Notice of Regular Meeting

AGENDA

Airport Office Building, 2nd Floor Conference Room
200 Aviation Drive North
Naples, FL 34104

Thursday, March 19, 2020
8:30 a.m.

Commissioner Michael Lenhard – Chair and Consultant Selection Committee Member
Commissioner Kerry C. Dustin – Vice Chair and Audit Committee Chair
Commissioner Donna M. Messer – NCC Liaison
Commissioner James Rideoutte – Consultant Selection Committee Chair and
Audit Committee Member
Commissioner Ted Brousseau – Legal Liaison
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.

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A. ROLL CALL

B. PLEDGE OF ALLEGIANCE

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

D. MINUTES

1. February 20, 2020 Regular Meeting Minutes

2. March 9, 2020 Consultant Selection Committee Meeting Minutes

E. PRESENTATIONS AND TIME CERTAIN ITEMS

1. Collier Mosquito Control District Redevelopment Plan and Lease

2. Noise Compatibility Committee Member Interviews

F. PUBLIC COMMENTS ON GENERAL TOPICS NOT ON THE CURRENT AGENDA

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

1. Noise Compatibility Committee Member Selection

2. Consultant Selection Committee Meeting Ranking of Firms for the North Quadrant Site Preparation - Design, Permitting, Bidding and Construction Management Services

3. License Agreement with Summit Broadband, Inc.

H. NEW BUSINESS

1. Greenway Branding and Wayfinding

I. OLD BUSINESS

1. Noise Compatibility Committee Update

2. Technical Advisory Committee Update

J. LEADERSHIP TEAM REPORT

1. Leadership Team Report
K. FINANCIAL REPORTS
   1. Financial Summary

L. COUNSEL'S REPORT
   1. Counsel’s Report

M. PUBLIC COMMENTS (5 minute limit)

N. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

O. ADJOURN
Minutes
February 20, 2020
Regular Meeting

A. ROLL CALL

Meeting was called to order by Chair Lenhard at 8:33 a.m. in the Council Chambers at City Hall.

Also present were Vice Chair Dustin, Commissioner Brousseau, Commissioner Messer and Commissioner Rideoutte.

Staff and Authority Counsel present were Ms. Terrill, Mr. Owens, Mr. Keith, Mr. Warriner, Mr. Jefferson and Ms. Menard.

B. PLEDGE OF ALLEGIANCE

Chair Lenhard led the Pledge of Allegiance.

C. AGENDA

Ms. Terrill stated that there were no changes to the agenda but that there were a few corrections/revisions made to the Board packet. She noted the following corrected pages were distributed to the Commissioners in advance of the meeting: 1) Page 1 and 2 under G1, 2019 Naples Airport Authority Annual Report; 2) Page 4 under J1, Leadership Team Report; and 3) Page 8 under K1, Financial Summary. She added that Mr. Warriner would discuss the change to the Financial Summary when he presents the item.

D. MINUTES

1. January 16, 2020 Regular Meeting Minutes

Commissioner Rideoutte moved approval of the January 16, 2020, Regular Meeting minutes. Vice Chair Dustin seconded. Motion passed unanimously 5-0.

2. February 11, 2020 Audit Committee Meeting Minutes

Commissioner Messer moved approval of the February 11, 2020 Audit Committee Meeting minutes. Commissioner Brousseau seconded. Motion passed unanimously 5-0.

Commissioner Rideoutte commented regarding the Audit Committee’s discussion of Directors and Officers (D&O) Insurance coverage limits for Board members. Mr. Owens confirmed that the NAA’s Bylaws provide indemnification to our Commissioners and that there is a $2 million annual aggregate limit for public officials liability policy which covers each of the Commissioners. Ms. Terrill added that coverage also protects the Noise Compatibility and Technical Advisory Committees.
E. PRESENTATIONS AND TIME CERTAIN ITEMS

1. Employee of the Quarter

Chair Lenhard recognized Mr. Austin Osborne as Employee of the Quarter. He said that as a Mechanic on the Facilities team and Safety Action Team member, Mr. Osborne has built good working relationships with all staff and has earned respect from his peers. Chair Lenhard also thanked Mr. Osborne for his service as a United States Marine Corps Reservist with the 4th Amphibian Assault Battalion.

F. PUBLIC COMMENTS

There were no public comments.

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

1. 2019 Naples Airport Authority Annual Report

Ms. Terrill highlighted the major initiatives that staff and the Board undertook during FY 2019 which included the planning of the Part 150 Noise Study, submission of the Master Plan Update and the achievement of over 99% of the goals and objectives of the Strategic Plan.

Commissioner Messer commented that the layout of the Annual Report looked great, and she congratulated the entire team for an incredible job in achieving 99% of the goals and objectives. Commissioner Rideoutte complimented the photographer who took the cover page picture of the airport.

Commissioner Messer moved Board approval of the 2019 Naples Airport Authority Annual Report. Vice Chair Dustin seconded. The motion passed unanimously 5-0.

2. 2019 Noise Compatibility Committee (NCC) Annual Report

Ms. Terrill stated that the Annual Report was reviewed and adopted by the NCC at its meeting on January 30th. She highlighted some of the initiatives which included laying the groundwork for the Part 150 Noise Study, the revision to the Fly Safe Fly Quiet tagline and the ongoing commitment to our community outreach efforts. Chair Lenhard praised the 98% compliance rate of the voluntary nighttime curfew.

Commissioner Rideoutte commented that the Annual Report was positive. He read from an article written by Mr. Earl Marlin that was published in the Naples Daily News on September 12, 1996.

Commissioner Messer moved Board approval of the 2019 Noise Compatibility Committee Annual Report. Vice Chair Dustin seconded. The motion passed unanimously 5-0.

3. Recommendation of the Audit Committee to Accept the FY 2019 Annual Audit and Comprehensive Annual Financial Report (CAFR)

Mr. Warriner requested Board approval of the recommendation of the Audit Committee to accept the FY 2019 Annual Audit and Comprehensive Financial Report (CAFR). He stated that the Audit
Committee met with staff and Mr. Jeff Wolf, Senior Manager of MSL, on February 11th to discuss the outcome of the Authority’s annual audit and to answer any questions concerning the draft of the FY 2019 Financial Report. Mr. Warriner reported that the auditors issued an unmodified opinion, the highest opinion that can be received. He noted that the date of the transmittal letter will need to be changed to match the auditor’s date of their opinion.

Mr. Wolf thanked the Board in allowing his firm to serve the Authority. He gave a brief overview of this year and stated that it was a strong audit report with no findings or issues noted.

Vice Chair Dustin moved Board approval of the recommendation of the Audit Committee to accept the FY 2019 Annual Audit and Comprehensive Financial Report (CAFR). Commissioner Messer seconded. The motion passed unanimously 5-0.

4. Fourth Amendment, Assignment and Assumption of Leasehold Agreement Between APF Development III, LLC, QE Airpark Condominium Association, Inc. and the Authority

Mr. Warriner requested Board authorization for the Executive Director to execute a Fourth Amendment, Assignment and Assumption of the Authority’s Leasehold Agreement between APF Development III, LLC and QE Airpark Condominium Association, Inc. He stated that the history of the original Leasehold Agreement dated April 17, 2008, as well as the First, Second and Third Amendments were provided for in the briefing paper. He said that the proposed Fourth Amendment and Assignment will amend the leasehold, as required by the Third Amendment, to provide access to the new lease parcel that opened up after the realignment of Taxiway D was completed. Mr. Warriner stated that several of the terms and conditions of the Agreement were updated, and in exchange for the updates and in acknowledgement of APF Development III’s diligent pursuit of project completion, the Authority will extend the construction completion deadline to April 17, 2020 with an option to further extend it to July 17, 2020 with the payment of a fee of $30,000 to the Authority. Additionally, the Fourth Amendment and Assignment will transfer the leasehold rights and responsibilities from the developer to the QE Airpark Condominium Association, Inc.

A question and answer period followed.

Vice Chair Dustin moved Board approval for the Executive Director to execute a Fourth Amendment, Assignment and Assumption of the Authority’s Leasehold Agreement between APF Development III, LLC and QE Airpark Condominium Association, Inc. Commissioner Rideoutte seconded. Motion passed unanimously 5-0.

5. Task Order with SchenkelShultz for General Aviation Terminal (GAT) and Airport Office Building (AOB) Improvements in an Amount Not to Exceed $400,998

Mr. Keith requested Board authorization for the Executive Director to sign a Task Order with SchenkelShultz for the GAT and AOB improvements, design, bidding and permitting phases in an amount not to exceed $400,998. He provided a brief overview of the recommended GAT and AOB remodel and upgrades that were presented at a joint NAA-NCC workshop on December 12, 2019. He stated that construction phase services are excluded from this request because we are uncertain what our direction will be after final plans and final cost estimates are provided. Mr. Keith said that this project, design and construction, is included in the FY 2020 budget in the amount of $3,000,000, and the actual budget will be adjusted in FY 2021 after the design and updated costs are projected.
A question and answer period followed.

Commissioner Messer moved Board approval for the Executive Director to sign a Task Order with SchenkelShultz for the GAT and AOB improvements, design, bidding and permitting of the project in an amount not to exceed $400,998. Commissioner Rideoutte seconded. Motion passed unanimously 5-0.

6. Easement with Florida Power and Light (FPL) for Installation of Street Lights in the North Quadrant

Mr. Keith requested Board authorization for the Executive Director to execute an easement with FPL for installation of street lights in the North Quadrant. He said that the easement would not be signed until reviewed and approved by NAA legal counsel. He stated that the North Quad currently has limited street lighting on Corporate Flight Drive and due to the development of corporate hangars and increased traffic in that area, there is a need to enhance night time navigation and security. He said that the installation cost for seven lights is $10,273.50 with a recurring monthly cost of $211.78, which is available in the FY 2020 budget.

A question and answer period followed. Mr. Keith displayed a drawing of the areas where the street lights would be located.

Vice Chair Dustin moved Board approval for the Executive Director to execute an easement with FPL for installation of street lights in the North Quadrant as presented by Mr. Keith. Commissioner Rideoutte seconded. Motion passed unanimously 5-0.

7. Easement with Florida Power and Light (FPL) for the Installation of the Electrical Service Line to the Aircraft Rescue Fire Fighting Station (ARFF)

Mr. Keith requested Board authorization for the Executive Director to execute an easement with FPL for the installation of the electrical service line to the ARFF station contingent upon review and approval of NAA legal counsel. He displayed the drawing of the area where the electrical service line would be located.

Vice Chair Dustin moved Board approval for the Executive Director to execute an easement with FPL for the installation of the electrical service line to the ARFF station as presented by Mr. Keith. Commissioner Messer seconded. Motion passed unanimously 5-0.

H. NEW BUSINESS

There was no new business.

I. OLD BUSINESS

1. Noise Compatibility Committee (NCC) Update

Commissioner Messer provided highlights of the NCC meeting held on January 30th as well as a summary of the three Part 150 Noise Study open house events held on February 11th and 12th. She
provided information regarding the open Southeast Quadrant member representative position on the NCC and stated that the selected applicant will serve through March 2024. She announced that the next Regular Meeting of the NCC will be on Thursday, April 30th, at 9 a.m. in the Airport Office Building and encouraged the public to attend.

