Minutes
December 20, 2018
Special Meeting

A. ROLL CALL

Meeting was called to order by Chair Messer at 10:07 a.m. in the Council Chambers at City Hall.

Present were Chair Messer, Commissioner Brousseau, Vice Chair Lenhard and Commissioner Rideoutte. Commissioner Dustin had an excused absence.

Staff and Authority Counsel present were Mr. Rozansky, Mr. Owens, Ms. Terrill, Mr. Keith, Mr. Frost, Ms. Jackson, Ms. Leduc and Ms. Menard.

B. PLEDGE OF ALLEGIANCE

Chair Messer led the Pledge of Allegiance.

C. AGENDA

Mr. Rozansky stated that there were no changes to the agenda; however, the briefing paper was revised to clarify that it should not have been addressed to the Consultant Selection Committee but rather to the full Board.

D. ACTION ITEMS (Public comments accepted for each item; 5 minute limit)

1. **Interviews and Rankings of Responses to Request for Proposals for Land Leases for Development of North Quadrant Parcels 1 and 2**

Chair Messer provided a brief summary for today's interviews and rankings of the responding firms to the Request for Proposals (RFP) for land leases for the development of the North Quadrant Parcels 1 and 2. She said that Parcel 1 respondents will present first and after each presentation, the Board will conduct the interview, followed by a question and answer period. The Board will then rank the Parcel 1 respondents. She said that Parcel 2 respondents will follow the same process.

a. Parcel 1 Respondents

- Marco Hangars, LLC

Chair Messer welcomed Mr. Mirash Vataj, Owner of Marco Hangars, LLC. Mr. Vataj provided a brief summary of his and his firm's experience. He offered $.55 per square foot for the lease rate. Mr. Vataj introduced Mr. Luc Carriere of Hole Montes, Inc., Fort Myers, Florida. Mr. Carriere would be the project manager for the development of this parcel. Mr. Carriere presented a proposed site plan and elevation information. Mr. Vataj provided proposal highlights of the project. A question and answer period followed. Mr. Rozansky stated that staff called the Danbury Municipal Airport for a reference check on Mr. Vataj, and we received positive feedback that Mr. Vataj is in good standing at that airport. In response to Mr. Rozansky, Mr. Vataj said that he was willing to accept a lease which only permits commercial uses and doesn't allow for private aircraft storage.

- Naples Jet Center

Mr. Matt Hagans, Owner of Naples Jet Center, said that he requested space in Parcel 1 to expand his business to use for aircraft management, aircraft maintenance and storage. Mr. Hagans provided a summary of the evaluation criteria, a history of his firm's and his team's experience, displayed an artist rendering of the hangar construction and offices as well as a proposed site plan and overview of the use of premises. Mr. Matthew Kragh of MHK Architecture & Planning, 975 Sixth Avenue South, Suite 200, Naples, introduced himself and his firm. Mr. Kragh described the architectural details of the proposed project, reflecting the Naples style. Mr. Hagans concluded his presentation highlighting his firm's experience, proven record of success and financial capacity. He presented his proposed lease terms including his support for a 20% premium for all runway facing airside leases or $.48 per square foot. A question and answer period followed. Regarding Vice Chair Lenhard's question regarding funding, Mr. Rozansky added that there is a requirement for the qualified party to provide a letter of credit or a construction bond prior to construction and that would protect the Authority if there was a finance or construction default.

Following the discussion, Mr. Rideoutte moved Board approval to rank the firms for the development of Parcel 1 as follows: (1) Naples Jet Center and (2) Marco Hangars, LLC. Commissioner Brousseau seconded. The motion passed 4-0 with Commissioner Dustin absent.

b. Parcel 2 Respondents

- Marco Hangars, LLC

Mr. Vataj provided a brief summary of his and his firm's experience. He offered $.55 per square foot for the lease rate. Mr. Vataj re-introduced Mr. Luc Carriere of Hole Montes, Inc., Fort Myers, Florida, who would be the project manager for the development of this parcel. Mr. Carriere mentioned some of the hangar projects that he has designed at the Naples Airport. He presented a proposed site plan and elevation information. Mr. Vataj provided proposal highlights of the project and commented that if his firm is selected, he would coordinate the development of this parcel with the other successful respondent. A question and answer period followed.

- Quality Enterprises USA, Inc./APF Development IV

Mr. Howard Murrell, Quality Enterprises USA, Inc./APF Development IV, 2827 Silverleaf Lane, Grey Oaks, Naples, thanked the Commissioners and staff for the opportunity to participate in the process. Mr. Murrell provided a brief history of his firm and summary of his experience. He reviewed the proposed use of the premises, the financial benefits to the NAA, the quality of development, and his references. He displayed a proposed site plan and front elevation as designed by MHK Architecture & Planning. A question and answer period followed.

Mr. Rozansky stated that the RFP specified that proposals will provide for the highest and best use of the premises that will result in high-quality commercial aeronautical services to the public. There was discussion regarding Mr. Murrell's intent to use the development for his company business and/or as a Part 135 operation. Mr. Murrell proposed a rent rate of $.45 per square foot.

