayes; \_\_\_\_ Nays)**

Meeting Date: May 19, 2025

Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

May 19, 2025

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## Noticed Agenda Item

(Exhibits available upon request)

Item 13: AC2025-05-13

**Radio Refresh**

**Vendor: Motorola Solutions, Inc.**

**(Cost: \$114,791.92 Funding: 24001)**

**Piggyback Public Posting: May 12-20, 2025**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<b>Subject/Awardee:</b> Radio Refresh / Motorola Solutions, Inc.	<b>Cost:</b> \$114,791.92
<b>Solicitation No:</b> Piggyback	<b>Budgeted, Transferred, or Contingency:</b> Budgeted
<b>On-Going Maintenance Cost:</b>	<b>Funding Source:</b> O&M

### Attached / Supporting Documents

**Exhibit "A"** – Motorola Solutions Quote and NASPO 43190000-22-NASPO-ACS Contract Terms

**Exhibit "B"** – Public Notice Posting

### BACKGROUND:

The Jacksonville Aviation Authority's (JAA) Police and Operations departments utilize the City of Jacksonville's (COJ) First Coast Radio System (FCRS) for radio communications services, as well as COJ's radio shop for support, maintenance, and repair of all JAA's radio assets. Utilizing FCRS allows JAA to have county-wide communication abilities, as well as interoperability with the Jacksonville Sheriff's Office (JSO) for coordinated emergency response.

JAA currently has 100 Motorola radios in operation. As with all technology, these radios reach an age when they are no longer supportable, as parts and software are no longer available from the manufacturer. Therefore, JAA replaces a portion of the radio fleet every year to ensure these assets are under vendor support and COJ's radio shop can support them.

Pursuant to Sections 2.05(A)(12) and/or 3.08 of the Procurement Code, Procurement has reviewed NASPO 43190000-22-NASPO-ACS, Public Safety Communications Products, Services, and Solutions, which offers current and favorable pricing. As such, Procurement is of the opinion it is in JAA's best interest to continue utilizing the NASPO Contract, which was competitively awarded to Motorola Solutions, Inc.

### RECOMMENDATION:

**Information Technology recommends JAA utilize NASPO 43190000-22-NASPO-ACS, pursuant to Sections 2.05(A)(12) and/or 3.08 of the Procurement Code, to make a properly noticed award to Motorola Solutions, Inc., for the purchase of Motorola radios, in a total potential not-to-exceed award amount of \$114,791.92.**



AC2025-05-14

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Steven Schultz, VP of Information Technology
<b>Signature:</b>	<div style="display: flex; align-items: center;"> <div style="text-align: center; margin-right: 10px;"> <small>Signed by: steven.schultz@flyjacksonville.com Signed at: 2025-05-14 20:21:51 +00:00 Reason: Witnessing steven.schultz@flyjac</small>  </div> <div style="text-align: center;"> </div> </div>

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

Steven Schultz  
Vice President of Information Technology

Signed by: steven.schultz@flyjacksonville.com  
Signed at: 2025-05-14 20:22:09 +00:00  
Reason: Witnessing steven.schultz@flyjac

---

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

Samantha Smid  
Procurement Administrator

Signed by: Samantha Smid  
Signed at: 2025-05-14 16:27:13 -04:00  
Reason: Witnessing Samantha Smid

---

Signature and Date

  

LeNedda Esquivel  
Director of Procurement

Signed by: LeNedda Esquivel  
Signed at: 2025-05-15 09:13:10 -04:00  
Reason: Witnessing LeNedda Esquivel

---

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

Ross Jones  
Chief Financial Advisor

Signed by: Ross Jones  
Signed at: 2025-05-15 13:23:39 +00:00  
Reason: Witnessing Ross Jones

---

Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_ Ayes; \_\_\_\_ Nays)**

Meeting Date: May 19, 2025

\_\_\_\_\_  
Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

\_\_\_\_\_  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

May 19, 2025

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## Noticed Agenda Item

(Exhibits available upon request)

Item 14: AC2025-05-14

**Safety Management Systems Training**  
**Vendor: Safety & Security Instruction, Inc.**  
**(Cost: \$42,360.00 Funding: Capital)**  
**Sole Source Public Posting: May 13-28, 2025**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

**Subject/Awardee:** Safety Management Systems Training / Safety & Security Instruction, Inc. **Cost:** \$42,360.00

**Solicitation No:** Sole Source **Budgeted, Transferred, or Contingency:** Budgeted

**On-Going Maintenance Cost:** **Funding Source:** Capital

### Attached / Supporting Documents

**Exhibit "A"** – SSI Quote

**Exhibit "B"** – Sole Source Form and Public Notice Posting

### BACKGROUND:

In accordance with 14 CFR Part 139.403, the Jacksonville International Airport is designated by the Federal Aviation Administration (FAA) as a medium-hub airport and, therefore, is required to develop, implement, and maintain an Airport Safety Management System (SMS). Pursuant to AC 150/5200-37A, the component of "Safety Promotion" includes a requirement for training all individuals with a role in the SMS program. Computer-based training from Safety & Security Instruction, Inc. (SSI) is the means of compliance identified in the FAA-approved SMS Implementation Plan and SMS Manual.