In response to Commissioner Rideoutte’s question regarding the open NCC position, Ms. Terrill reported that to date no applications have been received but that staff is doubling up on outreach efforts and has extended the deadline to submit applications through March 2nd. She added that the current member representative for that seat will not be reapplying. Commissioner Messer encouraged anyone living in the Southeast Quadrant area to apply as the NCC is a great vehicle for stakeholders to take part in the discussion for partnership with the airport. Vice Chair Dustin encouraged staff to reach out to the County Commissioner of the area for potential recommendations.

2. **Technical Advisory Committee Update**

Commissioner Messer reported on the kick-off meeting of the Technical Advisory Committee held on January 30th. She said that a video of the meeting and all presentations can be found on the noise study page of the flynaples.com website.

She announced that the next Regular Meeting of the TAC is scheduled for Thursday, April 23rd, at 9:30 a.m. in the Commercial Airline Terminal located at 200 Terminal Drive, Naples.

J. **LEADERSHIP TEAM REPORT**

1. **Leadership Team Report**

In reference to the PA28 aircraft that lost control on short final, striking the taxiway directional sign at TWY-A2, as referenced in the table on page 2, Commissioner Rideoutte asked what the NAA’s position was when damages to airport property are a result of pilot error. Mr. Keith stated that typically a claim is submitted to the responsible party’s insurance company for the cost of the repair.

K. **FINANCIAL REPORTS**

1. **Financial Summary**

Mr. Warriner provided a review of the financials and reported that the change in net position was favorable to budget for the month of January and year to date. He noted record sales in the month of January.

Mr. Warriner reviewed the corrections made to the Participatory Capital Projects report on page 8.

As a follow up to a question that came up at the January Regular Meeting, Mr. Warriner provided information about Valley National Bank and stated that they are a publicly traded bank on the New York Stock Exchange.

A question and answer period followed.
Commissioner Messer moved acceptance of the January Financial Summary. Vice Chair Dustin seconded. Motion passed unanimously 5-0.

I. COUNSEL’S REPORT

1. Counsel’s Report

Mr. Owens reported that there were no pending legal matters or material issues to discuss.

M. PUBLIC COMMENTS (5-minute limit)

There were no public comments.

N. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

There were no comments/requests.

O. ADJOURN

With no further business, the meeting adjourned at 9:31 a.m.

Diane J. Terrill
Acting Secretary

NOTE: Printed copies of all visual presentations and handouts are on file in the Executive Assistant’s Office.
CITY OF NAPLES AIRPORT AUTHORITY (NAA)  
Board of Commissioners  
Notice of Regular Meeting  

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

Thursday, February 20, 2020  
8:30 a.m.  

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

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A. **ROLL CALL**

B. **PLEDGE OF ALLEGIANCE**

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

D. **MINUTES**

1. January 16, 2020 Regular Meeting Minutes
2. February 11, 2020 Audit Committee Meeting Minutes

E. **PRESENTATIONS AND TIME CERTAIN ITEMS**

1. Employee of the Quarter

F. **PUBLIC COMMENTS (5 minute limit)**

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

1. 2019 Naples Airport Authority Annual Report
2. 2019 Noise Compatibility Committee Annual Report
4. Fourth Amendment, Assignment and Assumption of Leasehold Agreement Between APF Development III, LLC, QE Airpark Condominium Association, Inc. and the Authority
5. Task Order with SchenkelShultz for General Aviation Terminal and Airport Office Building Improvements in an Amount Not to Exceed $400,998
6. Easement with Florida Power and Light for Installation of Street Lights in the North Quadrant
7. Easement with Florida Power and Light for the Installation of the Electrical Service Line to the Aircraft Rescue Fire Fighting Station

H. **NEW BUSINESS**
I. OLD BUSINESS
   1. Noise Compatibility Committee Update
   2. Technical Advisory Committee Update

J. LEADERSHIP TEAM REPORT
   1. Leadership Team Report

K. FINANCIAL REPORTS
   1. Financial Summary

L. COUNSEL’S REPORT
   1. Counsel’s Report

M. PUBLIC COMMENTS (5 minute limit)

N. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

O. ADJOURN
Minutes
March 9, 2020
Consultant Selection Committee

A. ROLL CALL

Meeting was called to order by Consultant Selection Committee Chair Rideoutte at 9 a.m. in the Airport Office Building, 2nd Floor Conference Room. Commissioner Lenhard, Committee Member, was present, as well as Commissioner Brousseau and Commissioner Dustin, who both opted in. Staff and Legal Counsel present were Mr. Rozansky, Ms. Terrill, Mr. Owens, Mr. Keith, Ms. Conner and Ms. Menard.

B. PLEDGE OF ALLEGIANCE

Chair Rideoutte led the Pledge of Allegiance.

C. AGENDA

There were no changes to the agenda.

D. DISCUSSION ITEMS

Prior to the start of the interviews, staff responded to Commissioner questions concerning our experience with the adjacent landfill which was originally an army base and the types of waste found during landfill testing previously conducted. Mr. Keith and Mr. Rozansky stated that the report conducted in early 2000 showed that there was 60-75% soil to waste material, which consisted of general municipal waste such as newspapers and bottles. In response to Commissioner Dustin’s question regarding the proposed footbridge, Mr. Keith explained that it is to close a gap in the Greenway trail as a goodwill gesture for the residents that live in the nearby community. Commissioner Lenhard asked if there might be any potential contamination on the site where the Continental Hangar previously existed. Mr. Keith stated that there was extensive testing and a major cleanup done at that site when the Sheriff’s building was built. Mr. Rozansky added that as part of the scope of work, additional testing will be conducted to make certain there is no additional contamination and if there is, mitigation would become part of the project.

Regarding Commissioner Dustin’s question about staff’s experience with each of the responding firms, Chair Rideoutte stated that staff may provide input after the three firms have interviewed.

1. Interviews and Rankings of Qualified Respondents to North Quadrant Site Preparation – Design, Permitting, Bidding and Construction Administration Services – Request for Qualifications

   a. AECOM Technical Services, Inc.

Mr. Steven Henriquez, Principal-in-Charge, of AECOM Technical Services, Inc. introduced himself, Mr. Bunti Patel, Project Manager, and Mr. Vik Kamath, Sanitation and Waste Management Specialist. He thanked the Committee for the opportunity and provided a summary of their project team’s experience. Mr. Patel reviewed their project understanding, key challenges, project phases and project
Minutes of the Consultant Selection Committee
March 9, 2020
Page 2

approach. Mr. Kamath presented the environmental landfill reclamation approach, plan, the test pit characterization results from the PSI 2005 reports, and the design and construction schedule. Mr. Bunti reviewed geometric, pavement and stormwater parameters, as well as design considerations regarding the construction safety and phasing plan. He presented a chart showing the project management phases relative to opportunities for costs savings. He reiterated their experience and commitment to the project.

A copy of AECOM’s presentation was distributed to Committee members.

A question and answer period followed.

b. EG Solutions, Inc.

Mr. Kelly Rubino, Principal in Charge, of EG Solutions, Inc. introduced himself and thanked the Committee for the opportunity. He introduced Mr. Scott Brady, Project Manager. Mr. Rubino provided a summary of their experience at the Naples Airport and outlined the permitting challenges with the various agencies. He said that the water management and its impact on construction methods and cost are the biggest project challenges.

Mr. Brady discussed a number of site conditions that may affect how the project can be built and the number of permits that could be required by multiple regulatory agencies. He explained the ground water construction dewatering process, reviewed a schedule for construction, and discussed surface water considerations.

Mr. Rubino recapped their extensive expertise, commitment and desire to be selected for the project.

A copy of EG Solutions presentation was distributed to Committee members.

A question and answer period followed.

c. Hanson Professional Services Inc.

Mr. Blake Swafford, Vice President and Project Principal of Hanson Professional Services, Inc. introduced himself and Mr. Mike Harris, Project Manager, as well as Mr. Christian Holmstrom and Mr. Andy Shoulders of Handex Consulting & Remediation, LLC. Mr. Swafford provided an overview of their project team which included an experienced group of subcontractors to assist with the project.

Mr. Harris reviewed their understanding of the project, project elements/challenges, and their approach to landfill processing/removal. Mr. Holmstrom identified important elements in the environmental evaluation, soil borings, planning/design and construction phases. He highlighted other projects that his firm completed similar to this project.

Mr. Harris addressed site utility issues and reviewed several options to consider to minimize utility impacts on development. He presented several components of the site design and stormwater management improvements.
Mr. Swafford concluded the presentation by highlighting their experience as well as the entire project team’s experience and emphasized the cost reduction methods to be employed.

A copy of Hanson’s presentation was distributed to Committee members.

A question and answer period followed.

Chair Rideoutte opened the discussion to evaluate the three firms and asked Mr. Owens to advise the Committee on any procedural matters. Mr. Owens suggested that the Committee rank all three firms in 1st, 2nd, 3rd order for recommendation to the Board.

Commissioner Dustin requested staff input of their experience working with each of these firms. Mr. Rozansky said staff has worked extensively with EG Solutions and Hanson over the past five years but could not speak to any experience with AECOM. He said that EG Solutions and Hanson have both successfully designed and managed projects at the airport. Mr. Keith echoed Mr. Rozansky’s statements.

Commissioners, Mr. Rozansky and Mr. Keith provided their assessment of each firm, their capacity to take on the project, and expressed the importance of the stormwater management, land fill issues and utilities expertise.

Chair Rideoutte stated that he was uncertain how to weigh the three “bucke:s” of importance relative to each other and was counting on Mr. Rozansky for guidance. Mr. Rozansky stated that it is the Committee’s choice and that the Committee is asking the right, thoughtful questions in perceiving the presentations in a similar fashion as staff has. He commented that each firm is qualified for the project.

After further evaluation and deliberation of the firms, Commissioner Lenhard moved to rank the three firms as follows and to recommend the rankings to the full Board at the March 19th Regular Board Meeting:

(1) EG Solutions, Inc.
(2) Hanson Professional Services Inc.
(3) AECOM Technical Services, Inc.

Commissioner Dustin seconded. The motion passed unanimously 4-0.

E. PUBLIC COMMENTS

There were no public comments.

F. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/ MEETINGS

There were no additional comments or requests/meetings.
G. **ADJOURN**

The meeting adjourned at 11:37 a.m.

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Christopher A. Rozansky
Secretary
CITY OF NAPLES AIRPORT AUTHORITY (NAA)
Board of Commissioners
Notice of Consultant Selection Committee Meeting

Naples AIRPORT AUTHORITY

FINAL AGENDA
Airport Office Building, 2nd Floor Conference Room
200 Aviation Drive North
Naples, Florida

Monday, March 9, 2020
9 a.m.

Commissioner Michael Lenhard – Chair and Consultant Selection Committee Member
Commissioner Kerry C. Dustin – Vice Chair and Audit Committee Chair
Commissioner Donna M. Messer – NCC Liaison
Commissioner James Rideoutte – Consultant Selection Committee Chair and
Audit Committee Member
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A. **ROLL CALL**

B. **PLEDGE OF ALLEGIANCE**

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

D. **DISCUSSION ITEM**

1. Interviews and Rankings of Qualified Respondents to North Quadrant Site Preparation Design, Permitting, Bidding and Construction Administration Services - Request For Qualifications

   a. AECOM Technical Services, Inc. 9:05 a.m.

   b. EG Solutions, Inc. 9:55 a.m.

   c. Hanson Professional Services Inc. 10:45 a.m.

