J A C K S O N V I L L E   A V I A T I O N   A U T H O R I T Y

AWARDS COMMITTEE MEETING AGENDA

July 27, 2026

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: AC2026-07-01

Federal Government Relations Consultant
Vendor: Van Scoyoc Associates, Inc.
(Cost: $630,000.00 Funding: 25001.77230)

JAA Jacksonville Aviation Authority

AC2026-07-01

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Federal Government Relations Consultant / Van Scoyoc Associates, Inc.

Cost: $630,000.00

Solicitation No: RFP No. 26-21-25001

Budgeted, Transferred, or Contingency: Budgeted

On-Going Maintenance Cost: N/A

Funding Source: 25001.77230

Attached / Supporting Documents

Exhibit "A" – Evaluation Matrix, SPIS Form
Exhibit "B" – Van Scoyoc Associates Scope of Services and Proposal Form

BACKGROUND:

The Jacksonville Aviation Authority's (JAA) current Federal Government Relations Consultant contract expires August 2, 2026. JAA continues to have a need for representation at the federal government level to stay apprised of regulatory initiatives pertaining to aviation, as well as federal grant opportunities. On May 1, 2026, Procurement released Request for Proposals (RFP) No. 26-21-25001 for Federal Government Relations Consultant. On June 16, 2026, JAA received 17 conforming proposals which were evaluated and ranked as follows:

Van Scoyoc Associates, Inc.	88.08
Holland & Knight	82.21
Crossroads Strategies	81.70
Becker & Poliakoff	80.83
O'Keeffe (OS) Strategies	76.00
Thompson Burton PLLC	73.81
Shumaker Advisors	69.50
Adam & Reese	64.75
Porter Group	61.25
Klein/Johnson Group	54.33
The Reserve Component	53.00
Cassidy & Associates	52.42
Continental Strategy	49.64
Alcalde & Fay	49.57
Corcoran Partners	34.75
Lippes Mathias	33.68
Monument Advocacy	31.59

External / Government Affairs requests an additional $30,000.00, over the historic / estimated spend, for JAA-approved reimbursable expenses, such as travel.

RECOMMENDATION:
External / Government Affairs recommends an award be made to Van Scoyoc Associates, Inc., the highest ranked of 17 respondents in response to RFP No. 26-21-25001, for Federal Government Relations Consultant, in the estimated amount of $600,000.00, plus an additional $30,000.00 for reimbursable expenses, resulting in a five-year total potential not-to-exceed amount of $630,000.00.

Year No. 1 August 1, 2026 – July 31, 2027	Year No. 2 August 1, 2027 – July 31, 2028	Year No. 3 August 1, 2028 – July 31, 2029	Year No. 4 August 1, 2029 – July 31, 2030	Year No. 5 August 1, 2030 – July 31, 2031
$120,000.00	$120,000.00	$120,000.00	$120,000.00	$120,000.00

JAA
Jacksonville Aviation Authority

AC2026-07-01

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding		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).*
Title:	Michael Stewart, VP External Affairs	
Signature:		

ORIGINATED AND SUBMITTED FOR APPROVAL BY:

Jason Knox
VP of Governmental Affairs
____
Signature and Date

SUBMITTED FOR APPROVAL:

Samantha Smid
Procurement Administrator
____
Signature and Date

Kathleen Fisher
Director of Procurement
____
Signature and Date

SUBMITTED FOR APPROVAL:

Jason Knox
VP of Governmental Affairs
____
Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: ____ Ayes; _____ Nays)

Meeting Date: July 27, 2026
____
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):*

Form Revision Date: 2-2022

J A C K S O N V I L L E   A V I A T I O N   A U T H O R I T Y

AWARDS COMMITTEE MEETING AGENDA

July 27, 2026

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 2: AC2026-07-02

Irrigation Maintenance and Repair Services
Vendor: C & L Landscape, Inc.
(Cost: $417,600.00 Funding: 45133.77240)