Following the presentations, there was Board and staff discussion regarding the two responding firms for Parcel 2. Commissioner Rideoutte commented that QE Enterprises had a strong presentation, are

CITY OF NAPLES AIRPORT AUTHORITY (NAA)
Board of Commissioners
Notice of Special Meeting

Naples AIRPORT AUTHORITY

FINAL AGENDA

City Hall Council Chambers
735 Eighth Street South
Naples, FL 34102

Thursday, December 20, 2018
10:30 a.m. or Immediately Following Regular Meeting

Commissioner Donna M. Messer – Chair and NCC Liaison
Commissioner Michael Lenhard – Vice Chair and Consultant Selection Committee Chair
Commissioner James Rideoutte – Audit Committee Chair, Consultant Selection Committee Member
Commissioner Ted Brousseau – Legal Liaison
Commissioner Kerry C. Dustin, Audit Committee Member
Executive Director: Christopher A. Rozansky
Authority Attorney: William L. Owens, Esq. of Bond, Schoeneck & King, PLLC

Welcome. If you wish to address the Board of Commissioners regarding an item listed on the Agenda, please complete a Speaker Registration form (available at the rear of the room) and hand it to the Executive Assistant prior to consideration of that item. We ask that speakers limit comments to 5 minutes and that large groups name a spokesperson whenever possible. All written, audio-visual, and other materials distributed to the Board or staff during this meeting will become the property of NAA and will be a public record. Thank you for your interest and participation.

NOTICE

Formal action may be taken on any item listed on the Agenda below, or added to the Agenda before or during the meeting, or discussed during the meeting without being added to the Agenda. Also, the sequence of items may be changed as the meeting progresses.

Any person who decides to appeal a decision of this Board with respect to any matter considered at this meeting (or hearing) will need a record of the proceeding and may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be heard.

Any person with a disability requiring auxiliary aids or services in order to participate in this proceeding for meetings at the City Council Chamber may call the City Clerk's Office at 213-1015, or for meetings at the Airport Office Building, the NAA Executive Assistant's Office at 643-0733, with requests at least two business days before the meeting.

Information on Action Items and other items which has been provided in advance of this meeting may be inspected at the office of the Executive Assistant, General Aviation Terminal Building, 2nd Floor, 160 Aviation Drive North. Minutes of this meeting will be prepared for Board approval, usually at the next Regular Meeting.

A. ROLL CALL

B. PLEDGE OF ALLEGIANCE

C. AGENDA (Add, delete or re-sequence items)

D. ACTION ITEMS (Public comments accepted for each item; 5 minute limit)

1. Interviews and Ranking of Responses to Request for Proposals for Land Leases for Development of North Quadrant Parcels 1 and 2

   a. Parcel 1 Respondents

   - Marco Hangars, LLC
   - Naples Jet Center

   b. Parcel 2 Respondents

   - Marco Hangars, LLC
   - Quality Enterprises USA, Inc./APF Development IV

E. PUBLIC COMMENTS (5 minute limit)

F. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

G. ADJOURN

experienced in the community, have the financial strength, but he was unclear whether QE Enterprises' intent was to use the development for his company business or for a charter operation. Commissioner Rideoutte noted that QE Enterprises offered a lower lease rate than Marco Hangars. Vice Chair Lenhard agreed with Commissioner Rideoutte's assessment, but he felt that Quality Enterprises architectural design complemented the design of Naples Jet Center.

At the suggestion of Mr. Rozansky, the Board invited Mr. Vataj back to the podium to discuss the physical appearance of his proposed hangar. Mr. Vataj stated that he would support adjusting his architectural design to make it the same as the Naples Jet Center.

Mr. Murrell was also invited back to the podium to make clarifying remarks regarding his use of the premises. Mr. Murrell stated that he would not put Quality Enterprises' plane in the hangar but rather he would lease it out as a Part 135 operation. He said that he would be interested in speaking to the charter companies that Mr. Rozansky referred to earlier.

Mr. Vataj was again invited back to the podium to address Vice Chair Lenhard's question regarding his business exit strategy. Mr. Vataj stated that initially, he would run the operation himself but after approximately 10 years, he would re-evaluate his plan.

After further Board discussion, Vice Chair Lenhard moved Board approval to rank the firms for Parcel 2 as follows: (1) Marco Hangars, LLC; and (2) Quality Enterprises USA, Inc./APF Development IV. Commissioner Brousseau seconded. The motion passed 4-0 with Commissioner Dustin absent.

E. PUBLIC COMMENTS (5 minute limit)

There were no public comments.

F. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

There were no additional comments and requests/meetings.

G. ADJOURN

With no further business, the meeting adjourned at 12:11 p.m.

Christopher A. Rozansky
Secretary

NOTE: Printed copies of all visual presentations and handouts are on file in the Executive Assistant's Office.

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