E. **PUBLIC COMMENTS (Public comments accepted for items not otherwise listed on the Agenda; 5 minute limit)**

F. **CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS**

G. **ADJOURN**

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**NOTE:** The Consultant Selection Committee is comprised of Committee Chair Rideoutte and NAA Chair Lenhard. All NAA Commissioners are welcome to attend and can “opt in” to participate and vote.
To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Diane Terrill, Deputy Executive Director

Meeting Date: March 19, 2020

Re: PRESENTATIONS AND TIME CERTAIN ITEMS

1. Collier Mosquito Control District Redevelopment Plan and Lease

SUMMARY: Board of Commissioners review of Collier Mosquito Control District’s (CMCD) Redevelopment Plan and consensus to authorize the Executive Director to begin negotiations with CMCD to amend their lease with the Authority.

BACKGROUND: At the December 19, 2019 Regular Meeting, Mr. Patrick Linn, Executive Director of the CMCD, presented an update on the soil remediation and tarmac reconstruction project. It was discussed that he would present CMCD’s Redevelopment Plan at a subsequent meeting with the intent to initiate discussions with the Authority for an Amended and Restated Lease.

COMMUNICATIONS PLAN: Not applicable to this item.

FINANCIAL IMPACT: Not applicable to this item.
Collier Mosquito Control District
CMCD Redevelopment Plan
Past, Present, Future...

March 19, 2020
CMCD Redevelopment Plan 2019 - 2027 Sequence of Events

**Fiscal Year 2019-2020**
- Tarmac Reconstruction
- Raze Vehicle Maintenance
- Renegotiate CMCD lease with NAA
- Choose Architect/Engineer for implementation of redevelopment project

**Fiscal Year 2020-2021**
- Site plans/drawings/permits for new Administration building
- Begin construction Administration Building

**Fiscal Year 2021-2022**
- Finish construction Administration Building
- Site plans/drawings/permits for Maintenance/Storage Building

**Fiscal Year 2022-2023**
- Construct Maintenance/Storage Building
- Relocate outside education area

**Fiscal Year 2023-2024**
- Raze old Vehicle Storage Building
- Finalize parking

**Fiscal Year 2024-2025**
- Site plans/drawings/permits for new Hangar

**Fiscal Year 2025-2026**
- Begin construction Hangar

**Fiscal Year 2026-2027**
- Finish construction Hangar
Existing Site 1990 - 2020

Naples  7.5± Acres

- Current Admin. (to remain as Rsch/Ops)
- Vehicle Maintenance
- Vehicle Storage
- Hangar
- Chemical Storage
- Education
Overlay of New Buildings on Current Facility -- Showing new Footprint
Rejuvenated CMCD Facility -- 2027
To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Diane Terrill, Deputy Executive Director

Meeting Date: March 19, 2020

Re: PRESENTATIONS AND TIME CERTAIN ITEMS

2. Noise Compatibility Committee Member Interviews

**SUMMARY:** Board interviews of the interested and eligible individuals for the following Naples Airport Authority’s Noise Compatibility Committee (NCC) Member representative:

- One volunteer member from the Airport’s Southeast quadrant area (that area extending south and east from the intersection of Airport Pulling Road and Radio Road, inclusive of the Glades, Lely and East Naples).

**BACKGROUND:** With the term of Noise Compatibility Committee Member John Mastrocinque expiring March 31, 2020, the Southeast Quadrant representative position is open. The selected applicant will serve a four-year term through March 31, 2024, effective upon appointment.

There are three (3) applicants for the open representative position on the NCC to be interviewed:

1. David Boesche, 15 Estelle Drive, Naples
2. Richard Krawczun, 5669 Greenwood Circle, Naples
3. Mark Welker, 4266 27th Court, #204, Naples

Resumes and application forms of the applicants are attached to this Briefing Paper. Also attached are the procedures for interviewing and selecting applicants.

The Board will be requested to appoint representatives under Action Item 1, later in the meeting.

**COMMUNICATIONS PLAN:** The Notice was posted on our website, www.flynaples.com, advertised in the Naples Daily News and published in the airport’s tenant newsletter.

**FINANCIAL IMPACT:** Not applicable for this item.
Procedure for Appointment to Noise Compatibility Committee

Interviews:

1. Each candidate is interviewed at the podium – chair requests the candidate to announce their name and address for the record

2. Candidates may be seated in chambers after their interview

Nominations and Appointment:

1. Chair opens nominations from the floor
   a. A member has to be recognized by the Chair in order to make a nomination
   b. A nomination does not need a second
   c. A member cannot nominate more than one person for a position until everyone has had the opportunity to make a nomination
   d. After each nomination, the Chair repeats the name
      i. For example, Chair: “Joe Smith. Are there further nominations?”
   e. A motion to close nominations is not necessary

2. When more than one person has been nominated, the Chair takes the vote on the candidates in the order in which they were nominated.
   a. Each member must vote yes or no
   b. The first candidate to receive a majority vote wins
NAPLES AIRPORT AUTHORITY
NOISE COMPATIBILITY COMMITTEE
APPLICATION FOR VOLUNTEER SERVICE

David C. Boesche  
Home Phone: N/A

daveboesche@AOL.COM  
Cell Phone: 812-786-2774

155 Estelle Dr.

19 years

Yes

Are you a resident of, and domiciled within, the City of Naples and/or Collier County?  

If so, how long?  

Are you a City of Naples and/or Collier County registered voter?  

No

Do you now hold public office?  

If so, what office?  

No

Are you employed by the City of Naples Airport Authority or any other governmental body?  

If so, what is your position?  

No

Are you related to anyone employed by the City of Naples Airport Authority? (Name)  

Do you now, or have you ever, served on the City of Naples Airport Authority Board or its Committees?  

If so, what Board or Committee?  

Do you currently serve on the Council, Board or any Committee of the City of Naples or Collier County?  

If so, what Council, Board or Committee?  

What community activities have you participated in such as Civic Clubs, Neighborhood Organizations, etc.?  

Volunteer Naturalist - Fakahatchee Strand Preserve State Park

Francine Stevens  
239-273-4442

Personal reference  
27423 Pelican Ridge Cir., Bonita Springs, FL. 34135

Address

francescenes@MSN.COM

Email

I acknowledge that I have received a copy of the Naples Airport Authority Noise Compatibility Committee By-Laws, and understand that regular attendance at meetings is expected. My signature below affirms that all of the information provided above is accurate to the best of my knowledge.

Signature

Date

PLEASE ATTACH YOUR RESUME and forward it to Diane Terrill, Deputy Executive Director, City of Naples Airport Authority, 160 Aviation Drive North, Naples, FL 34104. You may also fax your application and resume to 239-643-4084. Questions should be directed to 239-643-0733 or dterrill@flynaples.com.

Florida has a very broad public records law. Most written communications to or from Naples Airport Authority officials and employees regarding Authority business are public records available to the public and media upon request. Your communications and contact information may therefore be subject to public disclosure.

Application for Volunteer Service 1/27/2020
David Boesche  
155 Estelle Drive  
Naples, FL 34112  
812-786-2774  
daveboesche@aol.com

SUMMARY
It is my desire to help protect, educate and preserve the flora and fauna of the community in which I live. Since retiring to, I have been involved with volunteering in the local community and surrounding areas. I have served in various capacities with various organizations whose foci is the Florida natural environment.

EXPERIENCE
2015-present at Fakahatchee Strand Preserve State Park
* Big Cypress Bend Boardwalk naturalist interpreter  
* Friends of Fakahatchee Tram Driver  
* Friends of Fakahatchee Tram Guide  
* Presented at local HOA and men’s clubs to educate members regarding the flora and fauna of this area and the importance of protecting and promoting same

2016-2017 Florida Fish and Wildlife Conservation Commission
* Reviewed and adapted rules for the manatee speed zones in Collier County while serving as a Manatee Advocate as appointed by the Board of Collier County Commissioners.

2007-2014 Conservancy of Southwest Florida
* Coordinated and Trained volunteers for the Good Fortune II eco-tour boat  
* Guided tours aboard the Good Fortune II  
* Led groups as Naturalist Interpreter at Clam Pass county park  
* Created the Trail Blazers at Clam Pass county park  
* Removed exotics and/or invasive plants at Clam Pass county park

1969-2001 Greater Clark County Schools
* Taught Vocational Auto Mechanics at Jeffersonville High School in Jeffersonville, IN  
* Organized and instructed at the first alternative school for Greater Clark County Schools  
* Developed the School to Work program in order to provide education and educational experiences of high school students for the Southern Indiana Port Authority  
* Created and led the Fast Learners extracurricular club at Jeffersonville High School

EDUCATION
UF IFAS Florida Master Naturalist Program completed in 2018
MS Indiana State University 1974
BS Indiana State University, Vocational Trade and Industrial Education 1969
AS Vincennes University, Automotive Technology 1966
Ms. Diane Terrill  
Deputy Executive Director  
City of Naples Airport Authority  
160 Aviation Drive North  
Naples, Florida 34104  

February 21, 2020  

Re: Application for Volunteer Service, Naples Airport Authority Noise Compatibility Committee  

Dear Ms. Terrill:  

Enclosed is my application and resume for your consideration of my candidacy to serve on the Naples Airport Authority Noise Compatibility Committee.  

Having served for thirty-five years in local government and the last twelve as a Municipal Manager I am able to contribute my experience in public studies and processes as a member of the Committee.  

Please feel free to contact me if you have any questions. I look forward to hearing from you about this opportunity to contribute to our community.  

Sincerely,  

[Signature]  

Richard S. Krawczun
NAPLES AIRPORT AUTHORITY
NOISE COMPATIBILITY COMMITTEE
APPLICATION FOR VOLUNTEER SERVICE

Name: Richard S. Krawczun  Home Phone: N/A
Email: rskrawczun@gmail.com  Cell Phone: 609-789-3123
Address: 5669 Greenwood Circle, Naples, FL 34112
Business: N/A  Business Phone: 
Address: 

Are you a resident of, and domiciled within, the City of Naples and/or Collier County? Yes
If so, how long? 2 years  Are you a City of Naples and/or Collier County registered voter? Yes
Do you now hold public office? No  If so, what office?
Are you employed by the City of Naples Airport Authority or any other governmental body? No
If so, what is your position?
Are you related to anyone employed by the City of Naples Airport Authority? (Name) No
Do you now, or have you ever, served on the City of Naples Airport Authority Board or its Committees? No
If so, what Board or Committee?
Do you currently serve on the Council, Board or any Committee of the City of Naples or Collier County? No
If so, what Council, Board or Committee?

What community activities have you participated in such as Civic Clubs, Neighborhood Organizations, etc.?