AC2026-07-02

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee: Irrigation Maintenance & Repair Services / C & L Landscape, Inc.		**Cost:**	$417,600.00
Solicitation No: ITB No. 26-23-45133		**Budgeted, Transferred, or Contingency:**	Budgeted
On-Going Maintenance Cost: N/A		**Funding Source:**	45133.77240

Attached / Supporting Documents

Exhibit "A" – C & L Landscape, Inc Bid Form
Exhibit "B" – Bid Opening Matrix and SPIS

BACKGROUND:

The Jacksonville Aviation Authority (JAA) has a continuing need for irrigation maintenance and repair services, which are a vital part of maintaining the field and grounds appearance and enhance the customer experience when arriving and departing Jacksonville International Airport (JIA).

On May 28, 2026, JAA issued Invitation to Bid (ITB) No. 26-23-45133 for Irrigation Maintenance & Repair Services, in response to which JAA received only one conforming bid, from the incumbent vendor, C&L Landscape, Inc. Facilities has no performance concerns with the incumbent vendor and, after reviewing its bid, it determined C & L Landscape's pricing is responsible and responsive to the ITB documents. Procurement is of the opinion that further solicitation is not necessary.

RECOMMENDATION:

Facilities recommends an award be made to C & L Landscape, Inc., the sole responsible and responsive bidder in response to ITB No. 26-23-45133, for Irrigation Maintenance and Repair Services, for an initial three-year term, in a not-to-exceed amount of $249,600.00, with renewal options of up to two years at JAA's sole discretion totaling $168,000.00, for a five-year potential total not-to-exceed amount of $417,600.00.

Form Revision Date: 2-2022

AC2026-07-02

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding		
Title:	Rob Speight, Facilities Director	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).*
Signature:		

ORIGINATED AND SUBMITTED FOR APPROVAL BY:

Rob Speight
Facilities Director — Signature and Date

SUBMITTED FOR APPROVAL:

Willie Watts
Procurement Administrator — Signature and Date

Kathleen Fisher
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: July 27, 2026 — 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
July 27, 2026

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 3: AC2026-07-03

Oracle eBiz Maintenance and Support Services
Vendor: AppsTek Corp.
(Cost: $795,000.00 Funding: 24001.77280)

AC2026-07-03

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee:	Oracle eBiz Maintenance and Support Services / AppsTek Corp	**Cost:**	$795,000.00
Solicitation No:	ITN No. 26-04-24001	**Budgeted, Transferred, or Contingency:**	Budgeted
On-Going Maintenance Cost:	N/A	**Funding Source:**	24001.77280

Attached / Supporting Documents

Exhibit "A" – AppsTek Proposal Form
Exhibit "B" – AppsTek Contract and Services Level Agreement

BACKGROUND:

The Jacksonville Aviation Authority (JAA)~~JAA~~ utilizes Oracle software for general ledger, accounts payable, Enterprise Asset Management, inventory, and other ERP Enterprise Resource Planning or ERP/EAM applications. Oracle software is not within JAA's software standards for database and server management, and requires specialized skill sets for its continued operation. As such, JAA issued Invitation to Negotiate (ITN) No. 26-04-24001 for Oracle eBiz Maintenance and Support Services, in response to which eight proposals were received and evaluated. The Evaluation Team recommended the four highest scoring proposals move to Interviews. Interview evaluation is shown below:

Rank Order	Respondents	Scores
1	INNOAPPS - INNOVATIVE APPLICATIONS INC.	76.80
2	APPSTEK CORP.	70.23
3	ACCENTURE LLP	60.61
4	RACKSPACE GOVERNMENT SOLUTIONS	59.36

The Evaluation Team recommended the top two scoring Respondents move to Negotiations. The Negotiation Team met with both Appstek Corp, and Inoapps - Innovative Applications Corp to negotiate a Service Level Agreement and contract terms and conditions, and recommends award to AppsTek Corp. The estimated fixed price for the five-year term is $595,000.00 and Information Technology requests an additional $200,000.00 over the five-year term to account for database upgrades and deploying unused functionality existing in Oracle.

