



**OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT  
Governmental Center Annex**

115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301 • 954-357-6400 • FAX 954-357-5674

**MEMORANDUM**

**DATE:** December 2, 2019

**TO:** Leanne Andress, Aviation Business Manager  
Broward County Aviation Department

**THRU:** Sandy-Michael McDonald, Director SANDY-MICHAEL MCDONALD Digitally signed by SANDY-MICHAEL MCDONALD Date: 2019.12.17 13:37:44 -0500  
Office of Economic and Small Business Development

**FROM:** Freddy Castillo, Small Business Development Manager FREDDY J. CASTILLO Digitally signed by FREDDY J. CASTILLO Date: 2019.12.17 13:38:35 -0500  
Office of Economic and Small Business Development

**SUBJECT:** RLI No.: 20180423-0-AV-01 – Common Use Passenger Lounge Concession at Fort Lauderdale-Hollywood International Airport ACDBE Compliance Evaluation

The Office of Economic and Small Business Development (OESBD) has conducted a review of the respondents' Airport Concession Disadvantaged Business Enterprise (ACDBE) participation. An overview is provided as follows:

The ACDBE Goal for this project: 25%

**Met the ACDBE Requirements:**

<u>Firm</u>	<u>Category</u>	<u>Agreed Percentage</u>
<ul style="list-style-type: none"> <li>• <b>ALD Development Corporation d/b/a Airport Dimensions, LLC (prime)</b> Hyde Park Hospitality, LLC</li> </ul>	ACDBE	<b>25.00%</b>
<ul style="list-style-type: none"> <li>• <b>Global Lounge Network, LLC (prime)</b></li> </ul>	ACDBE	<b>100.00%</b>
<ul style="list-style-type: none"> <li>• <b>MAG USA Lounge Management LLC (prime)</b> Gideon Toal Management Services, LLC</li> </ul>	ACDBE	13.75%
	ACDBE	11.25%
<b>Total</b>		<b>25.00%</b>

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**Met the ACDBE Requirements (continued):**

<b><u>Firm</u></b>	<b><u>Category</u></b>	<b><u>Agreed Percentage</u></b>
<b>• Panpe Group Corp (prime)</b>		
Clean Business USA, LLC d/b/a Corp Clean USA	ACDBE	12.00%
LDE Group, Inc.	ACDBE	12.00%
Sirely Uniforms, Inc.	ACDBE	<u>5.00%</u>
<b>Total</b>		<b>29.00%</b>
<b>• Premium Lounge (Fort Lauderdale) LLC (prime)</b>		
LeJeune and Associates, LLC	ACDBE	10.00%
SMP Concessions, LLC	ACDBE	<u>15.00%</u>
<b>Total</b>		<b>25.00%</b>

**Did Not Meet the ACDBE Requirements:**

<b><u>Firm</u></b>	<b><u>Category</u></b>	<b><u>Agreed Percentage</u></b>
<b>• Oxygen Premium Services LLP (prime)</b>		
FWW Management, Inc.*	Non-ACDBE	<b>25.00%</b>
<i>*This vendor was not ACDBE-certified in the state of Florida at the time of bid submittal</i>		
<b>• Swissport SAUSA, LLC (prime)</b>		
Direct Airline Services, Inc.	ACDBE	5.00%
Grove Bay Concessions, LLC	ACDBE	15.00%
Island Cleaning Company	ACDBE	<u>2.00%</u>
<b>Total</b>		<b>22.00%</b>

**ACDBE Compliance Comments:**

ALD Development Corporation d/b/a Airport Dimensions, LLC; MAG USA Lounge Management LLC; and Premium Lounge (Fort Lauderdale) LLC submitted respective Letters of Intent (LOIs) that meet the ACDBE requirements of the solicitation.

Global Lounge Network, LLC did not submit LOIs with its response. The firm was given three (3) business days within which to provide LOIs that meet the 25% goal or to provide documentation demonstrating its good faith efforts to meet the goal. Global Lounge Network, LLC provided an LOI that meets the ACDBE goal within the stipulated timeframe. The firm is compliant with the ACDBE requirements of the solicitation.

Panpe Group Corp submitted incomplete LOIs. The firm was given three (3) business days within which to provide the corrected information or to provide documentation demonstrating

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its good faith efforts to meet the goal. Panpe Group Corp submitted LOIs that meet the established ACDBE goal and did so within the stipulated timeframe. The firm is compliant with the ACDBE requirements of the solicitation.

Oxygen Premium Services LLP submitted an LOI that was executed with a firm that was not ACDBE-certified, in the State of Florida, at the time of the solicitation submittal deadline. The firm in question, FWW Management, Inc., provided the OESBD with information regarding a pending inter-state certification application. Upon contacting the certifying entity within Florida that is processing the application, it was confirmed that the firm's application was still under review. While FWW Management, Inc. is ACDBE-certified in other states, it was not ACDBE-certified within the state of Florida at the time of the solicitation response deadline. Oxygen Premium Services LLP is deemed to be non-compliant with the ACDBE requirements of the solicitation.

Swissport SAUSA, LLC did not submit LOIs with its response. The firm was given three (3) business days within which to provide LOIs that meet the 25% goal or to provide documentation demonstrating the good faith efforts that were made to meet the goal. Swissport SAUSA, LLC responded within the three-day period and provided LOIs, totaling 22%, and documentation for evaluation of the good faith efforts that it made to meet the goal. In accordance with Title 49 of the Code of Federal Regulations, Part 26, Appendix A (49 CFR Part 26, Appendix A), the quality, quantity, and intensity of the efforts made by this vendor were considered.

Based on the documentation submitted by Swissport SAUSA, LLC, the vendor identified alcoholic beverages as the remaining service that it intends to subcontract and that will allow it to meet the established ACDBE goal. The firm states that the participation of the alcoholic beverage suppliers is expected to account for an additional \$260,000 or 7% ACDBE participation based on the anticipated overall gross receipts. The firm has identified Hyde Park Hospitality, LLC, Innovative Brewing, LLC d/b/a Tampa Bay Brewing Co., and JDDA Concession Management, Inc. as ACDBE firms that supply alcoholic beverages. Based on Swissport SAUSA, LLC's good faith documentation, dated September 26, 2019, the vendor has not yet commenced its internal RFP solicitation process to negotiate with suppliers of alcoholic beverages or started initial conversations with these ACDBE firms. The company states that if awarded the concession agreement, it would commence this internal solicitation process. Per 49 CFR Part 26, Appendix A, (V1), "a promise to use DBEs after contract award is not considered to be responsive to the contract solicitation or to constitute good faith efforts." Additionally, in reviewing the performance of the other proposers, five (5) of the seven (7) vendors met the established ACDBE goal within the solicitation timeframe. Swissport SAUSA, LLC is deemed to be non-compliant with the ACDBE requirements of the solicitation.

cc: Maribel Feliciano, Assistant Director, OESBD  
Donna-Ann Knapp, Small Business Development Specialist, BCAD/OESBD