

Staff Evaluation Committee Review of RFP #25-0018RG Professional On-Call Airport Business Consulting Services

UNISON CONSULTING, INC.

Project Manager (PM): Brian Drake (works out of Laguna Hills, CA office)

PM Education: MBA, Concentration in finance & strategic management, Purdue University; BA in Finance, Howard University

PM Years of Experience: 19 years total, 17 with this firm.

PM Local Experience: PM does not appear to have experience with FL airports

PM Project Experience:

- Currently serves as PM for New Orleans and Milwaukee Airports – two airports similar in size to RSW that Unison listed for work experience
- Services completed for Louis Armstrong New Orleans International Airport (MSY)
 - Performance period: has served as prime contractor since 2012
 - Brian Drake started serving as the PM for New Orleans in 2024
 - Brian Drake served as project manager on the Series 2024 feasibility study in 2024
 - Other recent projects completed by Unison for MSY: airline rates and charges analyses, preparation of analyses for annual budgeted rates, mid-year rate adjustments and year-end rate settlements, PFC program analyses and preparation of supporting documents for PFC amendment applications, CIP funding plan analyses, negotiated a new rental car concession agreement and facility lease, analysis of recent trends in CFC revenues
- Services completed for Milwaukee Mitchell International Airport (MKE):
 - Performance period: has served as prime contractor since 1997
 - Brian Drake started serving as the PM for Milwaukee in 2023
 - Brian Drake's work on rates and charges for MKE specifically pointed out
 - Other recent projects completed by Unison for MKE: currently working to negotiate a new airline use and lease agreement; Unison creates the annual rates and charges which includes calculating the budget, mid-year adjustments and settlement. Unison is working to prepare a PFC amendment; capital program evaluation
- St. Louis Lambert International Airport (STL) and Gerald R. Ford International Airport also listed as airports with recent projects completed. Unclear on the PM's involvement with these projects.

Firm's Experience & Support Staff:

Offices: Headquartered in Chicago, IL; additional offices in Orange County, CA and St. Louis MO

Founded in 1989; completed over 500 airport business consulting projects at 100 airports

Employees: 75 employees

Other staff proposed to be assigned to our account:

- Officer-in-charge – Donald Arthur, Senior Vice Finance
 - Education: MBA, University of California; B.S. in Business Administration, Accounting, California State University
 - Years of Experience: 34; 29 years with Unison
 - Years working in Florida: N/A
- Support staff – John Gillen, Director
 - Education: MBA, New York University, B.S. in Business Administration, Finance & Accounting, Fairfield University
 - Years of Experience: 15; 2 years with Unison
 - Years working in Florida: N/A

- Support staff – Dr. Sharon Sarmiento, PhD
 - Education: Postdoctoral Fellow, U of CA Institute of Trans; PhD in Economics from University of CA Irvine; Masters in Mathematical Behavior Science, University of CA Irvine; Masters in International & Development Economics, Yale; BS in Business Economics, University of the Philippines
 - Years of Experience: 37; 28 years with Unison
 - Years working in Florida: 16

Overall Proposal: Staff felt that this was the #3 best written proposal. UNISON CONSULTING

Proposal strengths include: qualified and impressive resumes for listed members. The firm has extensive experience over its history.

Proposal weaknesses include: the proposal was rather generic with few specific references to RSW. There was no mention of potential upcoming work and how Unison is uniquely equipped to assist LCPA with those specific projects. Limited experience with Florida airports.

References: (2) PM references received, (1) Firm references received; all were favorable.

RICONDO & ASSOCIATES, INC.

Project Manager (PM): Alex Dunaway (works out of Atlanta, GA office)

PM Education: BS – Supply Chain and Operations, Georgia Institute of Technology

PM Years of Experience: 3 years total, 3 with this firm.

PM Local Experience: PM has served on RSW account for 3 years

PM Project Experience:

- Primary clients include Charleston, Ontario Cal, and San Antonio – similar sized airports to RSW
- Services completed for Charleston International Airport (CHS)
 - Performance period: served as prime contractor from October 2017 – September 2024
 - Projects completed by Ricondo for CHS: airline rates and charges analyses, preparation of financial feasibility reports for future debt issuances, passenger traffic forecasts, PFC application and projections, and other financial feasibility consulting services.
- Services completed for Ontario International Airport (ONT):
 - Performance period: has served as prime contractor since January 2022
 - Projects completed by Ricondo for ONT: airport rates and fees analysis, cost center allocation, assistance in airline negotiations, and other financial feasibility consulting services.
- Services completed for Ontario International Airport (ONT):
 - Performance period: has served as prime contractor since January 2022
 - Projects completed by Ricondo for ONT: airport rates and fees analysis, cost center allocation, assistance in airline negotiations, and other financial feasibility consulting services.
- Aspen/Pitkin County Airport, Palm Springs International Airport, and Springfield-Branson National Airport were listed as airports with recent projects completed by the officer-in-charge, Bryan Elliott. San Antonio International Airport, Tampa International Airport, and Key West International Airport were listed as airports with projects completed by the strategic advisor, Bonnie Ossege. All are long-time clients.

