



AGENDA STAFF REPORT

Control: 26001404

MEETING DATE: 06/23/2026

LEGAL ENTITY TAKING ACTION: Board of Supervisors

BOARD OF SUPERVISORS DISTRICT(S): District 5

SUBMITTING AGENCY/DEPARTMENT: John Wayne Airport

DEPARTMENT CONTACT PERSON(S): Charlene Reynolds, 949-252-5183
Evanna Barbic, 949-252-5232

SUBJECT: Award Contract for Airport Commercial Consulting Services

CEO CONCUR	COUNTY COUNSEL REVIEW	CLERK OF THE BOARD
Concur	Approve agreement to form	DISCUSSION
		3 Votes Board Majority

Budgeted: N/A	Current Year Cost: N/A	Annual Cost:
		FY 2026-27 \$300,000
		FY 2027-28 \$400,000
		FY 2028-29 \$400,000

Staffing Impact: No	Funding Source: Fund 280: 100%	Sole Source: No
Current Fiscal Year Revenue: N/A		County Audit in Last 3 years: No
Levine Act Review Completed? Yes		
Prior Board Action: N/A		

RECOMMENDED ACTION(S):

1. Find that the subject activity is not a project within the meaning of the California Environmental Quality Act (CEQA) Guidelines Section 15378 and is therefore not subject to review under CEQA.
2. Authorize the County Procurement Officer or Deputized designee to execute the Aggregate Contract for Airport Commercial Consulting Services – Airlines with Frasca & Associates, LLC., Unison Consulting, Inc. and Ricondo & Associates, Inc., effective upon execution of all necessary signatures, and continue for three calendar years from that date, with the option to renew for one additional two-year term, in a total aggregate contract amount not to exceed \$1,100,000.
3. Authorize the Airport Director or designee to exercise a contingency contract cost increase, not to exceed a total of 10 percent of the Contract amount for the first year of the Contract, for the entire term of the Contract, including renewals, and within the scope of work set forth in the Contract. The use of this contingency contract cost increase is subject to approval requirements established by the County Procurement Officer.

SUMMARY:

Approval of the Aggregate Contract for Airport Commercial Consulting Services – Airlines will enable John Wayne Airport to obtain professional services to support the development and maintenance of airline business relationship structures.

BACKGROUND INFORMATION:

John Wayne Airport (JWA) is seeking consulting services to support the development and analysis of airline-airport business relationships. These services are critical to ensuring a financially sustainable, operationally efficient, and compliant framework that supports JWA's long-term operational and financial objectives. The selected consultants will provide specialized expertise in airline business relationship strategy, market analysis, contract development, and regulatory compliance. Key areas of focus include agreement strategy and structuring, benchmarking and market analysis.

On April 25, 2025, JWA issued a Request for Proposals (RFP) for Airline Consulting Services and concluded on May 20, 2025. Proposals were due on June 17, 2025, and a total of three were received and deemed responsive to the solicitation requirements. The responsive proposals were submitted by Frasca & Associates, LLC (Frasca), Unison Consulting (Unison) and Ricondo & Associates, Inc. (Ricondo).

A consensus meeting was scheduled for August 26, 2025, to finalize panel scoring. However, before the panel consensus meeting was conducted, a conflict of interest was identified with the initial panel. As a result, a new panel was formed, and new evaluations were conducted. Interviews were held on March 13, 2026.

Responsive proposals were evaluated utilizing the evaluation criteria listed in Attachment C. A five-member panel evaluated the proposals utilizing the evaluation criteria identified in the RFP. The evaluation considered each firm's qualifications, experience, technical expertise, and ability to provide the specialized consulting services required to support JWA's airline agreement negotiations and implementation efforts. Based on the evaluation results, the three recommended respondents were determined to be qualified to provide the requested services.

Frasca has served as financial advisor to JWA since 2008 and has provided assistance with Phase 1 of the Capital Improvement Program and airport revenue bonds, including the refunding of bonds for significant savings and final defeasance of debt. Founded in 1997, Frasca specializes in the airport sector and has advised more than 60 airports in transactions totaling \$35.8 billion, representing approximately 45 percent of the market share. Frasca is also recognized as a leading Minority-Owned Business Enterprise in municipal advisory services.

Founded in 1989, Unison is an aviation consulting firm with more than 170 years of combined industry experience. Over the last 36 years, Unison has completed more than 500 consulting engagements involving over 150 airports, including 18 of the 25 largest airports in the United States. As JWA's current concessions and rental car planning consultant, Unison is already familiar with many of JWA's operational objectives and strategic initiatives and is well-positioned to support the future goals of the County of Orange.