The timeline for implementation requires that the "advanced" training for a subset of badge holders be in place no later than January 1, 2026, with a subsequent "general" training be in place later in 2026. To meet the January 1, 2026, deadline, development of content for the "advanced" training must begin immediately.

JAA currently utilizes Safety & Security Instruction, Inc. (SSI) to host JAA's badge holder training content and provide the platform to deliver training, record training results, and subsequently interface the training results to JAA's credentialing system. As this content must be developed specifically to work with SSI's proprietary platform, this is a sole source purchase.

The quotation for both training courses is \$35,300.00, but Information Technology recommends including a contingency of 20% or \$7,060.00, since this is custom-developed content for JAA that may have unexpected but necessary revisions.

### RECOMMENDATION:

**Information Technology recommends JAA make a properly noticed award, pursuant to Section 3.09 of the Procurement Code, to Safety & Security Instruction, Inc., for the development and deployment of FAA required safety management training, which will be incorporated into JAA's credentialing process, for a total potential not-to-exceed award amount of \$42,360.00.**



AC2025-05-14

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Ashley Shorter, Sr. Manager Aviation Planning and Development
<b>Signature:</b>	<div style="font-size: small;">           Signed by: Ashley Shorter            Signed at: 2025-05-14 21:16:40 +00:00            Reason: Witnessing Ashley Shorter         </div> <div style="display: flex; align-items: center; margin-top: 5px;"> </div>

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

**ORIGINATED AND SUBMITTED FOR APPROVAL BY:**

Steven Schultz  
Vice President of Information Technology

Signed by: steven.schultz@flyjacksonville.  
 Signed at: 2025-05-15 10:23:20 +00:00  
 Reason: Witnessing steven.schultz@flyjac

---

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

Samantha Smid  
Procurement Administrator

Signed by: Samantha Smid  
 Signed at: 2025-05-15 09:21:27 +04:00  
 Reason: Witnessing Samantha Smid

---

Signature and Date

  

LeNedda Esquivel  
Director of Procurement

Signed by: LeNedda Esquivel  
 Signed at: 2025-05-15 09:50:13 +04:00  
 Reason: Witnessing LeNedda Esquivel

---

Signature and Date

  

**SUBMITTED FOR APPROVAL:**

Ross Jones  
Chief Financial Advisor

Signed by: Ross Jones  
 Signed at: 2025-05-15 14:33:06 +00:00  
 Reason: Witnessing Ross Jones

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Signature

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_\_ Ayes; \_\_\_\_\_ Nays)**

Meeting Date: May 19, 2025

\_\_\_\_\_  
Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

\_\_\_\_\_  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes):





# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

May 19, 2025

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

(Exhibits available upon request)

Item 15: AC2025-05-15

**GL Wand Software and Support  
Vendor: Insight Public Sector, Inc.  
(Cost: \$36,306.82 Funding: 24001)  
Sole Source Public Posting: May 13-28, 2025**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

**Subject/Awardee:** GL Wand Software and Support /  
Insight Public Sector, Inc. **Cost:** \$36,306.82

**Solicitation No:** Sole Source **Budgeted, Transferred, Budgeted  
or Contingency:**

**On-Going Maintenance Cost:** N/A **Funding Source:** 24001

### Attached / Supporting Documents

**Exhibit "A"** – Insight Software Quote

**Exhibit "B"** – Sole Source Form and Public Notice Posting

### BACKGROUND:

The Jacksonville Aviation Authority (JAA) currently uses GL Wand software for financial reporting purposes and data extraction for analyses from Oracle EBS. It is important that this software remain under vendor support to prevent disruption of JAA's ability to provide required financial reports.

While there are other products in the market that perform similar functions, changing to a different product would be disruptive to the work effort of the Finance Department, and all of the Oracle queries and associated reports would have to be completely rebuilt from scratch as part of the conversion process, as well as additional training of staff, which requirements are not cost effective. As such, this is a sole source purchase via Insight Public Sector, Inc.

### RECOMMENDATION:

**Information Technology recommends JAA make a properly noticed award, pursuant to Section 3.09 of the Procurement Code, to Insight Public Sector, Inc., for GL Wand software and support, in a total potential not-to-exceed amount of \$36,306.82.**



AC2025-05-16

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding	
<b>Title:</b>	Steven Schultz, VP of Information Technology
<b>Signature:</b>	<div style="display: flex; align-items: center;"> <div style="text-align: center; margin-right: 10px;"> <small>Signed by: steven.schultz@flyjacksonville. Signed at: 2025-05-14 20:28:28 +00:00 Reason: Witnessing steven.schultz@flyjac</small>  </div> <div style="text-align: center;"> </div> </div>

I have verified that there are budgeted funds in the above-referenced funding source that are sufficient to cover the amount of this award submission (*directors or their designees may verify funding; however, verification of an award submission that is unbudgeted or that requires transferred or contingency funding must also attach approved documentation evidencing the same*).