Firm's Experience & Support Staff:

Offices: Headquartered in Chicago, IL; additional offices in Orlando, Miami, Atlanta-area, Cincinnati, Dallas, Denver, and Honolulu

Founded in 1989 as a full service aviation consultancy specializing in airport planning and business management services

Airport Business Consulting Practice Founded in 1996; supported over 130 airports, including 60 medium and large hub airports

Employees: 175 employees, 15 full-time professionals in airport business consulting practice

Other staff proposed to be assigned to our account:

- Officer-in-charge – Bryan Elliott, AAE (Principal)
 - Education: Masters in Administration, University of Lynchburg
 - Years of Experience: 30+; 9 years with Ricondo
 - Years working in Florida: 7
- Strategic Advisor – Bonnie Ossege, Associate Vice President
 - Education: BS – Accounting, University of Delaware; MBA, Concordia University
 - Years of Experience: 30+; 29 years with Ricondo
 - Years working in Florida: not listed but has served on the LCPA account for several years
 - Unclear what Bonnie's role will be and how long she will continue to work
- Support staff – Michael Scott, Vice President
 - Education: BS – Civil Engineering, Prairie View A&M University; MBA, George Washington University
 - Years of Experience: 20+; 10 years with Ricondo
 - Years working in Florida: 3
 - Worked on recent RSW PFC applications
- Support staff – Luke Lejeune
 - Education: BSBA – Finance and Business Economics, University of Cincinnati
 - Years of Experience: 1; 1 years with Ricondo
 - Years working in Florida: 0

Overall Proposal: Staff felt that this was the #2 best written proposal. RICONDO & ASSOCIATES
Proposal strengths include: quality performance over the last several years serving as prime consultant for LCPA. Extremely responsive to needs. Significant experience with Florida airports. Proposal specifically addresses upcoming opportunities and challenges for LCPA and was uniquely tailored to LCPA.

Proposal weaknesses include: long-time officer-in-charge is no longer serving in that role, and would be serving in a limited role, if at all, during the duration of the contract. The PM is excellent at financial modeling but is still building experience. New officer-in-charge only has small airports listed as his experience. Turnover at Ricondo in recent years is concerning. We have limited knowledge and exposure to the new officer-in-charge.

References: (0) PM references received, (2) Firm references received; (1) Officer-in-charge/Principal references received; all were favorable.

LANDRUM & BROWN, INC. (L&B)

Project Manager (PM): Matt Rufra (works out of Cincinnati, OH office)

PM Education: BS – Business Economics, Auburn University

PM Years of Experience: 17 years total, 5 with this firm.

PM Local Experience: PM previously served on RSW account with another consulting firm; 11 years of experience with Florida airports.

PM Project Experience:

- Primary clients include Nashville, Detroit, MSP (Minneapolis), Portland, and Raleigh
- Services completed for Metropolitan Nashville International Airport (BNA)
 - Performance period: served as prime contractor since 2019
 - Projects completed by L&B for BNA: airline rates and charges modeling, annual budget and reconciliation modeling, capital affordability planning, bond feasibility studies, airline negotiations, COVID recovery and relief planning, PFC analyses, reliever airport and commercial opportunity financial modeling.
- Services completed for Wayne County Airport Authority (DTW):
 - Performance period: has served as prime contractor since 2019
 - Projects completed by L&B for DTW: bond feasibility reports, PFC program planning and amendment assistance, capital planning and debt program modeling.
- Services completed for Metropolitan Airport Commission (MSP):
 - Performance period: has served as prime contractor since 2020
 - Projects completed by L&B for MSP: bond feasibility reports, capital planning, COVID recovery and relief planning, airport financial consulting services.
- Services completed for Port of Portland (PDX):
 - Performance period: has served as prime contractor since 2020
 - Projects completed by L&B for PDX: capital affordability planning, bond feasibility studies, new airline rates and charges budgeting and long-term financial projection modeling.

- Raleigh/Durham Airport Authority, Lee County Port Authority, Chicago Department of Aviation ORD/MDW and Hillsborough County Aviation Authority (Tampa) were also listed as airports with relevant experience for the PM.

Firm's Experience & Support Staff:

Offices: Headquartered in Cincinnati, OH, additional offices in Jacksonville, Miami, Chicago, Dallas, Denver, New York and San Francisco

Founded in 1949 and was incorporated as a C-Corporation in Ohio in 1984

Employees: 100+ employees worldwide across all practices

Other staff proposed to be assigned to our account:

- Officer-in-charge – Jeff Schulthess, Executive Vice President
 - Education: MBA, Northern Illinois University; BS Aviation Management, Ohio State University
 - Years of Experience: 31; 6 years with L&B
 - Years working in Florida: 11
- Strategic Advisor – Garfield Eaton, Vice President
 - Education: BS – Civil Engineering, Michigan State University
 - Years of Experience: 35; 6 years with L&B
 - Years working in Florida: 18
- Support staff – Jim Walsh, Vice President
 - Education: Master of Arts, Economics, Fordham University; Bachelor of Arts, Economics, Fordham University
 - Years of Experience: 35; 10 years with L&B
 - Years working in Florida: 0

Overall Proposal: Staff felt that this was the #1 best written proposal. LANDRUM & BROWN
Proposal strengths include: creativity of solutions added into clients' airline use and lease agreements and successful airline and airport negotiations at airports, such as Salt Lake and Nashville. Some of the provisions from those agreements were emulated in LCPA's most recent agreement with the airlines. Familiarity of PM with LCPA while working with a prior firm – served on the account for 5+ years. Their team org chart made it very clear as to who would be assisting with each type of service provided to LCPA, which was not nearly as clear on the other proposals. The core team has extensive experience, two of which have worked for over 50 different airports.

Proposal weaknesses include: proposal did not list specific examples of what challenges and opportunities LCPA is facing, which was a missed opportunity to show familiarity with LCPA. The PM appears to have a full workload already working for Nashville, Portland, Detroit, and MSP.

References: (1) PM references received, (0) Firm references received