RECOMMENDATION:

Information Technology recommends an award be made to AppsTek Corp, the most responsive, responsible Respondent to ITN No. 26-04-24001, for Oracle eBiz Maintenance and Support Services, for an initial term of three (3) years with up to two additional years at JAA's sole discretion in a total potential not-to-exceed amount of $795,000.00.

Form Revision Date: 2-2022

AC2026-07-03

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

<table>
<tr><th colspan="2">Verification of Funding</th><td rowspan="3">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).</td></tr>
<tr><td>Title:</td><td>Steven Schultz, Vice President of Information Technology</td></tr>
<tr><td>Signature:</td><td></td></tr>
</table>

ORIGINATED AND SUBMITTED FOR APPROVAL BY:

Steven Schultz
Vice President of Information Technology ______________________ Signature and Date

SUBMITTED FOR APPROVAL:

Meghan Miles
Procurement Administrator ______________________ Signature and Date

Kathleen Fisher
Director of Procurement ______________________ Signature and Date

SUBMITTED FOR APPROVAL:

Ross Jones
Chief Financial Officer ______________________ Signature and Date

AWARDS COMMITTEE APPROVAL / DENIAL: (Vote: ____ Ayes; _____ Nays)

Meeting Date: July 27, 2026 ______________________ 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
July 27, 2026

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 4: AC2026-07-04

Hourly Garage Demolition at JIA
Vendor: J.D. Hinson Company
(Cost: $957,600.00 Funding: Capital)

AC2026-07-04

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Subject/Awardee:	Hourly Garage Demolition at JIA / J.D. Hinson Company	**Cost:**	$957,600.00
Solicitation No:	C-899	**Budgeted, Transferred, or Contingency:**	Budgeted
On-Going Maintenance Cost:	N/A	**Funding Source:**	Capital

Attached / Supporting Documents

Exhibit "A" – Bid Tabulation, Solicitation Sheet, SBE Memo

BACKGROUND:

The overall scope of this project involves the selective demolition of the fire-damaged sections of Levels 2, 3, and 4 of the existing Hourly Parking Garage at Jacksonville International Airport. The work primarily consists of demolition of damaged concrete beams, columns and parking deck. Other contract requirements include cleaning / washing of undamaged concrete surfaces, and cleaning or removal of pavement markings, signs and other appurtenances.

One responsive bid was received on July 7, 2026, and Procurement is of the opinion that no further solicitation is required:

J.D. Hinson Company	$957,600.00

The responsive bid submitted by J.D. Hinson Company is approximately 20% lower than the Engineer's Estimate of $1,201,000.00. However, a review of the bidder's unit prices indicates that they are sufficient for meeting the contract requirements. It should be noted that J.D. Hinson Company was awarded the related Emergency Curbside Lane Modification and will be performing that work concurrently with the garage demolition. There is approximately $37.6M remaining in the Hourly Garage reconstruction budget.

RECOMMENDATION:

Engineering & Facilities recommends an award be made to J.D. Hinson Company, the sole responsive and responsible bidder for ITB No. C-899, in the amount of $957,600.00, for selective demolition of the fire-damaged sections of Levels 2, 3, and 4 of the existing Hourly Parking Garage at Jacksonville International Airport.

AC2026-07-04

SUBMISSION FOR AWARDS COMMITTEE APPROVAL

Verification of Funding		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).*
Title:	Derek Powder, Sr. Manager, Engineering and Construction	
Signature:		

ORIGINATED AND SUBMITTED FOR APPROVAL BY:

Derek Powder
Sr. Manager, Engineering & Construction — ____________________ Signature and Date

SUBMITTED FOR APPROVAL:

Kathleen Fisher
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: July 27, 2026 — ____________________ 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):*