Collier County Water and Wastewater Authority 2017-2019
Mary Spillane

802-999-1801

Personal Reference Phone
3522 Holdeman Creek Drive, Unit 125 Naples, FL 34112
rjspillane60@yahoo.com

Email

I acknowledge that I have received a copy of the Naples Airport Authority Noise Compatibility Committee By-Laws, and understand that regular attendance at meetings is expected. My signature below affirms that all of the information provided above is accurate to the best of my knowledge.

Signature

Date 2/27/2020

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Application for Volunteer Service 1/27/2020
RICHARD S. KRAWCZUN  
5669 Greenwood Circle  
Naples, Florida 34112  
609-789-3723  
rskrawczun@gmail.com

PROFESSIONAL SUMMARY

Chief Executive Officer with accomplished credentials in financial operations, community development, personnel management and long-range planning.

PROFESSIONAL HISTORY

2005-2017  Lawrence Township, New Jersey  
Township Manager/Director of Community Development  

- Chief Executive Officer of a full-service municipality serving a diverse population of 33,000 residents.  
- Responsible for staff of 200 employees.  
- Direct reports of seven operating departments.  
- Deliver formal presentations to Governing Body and public on fiscal matters, organizational analysis and planning/development proposals.  
- Develop and manage $45 million annual operating budget.  
- Prepare and actively execute multi-year capital improvement program.  
- Direct interaction on private and public developments including residential, commercial, educational and public infrastructure.  
- Member Lawrence Township Planning Board.  
- Labor negotiations four public safety unions, three civilian unions.  
- Emergency Management Team planning and response.  
- Grant Management.

1994-2017  Lawrence Township  
Director of Finance – Chief Financial Officer  

- Administer department of three divisions consisting of treasury, tax assessing and tax collection.  
- Formulate, implement and manage $45 million annual operating budget.  
- Manage, record and report on $135 million in annual revenues and disbursements for multiple fund activities.  
- Direct responsibility for purchasing operation.  
- Develop, execute and fiscally manage multi-year capital improvement program.  
- Plan, issue obligations and manage all short and long-term debt.  
- Labor negotiations.  
- Authority and responsibility for investment management of all funds.  
- Administer self-insurance for liability, property and workers compensation.  
- Joint Insurance Fund Commissioner.
Richard S. Krawczun
Page 2

1989 – 1994  City of Asbury Park
  Director of Finance and Administration – Chief Financial Officer
  
  • Administer department of two divisions consisting of treasury and tax collection.
  • Formulate, implement and manage $23 million operating, $5 million sewer and beach utility budgets.
  • Manage, record and report on $44 million in annual revenues and disbursements for multiple fund activities.

1986 – 1989  New Jersey Division of Local Government Services
  Project Specialist
  
  • Evaluate management and fiscal operations of various municipalities.
  • Issue reports to municipal officials on compliance including recommendations for improvement.
  • Conduct special review and analysis necessary for criminal investigations.
  • Assigned to positions with local governments to effectuate daily operations within distressed municipalities.

1982 – 1986  City of Trenton, Office of the City Clerk
  Research Assistant/Administrative Analyst
  
  • Perform research and analysis of policy matters.
  • Conduct review of work functions for recommended changes.
  • Support services to Trenton City Council.

ADDITIONAL PROFESSIONAL HISTORY

2017 – Present  IXP Corporation
  Consultant
  
  • Conduct analysis of emergency dispatch center operating costs. Develop fiscal models identifying direct and indirect long-term costs.

1989 – 2016  Rutgers University, Center for Government Services
  Coadjutant Faculty Member
  

2017 – 2019  Collier County, Florida
  Water and Wastewater Authority – Member

May – 2013  Rutgers School of Management and Labor Relations
  Public Sector Labor Relations Certification
October - 2010  European Green Capital Conference, Stockholm, Sweden
United States Representative


1994 - 2017  Lawrence Township Board of Education
Treasurer of School Monies

2004 - 2005  City of Asbury Park
Chief Financial Officer – Part-time

1997 - 2002  Borough of Lakehurst
Chief Financial Officer – Part-time

1998 - 1999  New Jersey State League of Municipalities
Conference Speaker

- Topics Presented: Capital Programs and Planning,
  Municipal Budget and Financial Issues Update.

EDUCATION

MA, Administration, Rider University
BA, Political Science, Seton Hall University

COMMUNITY/PROFESSIONAL AFFILIATIONS

- Lawrence Township Education Foundation, Township Representative
- Lawrence Township Community Foundation, Township Representative
- Lawrence Hopewell Trail Corporation, Board Member
- Lawrence Neighborhood Service Center, Finance Committee

REFERENCES – Available Upon Request.
NAPLES AIRPORT AUTHORITY
NOISE COMPATIBILITY COMMITTEE
APPLICATION FOR VOLUNTEER SERVICE

Name: Mark Welker
Email: markw@staybridgesuitesnaplesmarco.com
Address: 4266 27th Ct. SW #204 Naples, FL 34116
Business: Staybridge Suites Naples Marco Island Hotel
Address: 9401 Triangle Blvd.

Home Phone: 304-616-7042
Cell Phone: 304-616-7042
Business Phone: 1-239-774-1200 x-605

Are you a resident of, and domiciled within, the City of Naples and/or Collier County? yes

If so, how long? 1.5 years
Are you a City of Naples and/or Collier County registered voter? yes
Do you now hold public office? no
If so, what office? na

Are you employed by the City of Naples Airport Authority or any other governmental body? no
If so, what is your position? na

Are you related to anyone employed by the City of Naples Airport Authority? (Name) no
Do you now, or have you ever, served on the City of Naples Airport Authority Board or its Committees? no
If so, what Board or Committee? na
Do you currently serve on the Council, Board or any Committee of the City of Naples or Collier County? no
If so, what Council, Board or Committee? na

What community activities have you participated in such as Civic Clubs, Neighborhood Organizations, etc.?

East Naples Merchants Association Collier County Sports Council

Ms. Jennifer Thomas
Personal reference
4805 Tamiami Trail N. Naples, FL 34103
Address

754-246-2299
Phone
jenn.thomas@ypihospitality.com
Email

I acknowledge that I have received a copy of the Naples Airport Authority Noise Compatibility Committee By-Laws, and understand that regular attendance at meetings is expected. My signature below affirms that all of the information provided above is accurate to the best of my knowledge.

Mark Welker
Signature
Digitally signed by Mark Welker
Date: 2020.02.20 15:14:55 -05'00'

PLEASE ATTACH YOUR RESUME and forward it to Diane Terrill, Deputy Executive Director, City of Naples Airport Authority, 160 Aviation Drive North, Naples, FL 34104. You may also fax your application and resume to 239-643-4084. Questions should be directed to 239-643-0733 or dtterrill@flynaples.com.

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Application for Volunteer Service 1/27/2020
Resume of Mark Welker

4266 27th Ct. SW #204 Naples, FL 34116
Cell: 304-616-7042 Email: mwhotelier@gmail.com

Objective: Obtain a Director of Sales position with a growing hotel company.

PROFESSIONAL EXPERIENCE

- Accomplished over thirty years of experience in sales management, operations management, human resources, marketing and public relations in the hospitality industry.
- Demonstrated exceptional presentational skills and customer relations, resulting in profitability in highly competitive markets.
- Trained new employees and re-trained existing employees.
- Managed full-service, limited-service, extended-stay, pre-opening, multi-property, economy, mid-scale, upscale, boutique, luxury, resort, franchised, corporate and independent properties ranging from 113 – 1000 rooms.

Management, Operations and Organization

- Planned and implemented dining, banquet, bar and room service menus.
- Hired, trained and supervised as many as ninety employees.
- Created effective policies and procedures for employee training manuals.
- Prepared and conducted motivational meetings for clients, employees and management personnel.

Sales and Marketing

- Exceeded forecasted and budgeted projections for Revenue, Occupancy, ADR and RevPAR.
- Developed business and marketing plans to forecast future business.
- Implemented effective marketing and advertising plans.
- Organized special events to generate new business for seasonal promotions and sales.
- Created and maintained a preferred customer list with lead follow-up.
- Demonstrated effective cold-calling techniques, networking skills, prospecting and new business development.
EDUCATION AND AWARDS

- "Best of the Best" Director of Sales of the Year Award in 2009 for the IHG Staybridge Suites brand of 180 hotels.
- Achievement-Spirit Award Recipient – Top five percent out of 160 properties in sales revenue for 2008
- Weber International University – Babson Park, FL – Associates Degree
- Hyatt Hotels Corporation – Corporate Management Trainee one year program
- American Hotel Lodging Association Professional Designations:
  - CHS: Certified Hospitality Supervisor
  - CHSP: Certified Hotel Sales Professional
- Staybridge Suites Sales University – Director of Sales Certification
- Staybridge Suites General Manager Certification
- Red Roof Inn Management – Diploma
- Certified in First Aid, CPR and Serve Safe Food Safety
- IHG-Perform Revenue Management, IHG Holidex and Opera PMS

EMPLOYMENT

**Staybridge Suites Naples Marco Island at Lely Resort**  
Naples, FL  
October 2018- Present

Director of Sales and Marketing

**Staybridge Suites McLean-Tysons Corner, McLean, VA**  
Washington, D.C. area, February 2006 to August 2018

Director of Sales and Marketing  
August 2015 to August 2018

General Manager –  
February 2014 – August 2015

Director of Sales and Marketing –  
February 2006 – February 2014

Director of Sales and Marketing and General Manager – The Inn and Spa Hotel, Berkeley Springs, WV (Full Service)  
2003 – 2006

General Manager & Area Director of Sales (Three properties) – Red Roof Inn, Comfort Inn and EconoLodge, Winchester, VA  
2002 – 2003

Director of Sales – Holiday Inn, Winchester, VA  
2000 – 2002

Previous hotel management experience with Hyatt and Radisson Hotels in Sales, Operations, Food and Beverage and Human Resources

Proficient in Microsoft Word, Excel, PowerPoint, Outlook, ACT
To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Diane Terrill, Deputy Executive Director

Meeting Date: March 19, 2020

Re: ACTION ITEM

1. Noise Compatibility Committee Member Selection

SUMMARY: Board appointment of Noise Compatibility Committee Member for the Southeast Quadrant representative position in the following area:

- That area extending south and east from the intersection of Airport Pulling Road and Radio Road, inclusive of the Glades, Lely, and East Naples.

BACKGROUND: With the term of Noise Compatibility Committee Member John Mastrocinque expiring March 31, 2020, the Southeast Quadrant representative position is open. The selected applicant will serve a four-year term through March 31, 2024, effective upon appointment.

The following three applications were received:

1. David Boesche, 15 Estelle Drive, Naples
2. Richard Krawczun, 5669 Greenwood Circle, Naples
3. Mark Welker, 4266 27th Court, #204, Naples

COMMUNICATIONS PLAN: The appointment of the new representative member will be announced by a press release and published in the tenant newsletter and on our website.

FINANCIAL IMPACT: There is no financial impact involved with this approval.
To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Kerry Keith, Senior Director of Airport Development and Facilities

Meeting Date: March 19, 2020

Re: ACTION ITEM

2. Consultant Selection Committee Ranking of Firms for the North Quadrant Site Preparation – Design, Permitting and Construction Management Services

Summary: Board approval of the Consultant Selection Committee Ranking of three (3) firms interviewed to provide design, permitting, and construction management services for the North Quadrant Site Preparation project.