Ricondo is a full-service aviation consultancy specializing in airport planning and business management services. With more than 35 years of experience supporting airports throughout the country, Ricondo has assisted commercial service airports in developing and implementing airline agreement strategies that are operationally sound, financially sustainable, and consistent with federal policy requirements. Ricondo has

supported airline agreement negotiations at large and medium-hub airports across the United States, including El Paso International Airport, Sacramento International Airport, San Antonio International Airport, Southwest Florida International Airport, and Tampa International Airport.

JWA is recommending Board of Supervisors (Board) approval to award Aggregate Contract MA-280-26011375 for Airport Commercial Consulting Services – Airlines with Frasca & Associates, LLC., Unison Consulting and Ricondo & Associates, Inc., effective upon execution of all necessary signatures, for an initial term of three years, with the option to renew for one additional two-year term, in a total aggregate contract amount not to exceed \$1,100,000. The agreements will provide JWA with access to specialized consulting expertise necessary to support complex airline business relationships. Approval of the recommended actions will support JWA’s efforts to maintain a financially stable and operationally efficient airport environment while ensuring compliance with applicable regulatory and industry requirements.

The appropriate due diligence has been conducted, and JWA has verified there are no concerns that must be addressed regarding the respondents’ ownership, litigation status, or conflicts with County interests. An analysis was completed to verify that the contracts will provide the County with persons specially trained, experienced, expert, and competent to perform the required services in accordance with applicable laws and County requirements.

Reference checks were completed and determined to be satisfactory.

Respondents	Reference	Reference	Reference
Frasca & Associates, LLC 521 Madison Avenue, 7th Floor New York, NY 10022	Charlotte Douglas International Airport	Long Beach Airport	San Diego International Airport
Unison Consulting 150 N. Michigan Avenue, Suite 2930 Chicago, IL 60601	Milwaukee Mitchell International Airport	Dallas Love Field Airport	Gerald R. Ford International Airport
Ricondo & Associates, Inc. 200 N. LaSalle Street, Suite 2900 Chicago, IL 60601	Orlando International Airport	Palm Beach County Department of Airports	Hollywood Burbank Airport

JWA is procuring these services in accordance with the 2025 Contract Policy Manual (CPM) because the solicitation was initiated in April 2025. The Orange County Preference Policy (OCPP) was applicable and incorporated into the solicitation. Zero OCPP-qualified proposals were submitted.

This Contract does not currently include subcontractors or pass through to other providers. In order to add subcontractor(s) to the contract, the contractor must seek express consent from JWA. Should the addition of a subcontractor affect the scope of work and/or contract amount, JWA will bring the item back to the Board of Supervisors for approval.

An analysis was completed to verify the contract provides County with persons specially trained, experienced, expert and competent to perform special services in accordance with the law.

Compliance with CEQA: This action is not a project within the meaning of the California Environmental Quality Act (CEQA) Guidelines Section 15378 and is therefore not subject to CEQA, since it does not have the potential for resulting in either a direct physical change in the environment, or a reasonably foreseeable indirect physical change in the environment. The approval of this agenda item does not commit the County to a definite course of action in regard to a project since it involves approval of an Aggregate Contract for Airport Commercial Consulting Services – Airline Agreement to provide professional consulting services to support airline agreement development, negotiation, analysis and implementation. This proposed activity is therefore not subject to CEQA. Any future action connected to this approval that constitutes a project will be reviewed for compliance with CEQA.

FINANCIAL IMPACT:

Appropriations for this contract will be included in Airport Operating Fund 280 FY 2026-27 Budget and will be included in the budgeting process for future years.

The proposed Contract includes provisions stating the Contract is subject to, and contingent upon, applicable budgetary appropriations being approved by the Board for each fiscal year during the term of the Contract. If such appropriations are not approved, or are reduced, the Contract may be immediately modified or terminated without penalty to the County. The proposed Contract includes a provision stating the Contract may be terminated for convenience after 30 days written notice to the Contractor and immediately for cause without penalty to the County.

STAFFING IMPACT:

N/A

REVIEWING AGENCIES/DEPARTMENTS:

N/A

ATTACHMENTS:

Attachment A – Aggregate Contract MA-280-26011375 for Airport Commercial Consulting Services – Airline with Frasca & Associates, LLC.

Attachment B – Aggregate Contract MA-280-26011375 for Airport Commercial Consulting Services – Airline with Unison Consulting, Inc.

Attachment C – Aggregate Contract MA-280-26011375 for Airport Commercial Consulting Services – Airline with Ricondo & Associates, Inc.

Attachment D – Memorandum of Recommendation and Evaluation Ranking Summary

Attachment E – Summary of Evaluators’ Scoring