



Miami-Dade County Board of County Commissioners

Office of the Commission Auditor

Trade and Tourism Committee Meeting

January 19, 2017
9:30 A.M.
Commission Chamber

Research Division

Office of the Commission Auditor
111 NW First Street, Suite 1030
Miami, Florida 33128
305-375-4354

**Trade and Tourism Committee
January 19, 2017 Meeting
Research Notes**

Item No.	Research Notes												
2A 170029	RESOLUTION RECOGNIZING THE 70TH ANNIVERSARY OF EVERGLADES NATIONAL PARK; AND DIRECTING THE MAYOR OR MAYOR’S DESIGNEE TO WORK WITH THE NATIONAL PARK SERVICE AND EVERGLADES NATIONAL PARK ON A SERIES OF EVENTS TO RAISE AWARENESS ABOUT EVERGLADES NATIONAL PARK												
Notes	<p>The proposed resolution recognizes and celebrates the 70th anniversary of Everglades National Park on December 6, 2017 and directs the Mayor or designee to work with the National Park Service, and Everglades National Park in particular, to collaborate on a series of events in 2017 that would lead up to Everglades National Park’s December 6, 2017 anniversary date, in order to raise awareness about Everglades National Park and its environmental significance.</p> <p><u>Background</u> Everglades National Park was established in 1947 and is located in Miami-Dade County, along with Monroe and Collier Counties. The Everglades is the largest and most important freshwater, subtropical peat wetland in North America. Everglades National Park is the largest subtropical wilderness in the United States, consisting of more than 1.5 million acres, including habitat for endangered and threatened species such as the Florida panther, the American crocodile, and the manatee.</p>												
3A 162853	RESOLUTION APPROVING AWARD OF CONTRACT FOR THE MIAMI INTERNATIONAL AIRPORT CONCOURSE H ROOF REPLACEMENT AND MISCELLANEOUS REPAIRS PROJECT TO SUNSHINE ROOFING & SHEET METAL CORP. IN AN AMOUNT NOT TO EXCEED \$6,072,809.19; AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR’S DESIGNEE TO EXECUTE SAME AND TO EXERCISE THE PROVISIONS THEREIN, INCLUDING THE ALLOWANCE ACCOUNT, RENEWAL, CANCELLATION AND TERMINATION PROVISIONS												
Notes	<p>The proposed resolution approves the award of the construction contract for the Miami International Airport (MIA) Concourse H Roof Replacement and Miscellaneous Repairs contract to Sunshine Roofing & Sheet Metal Corp., d/b/a Sunshine Contracting (Sunshine Contracting) 7500 NW 69 Avenue, #2, Medley, FL 33166, in the amount of \$6,072,809.19 and authorizes the County Mayor or designee to execute the contract.</p> <p><u>Fiscal Impact/Funding Source</u> Seventy-five (75) percent of the project cost of \$6,072,809.19 will be funded by the Federal Aviation Administration (FAA) Airport Improvement Program (AIP) (\$4,554,606.89); 12.5 percent by the Florida Department of Transportation (FDOT) (\$759,101.14); and 12.5 percent by MDAD (\$759,101.14).</p> <p><u>Background</u> The MIA Concourse H Roof is beyond its useful life and is out of warranty. Normal roof preventative maintenance techniques are not working and water leaks into passenger traffic and tenant spaces. This project will reduce the costs of roof repairs, interior ceiling repairs and other damage from leaks. In addition, installing a Florida Energy Code-compliant roof will increase the energy efficiency of the building and reduce energy costs.</p> <p>Six (6) sealed bids for the project were received and opened on June 27, 2016, ranging from \$6,072,809.19 to \$7,842,886.22. After a thorough evaluation by the Architect and MDAD’s Minority Affairs, Risk Management, and Facilities Development Division staff, it is recommended to award the contract to the lowest successful bidder, Sunshine Contracting.</p> <p><u>Additional Information- Bid Tabulation</u></p> <table><tr><th>Sunshine Roofing</th><th>GEC Associates</th><th>Decktite Roofing</th><th>West Construction</th><th>MCM</th><th>A-1 Construction</th></tr><tr><td>\$6,072,809</td><td>\$7,282,367</td><td>\$6,156,304</td><td>\$7,842,886</td><td>\$7,084,193</td><td>\$7,335,208</td></tr></table> <p>The project consists of replacing the existing MIA Concourse H Terminal roof, which may include but is not limited to:</p> <ul style="list-style-type: none">• Replace/refurbish clerestory curtain wall windows above concourse;• Relocation of roof mounted mechanical ventilation duct and other service utilities; and• Repair stucco surfaces and apply elastomeric coating at exterior wall surfaces.	Sunshine Roofing	GEC Associates	Decktite Roofing	West Construction	MCM	A-1 Construction	\$6,072,809	\$7,282,367	\$6,156,304	\$7,842,886	\$7,084,193	\$7,335,208