BACKGROUND: In compliance with State of Florida requirements, a Request for Qualifications (RFQ) for a North Quadrant Site Preparation Consultant firm was issued on January 6, 2020. The RFQ was advertised and posted to our website.

Respondents had until February 6, 2020 to submit their response. Three (3) proposals were received and determined to meet minimum qualifications.

On March 6, 2020, the Consultant Selection Committee interviewed the three (3) firms and ranked them as follows:

1. EG Solutions, Inc.
2. Hanson Professional Services Inc.
3. AECOM Technical Services, Inc.

Pending Board approval of the ranking, staff will commence negotiations with the top ranked firm with the intention of presenting a contract for Board approval at the April 2020 Regular meeting.

COMMUNICATIONS PLAN: The finalists have been notified of the final ranking, and the results will be posted on our web site.

FINANCIAL IMPACT: There is no financial impact involved with this approval.
To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Heather LeDuc, Business Manager

Meeting Date: March 19, 2020

Re: ACTION ITEM

3. License Agreement with Summit Broadband, Inc.

SUMMARY: Authorize the Executive Director to execute a License Agreement ("Agreement") between Summit Broadband ("Summit") and the Authority.

BACKGROUND: Summit desires to enter into an Agreement with the Authority for installation of fiber optic cabling to serve the Elite Aviation leasehold. The installation will be performed in accordance with approved plans and specifications, and Summit will be responsible for maintaining the facilities. The agreement has an initial term of ten (10) years with two (2) successive renewal terms of five (5) years each.

COMMUNICATIONS PLAN: Not applicable.

FINANCIAL IMPACT: Summit has reimbursed the Authority for the legal fees associated with this request.
Proposed Layout
Summit Broadband Fiber Cable
To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

Meeting Date: March 19, 2020

Re: NEW BUSINESS

1. Gordon River Greenway Branding and Wayfinding

SUMMARY: Board consensus in support of the Gordon River Greenway branding and wayfinding initiative.

BACKGROUND: The Naples Airport Authority has been a critical partner in the success of the Greenway. With the recent opening of Baker Park and completion of the “missing link” near North Road, there is a desire amongst key stakeholders to enhance the branding and wayfinding to provide the best experience possible for everyone who enjoys the Greenway and the amenities connected to it.

COMMUNICATIONS PLAN: Not applicable.

FINANCIAL IMPACT: Not applicable.
Gordon River Greenway Branding and Wayfinding

Chris Rozansky, Executive Director
NAA Board of Commissioners Regular Meeting
March 19, 2020
Background

• First conceptualized in 1987, the Gordon River Greenway is the result of a collaborative effort by the following stakeholders:

  - Southwest Florida Land Preservation Trust
  - Naples Airport Authority
  - City of Naples
  - Collier County
  - Convention and Visitors Bureau
  - Conservancy of Southwest Florida
  - Naples Zoo

• More recently, the focus has been how best to leverage the Greenway and enhance wayfinding using a unique brand while also maintaining the identify of each partner organization
Wayfinding Workshop – December 3, 2019

Community Solutions Group (Orlando, FL) facilitated discussion about branding and wayfinding
Conceptual Sign Design

Schematic Design Options

- Parking Directional
- Parking Lot Arrivals
- Pedestrian Directional
- Pedestrian Kiosk
- Rules and Regulations

Gordon River Greenway Wayfinding Workshop
Next Steps

- Staff is requesting the Boards consensus in support of the initiative
- Each stakeholder is presenting the concept to their governing body
- The NAA would be responsible for its share of professional services and signage on its property
- Signage could include historical and education information about the Naples Airport
- Additional details will be presented to the Board
LEADERSHIP TEAM REPORT

February 2020 – March 2020

FOSTER A VALUED, ENGAGED AND EMPOWERED WORKFORCE

Values-Centered Culture

Employees were recognized during National Employee Recognition Day on March 6th for their hard work and efforts during a record-breaking season with lunch and an additional day off to be used before the end of this fiscal year.

ICMA-RC representatives were on site and offered a lunch-and-learn session focused on How to Pay Off and Prevent Debt for public sector employees. Natascha Barone, Retirement Plan Specialist, was also on site to meet with employees during individual appointments.

Leadership Development

The Director of Finance and Administration participated in the American Association of Airport Executives (AAAE) Airport Finance and Administration conference in Jacksonville and also met with our insurance team (PRIA) at their offices in Jacksonville to discuss our policy renewals.

The Executive Director was invited to speak at a workshop entitled Airport Development – An Assessment of Current and Future Growth Requirements at the ACC/AAAE Airport Planning, Design and Construction Symposium held in Reno, Nevada from February 19th to 21st. The symposium attracted approximately 1,500 airport planning and design professionals from around the nation.

Two members of the finance team attended a sales and use tax seminar in Fort Myers.

The Senior Director of Airport Operations attended the National Air Transportation Association Business Committee meeting February 24th-25th, in Dallas, TX. Members of this Committee are tasked with promoting the interests of the association’s airport businesses by addressing regulatory and legislative issues and industry concerns.

The FBO Manager began the Associate Leadership Collier program (formerly known as GAIN). Associate Leadership Collier is a program specifically designed for emerging leaders and professionals in Collier County of ages 21-40. Participants will learn about local government, charitable organizations, arts, commerce, law enforcement, tourism, education and other resources so that graduates can become involved and be an effective contributor, in the community.

Naples Airport was recognized by the ANTN Digicast Airport Awards for Training Excellence in the General Aviation Airport category for 2019. The threshold for the award requires 100 programs watched by employees of the General Aviation airport. Employees at Naples Airport watched 841
programs in categories including Administration, Aircraft Rescue and Fire Fighting, Environmental, Operations/Maintenance and Police/Public Safety/Security. The ANTN DigiCast computer based training system is offered through the Airport Safety and Training Institute that was founded in 1996 at AAAE.

The Senior Manager of Human Resources attended the National Business Aircraft Association conference in Orlando with nearly 450 business aviation department directors and HR professionals. This year’s theme was Employee Culture and Retention in Aviation.

The Senior Manager of Human Resources and Finance and Administration Manager attended a Society for Human Resources Management luncheon to hear a speaker on the topic of recruitment in today’s labor market.

The Senior Manager of Human Resources participated in a focus group, at the invitation of Career Source of Southwest Florida (CSSWF), to share opinions with other local business leaders and human resource professionals regarding the CSSWF’s services, what other services they could provide now and in the future to help businesses with employment needs and employee development.

The Senior Manager of Human Resources and Finance and Administration Manager attended a webinar regarding the Setting Every Community Up for Retirement Enhancement Act (SECURE) of 2019 signed into law on December 20, 2019. The purpose of the webinar was to educate on the law’s impact on retirement plans already in place such as the Authority’s.

The Executive Director, Deputy Executive Director, Director of Finance and Administration and Senior Manager of Human Resources met with the retirement plan consultant of Montgomery Retirement Plan Advisors to conduct the Authority’s annual review of the plans for compliance and to conduct the quarterly investment plans review.

The FBO/Operations Department welcomed a new seasonal Ramp Assistant, as well as two new Line Technicians.

The FBO/Operations Department continued interviewing for the Quality Control Coordinator position and look to have the position filled soon.

The Senior Director of Airport Operations, FBO Manager and a Customer Service Coordinator were slated to attend the annual National Business Aviation Association (NBAA) Scheduler’s and Dispatcher’s conference in Charlotte, NC, February 10th -13th. However, due to the coronavirus concerns and learning that many attendees withdrew, the trip was cancelled.

The Airport Development Specialist attended a two-day workshop on airport GIS technologies. This event was hosted by AAAE and presented in Fort Myers.

The Senior Director of Development and Facilities participated in the Florida Airports Council (FAC) 2020 DC Fly-In. Approximately 20 members of FAC divided into groups to meet with Representatives, Senators, and committee staffers to discuss FAC legislative concerns.
Naples Aviation safely and efficiently surpassed its previous record for Jet A fuel sales in a single month. The previous record of 1,007,595 gallons was set in January 2020; the new record is 1,011,196 gallons sold in February 2020.

Alerts

There were (4) alerts for the month of February 2020.

<table>
<thead>
<tr>
<th>DATE</th>
<th>ALERT</th>
<th>TYPE A/C</th>
<th>PROBLEM</th>
<th>RESULT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2/12/2020</td>
<td>2</td>
<td>BE350</td>
<td>Airborne, fuel leaking from left wing fuel cap</td>
<td>Landed safely RWY23 without incident.</td>
</tr>
<tr>
<td>2/13/2020</td>
<td>6</td>
<td>Cirrus Vision Jet</td>
<td>Right main flat tire on landing RWY05.</td>
<td>Towed from movement area without incident, for repairs.</td>
</tr>
<tr>
<td>2/19/2020</td>
<td>2</td>
<td>PA28</td>
<td>Unable to get landing gear down and locked.</td>
<td>After several passes, the pilot was able to get the gear down and locked, landing safely on RWY23 without incident.</td>
</tr>
<tr>
<td>2/21/2020</td>
<td>6</td>
<td>SR22</td>
<td>Left main tire blow-out landing RWY05.</td>
<td>There were no injuries or damage. Aircraft was safely removed from the movement area without incident, for repairs.</td>
</tr>
</tbody>
</table>

Development and Facilities Maintenance

Annual fire alarm inspections were completed on 11 buildings with monitored fire panels. Six-month inspections were completed on the three engineered systems in our server rooms.

On February 27th, the FAA completed a spot inspection of the Fuel Farm Facility and did not annotate any discrepancies. The fuel tank registration and insurance information has been submitted for the new Airport Rescue and Fire Fighting station back-up generator. All fuel tanks over 550 gallons are required to be registered with the State of Florida Department of Environmental Protection. The new tank has a capacity of 1,800 gallons and is sized to operate the generator for three (3) days under a 100 percent load factor.

Safety

The Safety Action Team, along with Dr. Dave Byers, reviewed the Safety Risk Management (SRM) program process, risk areas, data collection system and hazard reporting during its regular meeting on March 5th. The SRM is the heart of the Safety Management System (SMS), which will further promote a proactive safety culture within the Authority and for customers and tenants once implemented.
Authority staff is closely monitoring updates regarding the coronavirus (COVID-19). The Centers for Disease Control (CDC) offers several strategies for employers to help prevent workplace exposure. The Executive Department has consulted with Authority Counsel on a variety of related topics. Posters have been placed in all Authority restrooms and custodial staff is conducting additional cleaning of common areas on a daily basis.

COMMITTED TO SUSTAINABILITY

Outreach

The US Aircraft Expo, February 21st-22nd, was well attended and included 18 display aircraft. The world’s leading aircraft manufacturers and dealers sponsor this event where the latest models of general aviation aircraft are on display for prospective buyers. Organizers have indicated they would like to return next year.

During the EAA’s Ford Tri-Motor visit, 189 passengers were flown. This number is down from last year’s event when it was combined with the Lorenzo Walker Fly-In Cruise-In but was still considered a success. EAA Chapter 1067 has scholarships available for potential private pilots from 15 to 18 years of age. Information is available at www.1067.eaachapter.org/.