<b>ORIGINATED AND SUBMITTED FOR APPROVAL BY:</b>	
Steven Schultz Vice President of Information Technology	<div style="text-align: right;"> <small>Signed by: steven.schultz@flyjacksonville. Signed at: 2025-05-14 20:28:44 +00:00 Reason: Witnessing steven.schultz@flyjac</small>  </div> <hr style="border: 0; border-top: 1px solid black; margin-top: 10px;"/> Signature and Date
<b>SUBMITTED FOR APPROVAL:</b>	
Samantha Smid Procurement Administrator	<div style="text-align: right;"> <small>Signed by: Samantha Smid Signed at: 2025-05-15 09:22:06 -04:00 Reason: Witnessing Samantha Smid</small>  </div> <hr style="border: 0; border-top: 1px solid black; margin-top: 10px;"/> Signature and Date
LeNedda Esquivel Director of Procurement	<div style="text-align: right;"> <small>Signed by: LeNedda Esquivel Signed at: 2025-05-15 09:50:49 -04:00 Reason: Witnessing LeNedda Esquivel</small>  </div> <hr style="border: 0; border-top: 1px solid black; margin-top: 10px;"/> Signature and Date
<b>SUBMITTED FOR APPROVAL:</b>	
Ross Jones Chief Financial Advisor	<div style="text-align: right;"> <small>Signed by: Ross Jones Signed at: 2025-05-15 14:34:09 +00:00 Reason: Witnessing Ross Jones</small>  </div> <hr style="border: 0; border-top: 1px solid black; margin-top: 10px;"/> Signature and Date

**AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: \_\_\_\_ Ayes; \_\_\_\_ Nays)**

Meeting Date: May 19, 2025

\_\_\_\_\_  
Recording Secretary

**CEO APPROVAL:**

Mark VanLoh  
Chief Executive Officer

\_\_\_\_\_  
Signature and Date

**CONDITIONS OF APPROVAL, IF ANY** (*if over \$1,000,000.00, Board approval or ratification must be made pursuant to Sec 332.0075(3)(b), Florida Statutes*):



# JACKSONVILLE AVIATION AUTHORITY AWARDS COMMITTEE MEETING AGENDA

May 19, 2025

In accordance with JAA Standard Practice No. 216, the above-referenced meeting was properly noticed to the public pursuant to Florida's Public Meeting and Sunshine Laws and is being held at approximately 11:00 a.m. at the JAA Administration Building, 14201 Pecan Park Road, Jacksonville, Florida 32218. The following represents an agenda of the items requiring action, recommendations and/or votes of JAA's Awards Committee and, pursuant to § 286.011(2), Florida Statutes, minutes of this meeting will be made available upon request. ***The vendors referenced in the award submissions below have been verified against the Excluded Parties List System maintained by the General Services Administration at <https://www.sam.gov/portal/public/SAM/>.***

## Noticed Agenda Item

(Exhibits available upon request)

Item 16: AC2025-05-16

**Cybersecurity Remediation for Baggage Handling System**

**Vendor: Brock Solutions US Systems, LLC**

**(Cost: \$45,166.25 Funding: Capital)**

**Sole Source Public Posting: May 12-27, 2025**

## SUBMISSION FOR AWARDS COMMITTEE APPROVAL

**Subject/Awardee:** Cybersecurity Remediation for Baggage Handling System / Brock Solutions US Systems, LLC **Cost:** \$45,166.25

**Solicitation No:** Sole Source/Proprietary

**Budgeted, Transferred, or Contingency:** Budgeted

**On-Going Maintenance Cost:**

**Funding Source:** Capital

### Attached / Supporting Documents

**Exhibit "A"** – Brock Quotation

**Exhibit "B"** – Sole Source Form and Public Posting

### BACKGROUND:

**NOTE: This document and its associated Exhibits contain cybersecurity sensitive information and is exempt from public records disclosure under Florida HB 7057.**

Public access to solicitation documents, bids, proposals, and other information related to JAA's procurement process is governed by the Public Records Law, F.S. Ch. 119, and related statutes including but not limited to sections like 119.01(2)(a), 119.071(3), 119.0713(5)(a), 119.0715(2), 119.0725, 281.301, 282.318 and/or 282.3185, a review of which indicates the documents that would otherwise be posted here, in whole or in part, are exempt from public disclosure.

# EXEMPT

## From Public Disclosure

For more information, please contact the Jacksonville Aviation Authority's Records Custodian – email: [public.records@flyjacksonville.com](mailto:public.records@flyjacksonville.com)