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	<p><u>Contract Measures</u> -18 percent (18%) Disadvantaged Business Enterprise (DBE)</p> <p><u>Contract Measures Achieved</u>- 83.7 percent (83.7%) Sunshine Roofing & Sheet Metal Corp. – 70.8 percent D.A.C Air Conditioning Corp. - 8.9 percent Precision Power and Control Corp. - 4.0 percent</p>
<p>3B 162573</p>	<p>RESOLUTION APPROVING FIVE NON-EXCLUSIVE CONTRACTS FOR THE MIAMI-DADE AVIATION DEPARTMENT AIRPORT SIGNAGE FABRICATION AND INSTALLATION CONTRACT, NUMBER MDAD 15-03, TO ALLEN INDUSTRIES, INC.; ARCHITECTURAL GRAPHICS, INC.; CREATIVE MAILBOX DESIGNS, LLC D/B/A CREATIVE SIGN DESIGNS; BARON SIGN MANUFACTURING; AND DON BELL SIGNS, LLC FOR A MAXIMUM SHARED AMOUNT NOT TO EXCEED \$15,037,050.00, WITH TERMS OF FIVE YEARS WITH OPTIONS TO EXTEND FOR ONE FIVE-YEAR TERM, AND AUTHORIZING THE COUNTY MAYOR OR THE COUNTY MAYOR’S DESIGNEE TO EXECUTE THE CONTRACTS FOR AND ON BEHALF OF THE COUNTY AND EXERCISE THE TERMINATION AND RENEWAL PROVISIONS CONTAINED THEREIN</p>
<p>Notes</p>	<p>The proposed resolution approves the award of five (5) non-exclusive contracts to the firms listed below for the Airport Signage Fabrication and Installation contract at Miami International Airport (MIA) in the amount of \$15,037,050.00. The contract term is five (5) years with an option to extend for one (1) five-year term.</p> <p>In accordance with Miami-Dade County Code Section 2-8-3 related to identifying delegation of BCC authority contained within the contract, the Miami-Dade Aviation Department (MDAD) Director or designee has the authority to exercise the renewal options and to terminate the contract.</p> <ul style="list-style-type: none"> • Allen Industries, Inc., 6434 Burnt Poplar Road, Greensboro, NC 27409 • Architectural Graphics, Inc., 2655 International Parkway, Virginia Beach, VA 23452 • Creative Mailbox Designs, LLC dba Creative Sign Designs, 12801 Commodity Place, Tampa, FL 33626 • Baron Sign Manufacturing, 900 13 Street West, Riviera Beach, FL 33404 • Don Bell Signs, LLC, 365 Oak Place, Daytona, FL 32127 <p>The work will include the fabrication of signs, engineering, obtaining permits, and installation. The types of signs required will include, but are not limited to, internally illuminated interior and exterior directional signs, interior and exterior static signs, roadway signage, parking garage signage, airfield signage, Americans with Disabilities Act (ADA) signage, identification signage, and tactile and braille signage. Some signage work will require night installation to avoid disruption of airport operations.</p> <p>Upon the BCC’s approval of the five (5) firms and the final execution of the contracts, the contractors will be authorized to participate in the internal bidding process outlined in the contracts as projects are identified. The award of each project will be based on the lowest responsive and responsible bid for a particular project. None of the contractors are guaranteed any work through this process.</p> <p><u>Contract Measures</u> 10% Community Workforce Program</p> <p><u>Fiscal Impact/Funding Source</u> The contract amount for all five (5) contracts during the term, including any extensions and the Inspector General’s fee, totals \$15,037,050.00 and will be paid from MDAD’s Facilities Maintenance Operating Fund, Reserve Maintenance Fund, and Airport Capital Improvement Program.</p> <p><u>Additional Information</u> At the December 15, 2016 Trade and Tourism Committee (TTC) meeting the following discussion occurred prior to deferring the item:</p>