The Executive Director and Deputy Executive Director are scheduled to speak at the Aqualane Shores Homeowners Association Board Meeting on March 17th about the Part 150 Noise Study.

Tours

Four tours were conducted in February for a total of 32 individuals. Two of the four tours were conducted for 18 Lorenzo Walker Technical College Airframe and Powerplant students. The students toured our Naples Aviation FBO, Aircraft Rescue and Firefighting station, Collier County Sherriff’s Department Hangar, Naples Jet Center and a vehicle tour through additional aircraft maintenance facilities.

On March 6th the Deputy Executive Director and Operations Manager met with Noise Compatibility Committee applicants to provide an overview of airport operations and initiatives, and provide a tour of the airfield.

UPCOMING SCHEDULED EVENTS

<table>
<thead>
<tr>
<th>NAME OF EVENT</th>
<th>LOCATION</th>
<th>EVENT DATES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rotary Club of Naples Charitable Foundation Inc./Cornhole Tournament</td>
<td>CAT Grass Area</td>
<td>03/28/20</td>
</tr>
</tbody>
</table>
The following is a high-level summary for February 2020, plus information on upcoming events:

**February 2020 compared to February 2019:**

- Total Aircraft operations are down 5.3%
- IFR (Instrument Flight Rules) operations are up 7.2%
- VFR (Visual Flight Rules) operations are down 16%
- Voluntary curfew (10pm – 7am) operations are down 9.2%
- 72.1% of the operations occurred during the “shoulder hours” in February 2020 as compared to 71.9% during February 2019.
- Voluntary curfew compliance rate is 98.5% in February 2020, as compared to 98.5% in February 2019.

**FY 2020 compared to FY 2019 (October-February):**

- Total Aircraft operations are up 5.5%
- IFR (Instrument Flight Rules) operations are up 7.6%
- VFR (Visual Flight Rules) operations are up 3.9%
- Voluntary curfew (10pm – 7am) operations are down 3.4%
- Voluntary YTD curfew compliance rate is 98.6% for FY 2020 and 98.5% for FY 2019.

The next **Noise Compatibility Committee Regular Meeting** is scheduled for Thursday, April 30th, 2020, at 9 a.m., in Airport Office Building Conference Room located at 200 Aviation Drive North, 2nd floor. The public is encouraged to attend.

Videos of NCC Meetings are available for viewing at: [https://flynaples.com/agendas-minutes-videos/](https://flynaples.com/agendas-minutes-videos/)

NCC and NAA Annual Reports are posted on the Authority’s website at: [https://flynaples.com/annual-reports/](https://flynaples.com/annual-reports/)
Naples Airport - Operations Summary
Prepared by the Naples Airport Authority
February 2020

Day and Night Operations Annual & Current Month

Voluntary Curfew (10 pm to 7 am) enacted May 1996

% Night Operations 2.7% 1.9% 2.3% 2.6% 2.5% 1.9% 1.9%

Night Operations by Hour - Current Month

72.1% of night operations took place during the hours of 10 pm - midnight and 6 a.m. - 7 a.m.

Voluntary Curfew Activity by Aircraft Category, Current Month

US Customs and Border Protection Aircraft Clearings

<table>
<thead>
<tr>
<th></th>
<th>Cleared and Stayed</th>
<th>Cleared and Departed</th>
<th>Total Cleared</th>
<th>Cleared and Stayed</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2011*</td>
<td>304</td>
<td>6</td>
<td>310</td>
<td>98.1%</td>
</tr>
<tr>
<td>FY 2012</td>
<td>492</td>
<td>16</td>
<td>508</td>
<td>96.9%</td>
</tr>
<tr>
<td>FY 2013</td>
<td>549</td>
<td>12</td>
<td>561</td>
<td>97.9%</td>
</tr>
<tr>
<td>FY 2014</td>
<td>762</td>
<td>26</td>
<td>788</td>
<td>96.7%</td>
</tr>
<tr>
<td>FY 2015</td>
<td>874</td>
<td>32</td>
<td>906</td>
<td>96.5%</td>
</tr>
<tr>
<td>FY 2016</td>
<td>1025</td>
<td>47</td>
<td>1072</td>
<td>95.6%</td>
</tr>
<tr>
<td>FY 2017</td>
<td>1204</td>
<td>22</td>
<td>1226</td>
<td>98.2%</td>
</tr>
<tr>
<td>FY 2018</td>
<td>1334</td>
<td>28</td>
<td>1362</td>
<td>97.9%</td>
</tr>
<tr>
<td>FY 2019</td>
<td>1345</td>
<td>20</td>
<td>1365</td>
<td>98.5%</td>
</tr>
<tr>
<td>FY 2020 YTD</td>
<td>644</td>
<td>7</td>
<td>651</td>
<td>98.9%</td>
</tr>
</tbody>
</table>

* Facility opened December 30, 2010

Leadership Team Report

March 19, 2020
<table>
<thead>
<tr>
<th>MONTH</th>
<th>TOTAL AIRCRAFT CLEARED</th>
<th>AIRCRAFT CLEARED/STAYED IN NAPLES</th>
<th>CLEARED/DEPARTED FOR DESTINATION</th>
<th>PERSONS CLEARED</th>
</tr>
</thead>
<tbody>
<tr>
<td>OCTOBER</td>
<td>63</td>
<td>63</td>
<td>0.0</td>
<td>63</td>
</tr>
<tr>
<td>NOVEMBER</td>
<td>143</td>
<td>110</td>
<td>-23.1</td>
<td>137</td>
</tr>
<tr>
<td>DECEMBER</td>
<td>137</td>
<td>153</td>
<td>11.7</td>
<td>135</td>
</tr>
<tr>
<td>JANUARY</td>
<td>138</td>
<td>162</td>
<td>17.4</td>
<td>137</td>
</tr>
<tr>
<td>FEBRUARY</td>
<td>173</td>
<td>163</td>
<td>-5.8</td>
<td>172</td>
</tr>
<tr>
<td>MARCH</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>APRIL</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MAY</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JUNE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>JULY</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AUGUST</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SEPTEMBER</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>YTD TOTALS</td>
<td>654</td>
<td>651</td>
<td>-0.5</td>
<td>644</td>
</tr>
</tbody>
</table>
CITY OF NAPLES AIRPORT AUTHORITY
ACTIVITY REPORT
PERIOD ENDING 29 FEBRUARY 2020

<table>
<thead>
<tr>
<th>OPERATIONS</th>
<th>Current Month</th>
<th>Year to Date</th>
<th>Variance %</th>
<th>Year to Date</th>
<th>Variance %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY 19</td>
<td>FY 20</td>
<td>FY 19</td>
<td>FY 20</td>
<td></td>
</tr>
<tr>
<td>OPERATIONS - Itinerant</td>
<td></td>
<td></td>
<td>NMF</td>
<td>1</td>
<td>0</td>
</tr>
<tr>
<td>Air Carrier</td>
<td>0</td>
<td>0</td>
<td>NMF</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial</td>
<td>1,793</td>
<td>1,773</td>
<td>(1.1)</td>
<td>7,821</td>
<td>7,900</td>
</tr>
<tr>
<td>General Aviation</td>
<td>7,557</td>
<td>7,685</td>
<td>1.7</td>
<td>32,897</td>
<td>34,065</td>
</tr>
<tr>
<td>Military</td>
<td>28</td>
<td>9</td>
<td>(67.9)</td>
<td>56</td>
<td>57</td>
</tr>
<tr>
<td>TOTAL ITINERANT OPERATIONS</td>
<td>9,378</td>
<td>9,467</td>
<td>0.9</td>
<td>40,775</td>
<td>42,022</td>
</tr>
<tr>
<td>OPERATIONS - Local</td>
<td></td>
<td></td>
<td>NMF</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial</td>
<td>0</td>
<td>0</td>
<td>NMF</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>General Aviation</td>
<td>2,165</td>
<td>1,470</td>
<td>(32.1)</td>
<td>10,183</td>
<td>11,851</td>
</tr>
<tr>
<td>Military</td>
<td>0</td>
<td>0</td>
<td>NMF</td>
<td>10</td>
<td>5</td>
</tr>
<tr>
<td>TOTAL LOCAL OPERATIONS</td>
<td>2,165</td>
<td>1,470</td>
<td>(32.1)</td>
<td>10,193</td>
<td>11,856</td>
</tr>
<tr>
<td>TOTAL NIGHT OPERATIONS</td>
<td>229</td>
<td>208</td>
<td>(9.2)</td>
<td>1,050</td>
<td>1,014</td>
</tr>
<tr>
<td>TOTAL IFR - Operations *</td>
<td>5,417</td>
<td>5,807</td>
<td>(7.2)</td>
<td>22,638</td>
<td>24,356</td>
</tr>
<tr>
<td>TOTAL VFR - Operations</td>
<td>6,355</td>
<td>5,338</td>
<td>(16.0)</td>
<td>29,380</td>
<td>30,536</td>
</tr>
<tr>
<td>TOTAL OPERATIONS</td>
<td>11,772</td>
<td>11,145</td>
<td>(5.3)</td>
<td>52,018</td>
<td>54,892</td>
</tr>
</tbody>
</table>

* As reported by ATCT
NMF = No Meaningful Figure
Aviation Fuel Gallons & Aircraft Operations Historical Comparison
36 Months

Aviation Gallons

Aircraft Operations

**NOTE:** Jet Operations figures are provided by Flight Aware and are subject to change due to their reporting methods. ***/*
### Voluntary Turnover

<table>
<thead>
<tr>
<th></th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>NAA Voluntary Turnover History (Annual)</td>
<td>4.1%</td>
<td>8.1%</td>
<td>10.0%</td>
<td>12.8%</td>
<td>6.74%</td>
</tr>
<tr>
<td>National Average</td>
<td>20.7%</td>
<td>26.3%</td>
<td>30.5%</td>
<td>35.0%</td>
<td>35.0%</td>
</tr>
</tbody>
</table>

### EMPLOYMENT

<table>
<thead>
<tr>
<th></th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Budgeted Positions (Non Seasonal)</td>
<td>73.6%</td>
<td>74.8%</td>
<td>76.0%</td>
<td>86.0%</td>
<td>89.0%</td>
</tr>
<tr>
<td>Budgeted Positions (Seasonal)</td>
<td>2.5%</td>
<td>2.5%</td>
<td>2.5%</td>
<td>3.8%</td>
<td>14.0%</td>
</tr>
<tr>
<td>Actual Positions (Non Seasonal)</td>
<td>72.2%</td>
<td>73.9%</td>
<td>72.0%</td>
<td>79.0%</td>
<td>77.8%</td>
</tr>
<tr>
<td>Actual Positions (Seasonal)</td>
<td>2.8%</td>
<td>2.6%</td>
<td>2.0%</td>
<td>3.6%</td>
<td>12.0%</td>
</tr>
</tbody>
</table>

### Budgeted vs Actual Full Time: FY 2020

- **Budgeted:**
  - 0%
  - 5%
  - 10%
  - 15%
  - 20%
  - 25%
  - 30%
  - 35%
  - 40%
  - 45%
  - 50%
  - 55%
  - 60%
  - 65%
  - 70%
  - 75%
  - 80%
  - 85%
  - 90%
  - 95%
  - 100%
  - 105%
  - 110%

- **Actual:**

### Years of Service with the Authority

<table>
<thead>
<tr>
<th></th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>YTD FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>3+ years</td>
<td>65.8%</td>
<td>66.7%</td>
<td>64.8%</td>
<td>63.8%</td>
<td>65.1%</td>
</tr>
<tr>
<td>5+ years</td>
<td>56.9%</td>
<td>56.9%</td>
<td>55.4%</td>
<td>48.8%</td>
<td>51.8%</td>
</tr>
</tbody>
</table>

### Work Injuries

<table>
<thead>
<tr>
<th></th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>3+ Years</td>
<td>51.8%</td>
<td>65.1%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Days Away from Work

<table>
<thead>
<tr>
<th></th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Work Injuries</td>
<td>3</td>
<td>5</td>
<td>4</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>Days Away from Work³</td>
<td>1</td>
<td>5</td>
<td>49</td>
<td>65</td>
<td>3</td>
</tr>
</tbody>
</table>

### Damage Incidents

<table>
<thead>
<tr>
<th></th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Per actual positions (FTE)</td>
<td>0.05</td>
<td>0.01</td>
<td>0.01</td>
<td>0.01</td>
<td>0</td>
</tr>
</tbody>
</table>

---

1. Voluntary Turnover National Average based on BLS data for Local Government-Non Educational. FY20 is current estimated. Annual report is released in March.
2. Effective January 2018 a change in the report reflects annual budgeted positions and actual positions year to date. Prior years reflect fiscal year adjusted FTE's.
3. 50 of the missed days is a single incident in FY18 that resulted in 2 surgeries. Employee returned to work 10/31/2018. Then additional missed days for 2nd surgery in FY19 included 22 additional days missed.
4. Report does not reflect Hurricane Irma damage.

Leadership Team Report -10- March 19, 2020
To: Honorable Chair and Commissioners  
From: Christopher A. Rozansky, Executive Director  
By: Ken Warriner, Director of Finance and Administration  
Meeting Date: March 19, 2020  
Re: February 2020 Financials

1. Financial Summary

For the month of February 2020, operating revenue (net of cost of goods sold) was $2,636,647 compared to the budget of $2,244,853. This was favorable to budget by $391,794 or 17%. Operating expenses were favorable to budget by $467,059 or 31%. Income from operations was $1,583,997 or $858,853 favorable to the budget. The change in net position before capital contributions was favorable to budget by $825,015. For the year-to-date period, the change in net position before capital contributions is favorable to budget by $2,500,194.

### Key Financial Measures - Current Month

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>Prior Year</th>
<th>Budget Variance</th>
<th>Prior Year Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fuel sales - Jet A gallons</td>
<td>1,011,196</td>
<td>926,315</td>
<td>929,239</td>
<td>84,881</td>
<td>9%</td>
</tr>
<tr>
<td>Fuel sales - AvGas gallons</td>
<td>37,467</td>
<td>38,556</td>
<td>40,258</td>
<td>(1,089)</td>
<td>-3%</td>
</tr>
<tr>
<td>Operating revenue</td>
<td>$ 2,636,647</td>
<td>$ 2,244,853</td>
<td>$ 2,266,474</td>
<td>$ 391,794</td>
<td>17%</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>$ 1,052,651</td>
<td>$ 1,519,710</td>
<td>$ 848,681</td>
<td>$ 467,059</td>
<td>31%</td>
</tr>
<tr>
<td>Change in net position*</td>
<td>$ 1,343,154</td>
<td>$ 518,140</td>
<td>$ 1,195,245</td>
<td>$ 825,015</td>
<td>159%</td>
</tr>
</tbody>
</table>

### Key Financial Measures - Fiscal Year-to-Date

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>Prior Year</th>
<th>Budget Variance</th>
<th>Prior Year Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fuel sales - Jet A gallons</td>
<td>4,268,219</td>
<td>3,787,794</td>
<td>4,027,124</td>
<td>480,425</td>
<td>13%</td>
</tr>
<tr>
<td>Fuel sales - AvGas gallons</td>
<td>169,344</td>
<td>166,249</td>
<td>176,125</td>
<td>3,095</td>
<td>2%</td>
</tr>
<tr>
<td>Operating revenue</td>
<td>$ 10,782,299</td>
<td>$ 9,093,045</td>
<td>$ 9,310,539</td>
<td>$ 1,689,254</td>
<td>19%</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>$ 5,507,434</td>
<td>$ 6,426,681</td>
<td>$ 4,707,209</td>
<td>$ 919,247</td>
<td>14%</td>
</tr>
<tr>
<td>Change in net position*</td>
<td>$ 4,088,160</td>
<td>$ 1,587,966</td>
<td>$ 3,419,886</td>
<td>$ 2,500,194</td>
<td>157%</td>
</tr>
</tbody>
</table>

* before capital contributions

As of the end of February, the Authority was still at capacity for aircraft storage rentals with a waiting list of 94 for various size rental spaces. Of these, 38% are current tenants and 62% are prospective tenants.
City of Naples Airport Authority

Board of Commissioners Financial Reports

Monthly Period Ended

February 29, 2020
# Index

<table>
<thead>
<tr>
<th>Description</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Statements of Revenues, Expenses and Changes in Net Position - Month</td>
<td>1</td>
</tr>
<tr>
<td>Statements of Revenues, Expenses and Changes in Net Position - Year-to-Date</td>
<td>2</td>
</tr>
<tr>
<td>Statement of Net Position</td>
<td>3</td>
</tr>
<tr>
<td>Statement of Cash Flows</td>
<td>4</td>
</tr>
<tr>
<td>Investments</td>
<td>5</td>
</tr>
<tr>
<td>Operating Expenses by Select Departments</td>
<td>6</td>
</tr>
<tr>
<td>Non-Participatory Capital Projects</td>
<td>7</td>
</tr>
<tr>
<td>Major Capital Projects</td>
<td>8 - 9</td>
</tr>
</tbody>
</table>
## City of Naples Airport Authority

### Statements of Revenues, Expenses and Changes in Net Position

**For the Period Ending February 29, 2020**

<table>
<thead>
<tr>
<th>Operating Revenue</th>
<th>Actual Month</th>
<th>Budget Month</th>
<th>Favorable/ (Unfavorable)</th>
<th>%</th>
<th>(Variance) Explanations ($&gt;$10,000 and 10%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation Fuel Sales</td>
<td>$3,989,747</td>
<td>$3,903,006</td>
<td>$86,741</td>
<td>2%</td>
<td></td>
</tr>
<tr>
<td>Cost of Aviation Fuel Sales</td>
<td>($2,203,647)</td>
<td>($2,385,140)</td>
<td>$181,493</td>
<td>(8)</td>
<td></td>
</tr>
<tr>
<td>Net Aviation Fuel Sales</td>
<td>$1,786,100</td>
<td>$1,517,867</td>
<td>$268,234</td>
<td>18%</td>
<td></td>
</tr>
<tr>
<td>Hangar Rentals</td>
<td>$119,281</td>
<td>$120,867</td>
<td>($1,585)</td>
<td>(1)</td>
<td></td>
</tr>
<tr>
<td>Building &amp; Land Rent</td>
<td>130,395</td>
<td>124,319</td>
<td>6,076</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Ramp and Tie Down Fees</td>
<td>247,612</td>
<td>181,366</td>
<td>66,246</td>
<td>37</td>
<td></td>
</tr>
<tr>
<td>Line Services</td>
<td>153,985</td>
<td>134,100</td>
<td>19,885</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>Concession Fees</td>
<td>127,995</td>
<td>96,303</td>
<td>31,692</td>
<td>33</td>
<td></td>
</tr>
<tr>
<td>U.S. Customs User Fees</td>
<td>51,150</td>
<td>60,982</td>
<td>(9,832)</td>
<td>(16)</td>
<td></td>
</tr>
<tr>
<td>Flowage Fees and Misc. Revenue</td>
<td>20,128</td>
<td>9,050</td>
<td>11,078</td>
<td>122</td>
<td></td>
</tr>
<tr>
<td><strong>Total Operating Revenue</strong></td>
<td>$2,636,647</td>
<td>$2,244,853</td>
<td>$391,794</td>
<td>17%</td>
<td></td>
</tr>
</tbody>
</table>

### Operating Expenses

<table>
<thead>
<tr>
<th>Personnel Expenses:</th>
<th>Actual</th>
<th>Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries and Wages</td>
<td>$423,348</td>
<td>$528,772</td>
</tr>
<tr>
<td>Payroll Taxes</td>
<td>30,340</td>
<td>39,543</td>
</tr>
<tr>
<td>Benefits</td>
<td>110,249</td>
<td>113,705</td>
</tr>
<tr>
<td><strong>Total Personnel Expenses</strong></td>
<td>$563,937</td>
<td>$682,019</td>
</tr>
<tr>
<td>Professional Services</td>
<td>59,148</td>
<td>113,978</td>
</tr>
<tr>
<td>Contracted Services</td>
<td>80,323</td>
<td>82,875</td>
</tr>
<tr>
<td>Insurance</td>
<td>50,519</td>
<td>54,720</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>$1,052,651</td>
<td>$1,519,710</td>
</tr>
</tbody>
</table>

### Income from Operations

<table>
<thead>
<tr>
<th>Actual</th>
<th>Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,583,997</td>
<td>$725,143</td>
</tr>
</tbody>
</table>

### Non-Operating Revenue/(Expenses)

<table>
<thead>
<tr>
<th>Actual</th>
<th>Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>$29,653</td>
<td>$27,180</td>
</tr>
<tr>
<td>$332,115</td>
<td>$(307,274)</td>
</tr>
<tr>
<td>58,977</td>
<td>73,090</td>
</tr>
<tr>
<td>2,643</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Non-Operating Revenue/(Expenses)</strong></td>
<td>$(240,842)</td>
</tr>
</tbody>
</table>

### Income Before Capital Contributions

<table>
<thead>
<tr>
<th>Actual</th>
<th>Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,343,154</td>
<td>$518,140</td>
</tr>
</tbody>
</table>

### Capital Contributions

<table>
<thead>
<tr>
<th>Actual</th>
<th>Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>$149,243</td>
<td>-</td>
</tr>
</tbody>
</table>

### Change in Net Position

<table>
<thead>
<tr>
<th>Actual</th>
<th>Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,492,398</td>
<td>$518,140</td>
</tr>
</tbody>
</table>
City of Naples Airport Authority  
Statements of Revenues, Expenses and Changes in Net Position  
For the Period Ending February 29, 2020