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	<ul style="list-style-type: none"> • <i>Commissioners expressed concern in regards to delegation of authority pertaining renewal options and the BCC not being properly notified about expiring approvals; Deputy Director, MDAD, advised that fell under the purview of the director.</i> • <i>Commissioners raised concerns regarding the use of non-local subcontractors and the expenses incurred by the County in visiting the firms in North Carolina, Tampa and Daytona rather than having the firms make their presentations to the County.</i> • <i>Commissioners raised concerns with how the 10% Community Workforce Program goal was going to be fulfilled since the firms were not local.</i> <p>In response to the OCA's questions regarding the discussion at the December 15, 2016 TTC meeting the Miami-Dade Aviation Department provided the following responses:</p> <p>The contract has a 10% community goal. How will this be accomplished?</p> <ul style="list-style-type: none"> • <i>The pool of signage companies will each have to meet a 10% community work force goal. This can be achieved by using local forces for delivery, installations, work site labor, permit processing or other miscellaneous functions performed locally. When individual projects are bid and awarded the companies will outline their work force and determine the local work force participation.</i> <p>Why did the Selection Committee travel to visit the firms rather than have the firms make presentations to the County? What expenses were incurred by the County for this travel?</p> <p>In November 2015, A Request for Proposals (RFP) was advertised for up to six (6) qualified firms to provide airport signage fabrication, engineering, obtaining permits and installation. A total of nine (9) qualification statements were received from the following companies: Allen Industries, Inc. (Manufacturing in Greensboro, N.C./Clearwater, FL); Architectural Graphics, Inc. (Manufacturing in Virginia Beach, VA); Creative Sign Designs (Manufacturing in Tampa, FL); Baron Sign Manufacturing (Manufacturing in Riviera Beach, FL); NW Sign Industries (Manufacturing in Grand Prairie, TX/Moorestown, NJ); Integrated Sign & Graphics (Manufacturing in Lexington, KY); AdWave Signs (Manufacturing in Miami, FL); Don Bell Signs, LLC (Manufacturing in Daytona, FL); Acolite Claude United Sign Co. (Manufacturing in Hialeah, FL).</p> <p>Three of the responding firms, AdWave Signs, Acolite Claude United Sign Co. and NW Sign Industries were found non-responsive by the County Attorney's Office for not complying with the bonding capacity requirements of the RFQ (minimum qualification). Integrated Sign & Graphics was found non-responsive by the County Attorney's Office for not possessing a license required by the RFQ (minimum qualification).</p> <p>An Aviation staff member conducted site visits to validate the firms' qualification statements and inspect the manufacturing facilities. Physical inspections of the manufacturing plants proved beneficial and confirmed the firm's capabilities in production of commercial, large scale signage, range of signage fabrication, painting processes, graphics, etc. A questionnaire was developed and completed at the time of each inspection which was presented to the selection committee members.</p> <p>Travel expenses for site visits to validate the qualifications and capabilities of the manufacturing facilities of the eight (8) firms amounted to less than \$4,000.</p> <p>What about the four additional firms who were found non-responsive? Did staff travel to them as well?</p> <p>Staff conducted site visits for three of the four firms that were found non-responsive. These included: NW Sign Industries (Manufacturing in Grand Prairie, TX/Moorestown, NJ); AdWave Signs (Manufacturing in Miami, FL); Acolite Claude United Sign Co. (Manufacturing in Hialeah, FL) A site visit to Integrated Sign & Graphics was canceled at the last minute once it was found non-responsive.</p>
<p>3C 162600</p>	<p>RESOLUTION APPROVING AWARD OF THE LICENSE AGREEMENT FOR WI-FI SYSTEM AND SERVICES FOR THE MIAMI-DADE AVIATION DEPARTMENT, RFP NO. MDAD-04-14, TO ELECTRONIC MEDIA SYSTEMS, INC., WITH A MINIMUM ANNUAL GUARANTEE OF \$550,000.00, OR FIFTY PERCENT (50%) OF THE QUARTERLY GROSS ADVERTISING REVENUE, WHICHEVER IS GREATER, AND FOR A TERM OF EIGHT YEARS, WITH ONE OPTION TO RENEW FOR TWO YEARS;</p>

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	AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE THE AGREEMENT AND TO EXERCISE RENEWAL AND TERMINATION PROVISIONS CONTAINED THEREIN
Notes	<p>The proposed resolution approves the award of a License Agreement to Electronic Media Systems, Inc., a subsidiary of Boingo Wireless, Inc. (EMS or Operator) for Wi-Fi System and Services for the Miami-Dade Aviation Department (MDAD) for an eight (8) year term with one (1) two (2) year extension.</p> <p>In accordance with Miami-Dade County Code Section 2-8.3 related to identifying delegation of BCC authority contained within the Agreement, the MDAD Director or the Director's designee has the authority to exercise the renewal options and to terminate the Agreement.</p> <p><u>Fiscal Impact/Funding Source</u> EMS will pay MDAD the greater of a Minimum Annual Guarantee (MAG) of \$550,000.00 or 50 percent of gross revenue received from the sale of advertising, sponsorships, monthly subscription fees, agreements with other entities, roaming from other carriers, pay-for-use transactions and internet access fees.</p> <p><u>Background</u> A Request for Proposals (RFP) was advertised on November 4, 2015 for an operator to design, supply, install, operate and maintain the public Wi-Fi system for the MIA terminal and adjacent areas such as the Air Operations Area (AOA) tarmac and parking garages. MDAD will allocate appropriate bandwidth and the operator will administer the network speed chosen by the user for each level of service specified in the system:</p> <ul style="list-style-type: none"> • <u>Complimentary with advertising or sponsorship:</u> Complimentary Wi-Fi service will be provided for a 30-minute uninterrupted access for a 24-hour period. Users will be directed to a promotional advertisement for a period not to exceed one (1) minute to obtain complimentary access for 30 minutes. After those 30 minutes, the user can sign out and sign back in, at which time they will be directed again to a promotional advertisement for a period not to exceed one (1) minute to obtain additional complimentary uninterrupted access for 30 minutes. The maximum connection speed provided will be five (5) Megabytes (Mb) per second; • <u>Standard Pay-For-Use:</u> One (1) hour of uninterrupted service with no advertisements will be provided to passengers for a fee of \$4.95, with multiple sessions available if desired. The maximum connection speed will be eight (8) Mb/second; and • <u>Premium Pay-For-Use:</u> Twenty-four (24) hours of uninterrupted service with no advertisements will be provided to passengers for a fee of \$7.95. The maximum connection speed will be 20 Mb per seconds. Subscription-based plans may also be offered at a price agreed and approved by MDAD. <p>The operator will monitor the level of service provided, inform MDAD if inadequate capacity issues arise, and work with MDAD staff to ensure that the appropriate bandwidth is allocated, as necessary.</p> <p><u>Contract Measures-</u> 20 %- Airport Concession Disadvantaged Business Enterprise (ACDBE) Goal- TNR Accounting Services, Inc.</p> <p><u>Additional Information- Current License Agreement with Electronic Media Systems, Inc.</u></p> <ul style="list-style-type: none"> • When does the current contract with EMS expire? <ul style="list-style-type: none"> ○ The current contract expired in 2015 and is on a month-to-month through June 2017 pursuant to the retail expedite ordinance authority (95-135). • What is the EMS MAG under current contract? <ul style="list-style-type: none"> ○ Variable MAG with no bottom limit. On the 1st of each month EMS pays MDAD 50% of the actual amount paid to MDAD for the period ended one month prior and pays the net due for that month by the 15th day of the following month. For example, on March 1st, EMS pays MDAD 50% of the actual amount paid to MDAD for the month of January and then pays MDAD the net of the actual amount due for March (net of the 50% payment made on March 1st) by April 15th. • How much have they paid MDAD to date? <ul style="list-style-type: none"> ○ \$9.7M has been paid to MDAD from August, 2008 through November, 2016

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	<ul style="list-style-type: none">• Please breakdown the service under current contract in comparison to what is in the proposed item which is listed below:<ul style="list-style-type: none">○ <u>Complimentary with advertising or sponsorship:</u> <i>Complimentary Wi-Fi service will be provided for a 30-minute uninterrupted access for a 24-hour period. Users will be directed to a promotional advertisement for a period not to exceed one (1) minute to obtain complimentary access for 30 minutes. After those 30 minutes, the user can sign out and sign back in, at which time they will be directed again to a promotional advertisement for a period not to exceed one (1) minute to obtain additional complimentary uninterrupted access for 30 minutes. The maximum connection speed provided will be five (5) Megabytes (Mb) per second.</i><ul style="list-style-type: none">▪ The current Agreement has no complimentary/Free advertising option. Paid access only.○ <u>Standard Pay-For-Use:</u> <i>One (1) hour of uninterrupted service with no advertisements will be provided to passengers for a fee of \$4.95, with multiple sessions available if desired. The maximum connection speed will be eight (8) Mb/second.</i><ul style="list-style-type: none">▪ The current Agreement provides for a charge of \$6.95 for 24 hours of access with no maximum connection speed specified. However, speeds for daily access were limited to 5Mbps due to previous technical limitations in the MDAD network. These limitations are no longer an issue for the new contract as the network has been significantly upgraded.○ <u>Premium Pay-For-Use:</u> <i>Twenty-four (24) hours of uninterrupted service with no advertisements will be provided to passengers for a fee of \$7.95. The maximum connection speed will be 20 Mb per seconds. Subscription-based plans may also be offered at a price agreed and approved by MDAD.</i><ul style="list-style-type: none">▪ The current Agreement provides for a charge of \$19.95 for a monthly subscription with no maximum connection speed specified. However, speeds for monthly subscriptions were limited to 10Mbps based on previous technical limitations in the MDAD network. These limitations are no longer an issue for the new contract as the network has been significantly upgraded.																																																							
	<p><u>Additional Information- 10 Best U.S. Airports for Wi-Fi</u></p> <p>¹The average download speed of Wi-Fi in the nation's 40 busiest airports is a respectable 2.88 mbps. That figure is slightly misleading, however, as a small group of airports with very fast Wi-Fi significantly raised the average for the group. In truth, Wi-Fi service at most U.S. airports we visited was slower than 2 mbps, and at many it doesn't even reach 1 mbps. We note that the fastest airport Wi-Fi is available in the southeastern region of the United States, and that three of the five fastest Wi-Fi services in the country are free.</p> <table><tr><th>Airport</th><th>Average download (mbps)</th><th>Average upload (mbps)</th><th>Price (per 24 hours)</th><th>Wi-Fi service Provider</th></tr><tr><td>Raleigh-Durham</td><td>13.62</td><td>9.38</td><td>\$7.49</td><td>ATT</td></tr><tr><td>Charlotte</td><td>11.54</td><td>13.72</td><td>Free</td><td>Airport</td></tr><tr><td>Ft. Lauderdale</td><td>11.02</td><td>13.72</td><td>Free</td><td>Airport</td></tr><tr><td>Cleveland</td><td>8.01</td><td>6.68</td><td>Free</td><td>Airport</td></tr><tr><td>Baltimore-Washington</td><td>6.47</td><td>2.44</td><td>\$7.95</td><td>Boingo</td></tr><tr><td>Seattle- Tacoma</td><td>5.66</td><td>4.45</td><td>Free</td><td>Airport</td></tr><tr><td>Dallas- Ft. Worth</td><td>3.73</td><td>3.87</td><td>\$7.99</td><td>T-Mobile</td></tr><tr><td>New York (JFK)</td><td>3.21</td><td>2.74</td><td>\$7.95</td><td>Boingo</td></tr><tr><td>Nashville</td><td>2.79</td><td>2.87</td><td>\$7.95</td><td>Boingo</td></tr><tr><td>New York (LaGuardia)</td><td>2.78</td><td>2.83</td><td>\$7.95</td><td>Boingo</td></tr></table>	Airport	Average download (mbps)	Average upload (mbps)	Price (per 24 hours)	Wi-Fi service Provider	Raleigh-Durham	13.62	9.38	\$7.49	ATT	Charlotte	11.54	13.72	Free	Airport	Ft. Lauderdale	11.02	13.72	Free	Airport	Cleveland	8.01	6.68	Free	Airport	Baltimore-Washington	6.47	2.44	\$7.95	Boingo	Seattle- Tacoma	5.66	4.45	Free	Airport	Dallas- Ft. Worth	3.73	3.87	\$7.99	T-Mobile	New York (JFK)	3.21	2.74	\$7.95	Boingo	Nashville	2.79	2.87	\$7.95	Boingo	New York (LaGuardia)	2.78	2.83	\$7.95	Boingo
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¹ http://www.pcworld.com/article/246184/10_best_u_s_airports_for_wi-fi.html