### Operating Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual Year-to-Date</th>
<th>Budget Year-to-Date</th>
<th>Favorable/Unfavorable</th>
<th>(Variance) Explanations (&gt;=$25,000 and 10%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviation Fuel Sales</td>
<td>$17,539,795</td>
<td>$15,957,023</td>
<td>$1,582,772 (10%)</td>
<td>(477,963) 5%</td>
</tr>
<tr>
<td>Cost of Aviation Fuel Sales</td>
<td>(10,256,807)</td>
<td>(9,778,844)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Aviation Fuel Sales</td>
<td>$7,282,989</td>
<td>$6,178,179</td>
<td>$1,104,809 (18%)</td>
<td></td>
</tr>
<tr>
<td>Hangar Rentals</td>
<td>$599,976</td>
<td>$578,253</td>
<td>$21,724 (4%)</td>
<td></td>
</tr>
<tr>
<td>Building &amp; Land Rent</td>
<td>650,824</td>
<td>601,727</td>
<td>49,097 (8%)</td>
<td></td>
</tr>
<tr>
<td>Ramp and Tie Down Fees</td>
<td>938,273</td>
<td>729,479</td>
<td>208,796 (29%)</td>
<td></td>
</tr>
<tr>
<td>Line Services</td>
<td>572,140</td>
<td>433,675</td>
<td>138,465 (32%)</td>
<td></td>
</tr>
<tr>
<td>Concession Fees</td>
<td>439,504</td>
<td>283,160</td>
<td>156,345 (55%)</td>
<td></td>
</tr>
<tr>
<td>U.S. Customs User Fees</td>
<td>212,260</td>
<td>238,717</td>
<td>(26,457) (11%)</td>
<td></td>
</tr>
<tr>
<td>Flowage Fees and Misc. Revenue</td>
<td>86,331</td>
<td>49,855</td>
<td>36,475 (73%)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Operating Revenue</strong></td>
<td>$10,782,299</td>
<td>$9,093,045</td>
<td>$1,689,254 (19%)</td>
<td></td>
</tr>
</tbody>
</table>

### Operating Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual Year-to-Date</th>
<th>Budget Year-to-Date</th>
<th>Favorable/Unfavorable</th>
<th>(Variance) Explanations (&gt;=$25,000 and 10%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries and Wages</td>
<td>$2,271,935</td>
<td>$2,562,192</td>
<td>$290,257 (11%)</td>
<td>(3)</td>
</tr>
<tr>
<td>Payroll Taxes</td>
<td>163,571</td>
<td>197,714</td>
<td>34,143 (17%)</td>
<td></td>
</tr>
<tr>
<td>Benefits</td>
<td>588,614</td>
<td>569,336</td>
<td>(19,278) (3)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Personnel Expenses</strong></td>
<td>$3,024,120</td>
<td>$3,329,242</td>
<td>$305,122 (9%)</td>
<td></td>
</tr>
<tr>
<td>Professional Services</td>
<td>$272,988</td>
<td>$570,088</td>
<td>$297,100 (52%)</td>
<td></td>
</tr>
<tr>
<td>Contracted Services</td>
<td>405,044</td>
<td>414,375</td>
<td>9,331 (2)</td>
<td></td>
</tr>
<tr>
<td>Insurance</td>
<td>245,876</td>
<td>260,160</td>
<td>14,284 (5)</td>
<td></td>
</tr>
<tr>
<td>Airfield and Grounds Maintenance</td>
<td>348,449</td>
<td>424,285</td>
<td>75,836 (18)</td>
<td></td>
</tr>
<tr>
<td>Building Maintenance</td>
<td>107,252</td>
<td>113,169</td>
<td>5,917 (5)</td>
<td></td>
</tr>
<tr>
<td>Vehicle and Equipment Maintenance</td>
<td>153,341</td>
<td>161,040</td>
<td>7,700 (5)</td>
<td></td>
</tr>
<tr>
<td>Utilities</td>
<td>141,594</td>
<td>165,779</td>
<td>24,185 (15)</td>
<td></td>
</tr>
<tr>
<td>Credit Card Fees</td>
<td>161,871</td>
<td>141,539</td>
<td>(20,332) (14)</td>
<td></td>
</tr>
<tr>
<td>Software Licenses and Support</td>
<td>93,600</td>
<td>133,333</td>
<td>39,733 (30)</td>
<td></td>
</tr>
<tr>
<td>Legal Services</td>
<td>111,689</td>
<td>139,477</td>
<td>27,789 (20)</td>
<td></td>
</tr>
<tr>
<td>Communications</td>
<td>108,483</td>
<td>110,521</td>
<td>2,037 (2)</td>
<td></td>
</tr>
<tr>
<td>Conferences and Travel</td>
<td>40,416</td>
<td>83,639</td>
<td>43,223 (52)</td>
<td></td>
</tr>
<tr>
<td>Minor Equipment and Supplies</td>
<td>105,000</td>
<td>82,690</td>
<td>(22,310) (27)</td>
<td></td>
</tr>
<tr>
<td>Pilot Services</td>
<td>33,935</td>
<td>73,000</td>
<td>39,065 (54)</td>
<td></td>
</tr>
<tr>
<td>Training &amp; Education</td>
<td>26,408</td>
<td>72,122</td>
<td>45,713 (63)</td>
<td></td>
</tr>
<tr>
<td>Office Supplies</td>
<td>37,456</td>
<td>46,536</td>
<td>9,079 (20)</td>
<td></td>
</tr>
<tr>
<td>Fuel (internal)</td>
<td>28,509</td>
<td>39,708</td>
<td>11,199 (28)</td>
<td></td>
</tr>
<tr>
<td>Employee Recognition</td>
<td>16,240</td>
<td>15,210</td>
<td>(1,030) (7)</td>
<td></td>
</tr>
<tr>
<td>Dues &amp; Subscriptions</td>
<td>20,808</td>
<td>29,246</td>
<td>8,438 (29)</td>
<td></td>
</tr>
<tr>
<td>Uniforms</td>
<td>31,471</td>
<td>19,771</td>
<td>(11,700) (59)</td>
<td></td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>(7,116)</td>
<td>1,750</td>
<td>8,866 (507)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>$5,507,434</td>
<td>$6,426,681</td>
<td>$919,247 (14%)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual Year-to-Date</th>
<th>Budget Year-to-Date</th>
<th>Favorable/Unfavorable</th>
<th>(Variance) Explanations (&gt;=$25,000 and 10%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income from Operations</strong></td>
<td>$5,274,865</td>
<td>$2,666,364</td>
<td>$2,608,501 (98%)</td>
<td></td>
</tr>
</tbody>
</table>

### Non-Operating Revenue/(Expenses)

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual Year-to-Date</th>
<th>Budget Year-to-Date</th>
<th>Favorable/Unfavorable</th>
<th>(Variance) Explanations (&gt;=$25,000 and 10%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Facility Charges</td>
<td>$93,913</td>
<td>$85,754</td>
<td>$8,159 (10%)</td>
<td>(116,162) 7%</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>(1,667,997)</td>
<td>(1,551,835)</td>
<td>(116,162) (7)</td>
<td></td>
</tr>
<tr>
<td>Interest Revenue</td>
<td>335,353</td>
<td>387,683</td>
<td>(52,329) (13)</td>
<td>Interest rate lower than budget</td>
</tr>
<tr>
<td>Other Revenue (Expense)</td>
<td>52,026</td>
<td>-</td>
<td>52,026 (100)</td>
<td></td>
</tr>
<tr>
<td>Gain/(loss) on disposal of capital assets</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Insurance Proceeds</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td><strong>Total Non-Operating Revenue/(Expenses)</strong></td>
<td>$(1,186,705)</td>
<td>$(1,078,398)</td>
<td>$108,307 (10%)</td>
<td></td>
</tr>
</tbody>
</table>

### Income Before Capital Contributions

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual Year-to-Date</th>
<th>Budget Year-to-Date</th>
<th>Favorable/Unfavorable</th>
<th>(Variance) Explanations (&gt;=$25,000 and 10%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income Before Capital Contributions</strong></td>
<td>$4,088,160</td>
<td>$1,587,966</td>
<td>$2,500,194 (157%)</td>
<td></td>
</tr>
</tbody>
</table>

### Capital Contributions

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual Year-to-Date</th>
<th>Budget Year-to-Date</th>
<th>Favorable/Unfavorable</th>
<th>(Variance) Explanations (&gt;=$25,000 and 10%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Capital Contributions</strong></td>
<td>$577,789</td>
<td>-</td>
<td>$577,789 (100%)</td>
<td>Grant Contributions not budgeted.</td>
</tr>
</tbody>
</table>

### Change in Net Position

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual Year-to-Date</th>
<th>Budget Year-to-Date</th>
<th>Favorable/Unfavorable</th>
<th>(Variance) Explanations (&gt;=$25,000 and 10%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Change in Net Position</strong></td>
<td>$4,665,949</td>
<td>$1,587,966</td>
<td>$3,077,983 (194%)</td>
<td></td>
</tr>
</tbody>
</table>
City of Naples Airport Authority  
Statement of Net Position  
As of February 29, 2020

**Assets**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$42,765,610</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$615,745</td>
</tr>
<tr>
<td>Due From Government Agencies</td>
<td>$275,498</td>
</tr>
<tr>
<td>Inventory</td>
<td>$434,813</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$473,355</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>$44,565,020</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land and Land Improvements</td>
<td>$9,098,655</td>
</tr>
<tr>
<td>Buildings and Building Improvements</td>
<td>$26,126,517</td>
</tr>
<tr>
<td>Equipment</td>
<td>$8,928,651</td>
</tr>
<tr>
<td>Software</td>
<td>$534,873</td>
</tr>
<tr>
<td>Vehicles</td>
<td>$1,279,238</td>
</tr>
<tr>
<td>Furniture &amp; Fixtures</td>
<td>$1,269,452</td>
</tr>
<tr>
<td>Intangible Assets</td>
<td>$1,279,025</td>
</tr>
<tr>
<td>Construction in Progress</td>
<td>$6,398,757</td>
</tr>
<tr>
<td>Infrastructure</td>
<td>$64,529,040</td>
</tr>
<tr>
<td><strong>Accumulated amortization and depreciation</strong></td>
<td>($53,597,550)</td>
</tr>
<tr>
<td><strong>Total Net Property, Plant &amp; Equipment</strong></td>
<td><strong>$65,846,658</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$110,411,678</strong></td>
</tr>
</tbody>
</table>

**Liabilities**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$1,645,035</td>
</tr>
<tr>
<td>Accrued Salaries &amp; Benefits</td>
<td>$368,209</td>
</tr>
<tr>
<td>Accrued Liabilities - Other</td>
<td>$725,270</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>$2,738,514</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long Term Liabilities</td>
<td>$5,325,610</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$8,064,124</strong></td>
</tr>
</tbody>
</table>

**Equity**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributed Capital</td>
<td>$35,611,583</td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>$62,070,022</td>
</tr>
<tr>
<td>Current Year Retained Earnings</td>
<td>$4,665,949</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td><strong>$102,347,555</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Liabilities and Equity</strong></td>
<td><strong>$110,411,678</strong></td>
</tr>
</tbody>
</table>
City of Naples Airport Authority  
Statement of Cash Flows  
As of February 29, 2020  

<table>
<thead>
<tr>
<th>Cash Flows from Operating Activities:</th>
<th>Month</th>
<th>Fiscal Year-to-Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Income (Loss)</td>
<td>$ 1,583,997</td>
<td>$ 5,274,865</td>
</tr>
<tr>
<td>Changes in Working Capital:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Increase) Decrease in Accounts Receivable</td>
<td>(99,998)</td>
<td>(254,496)</td>
</tr>
<tr>
<td>(Increase) Decrease in Inventories</td>
<td>7,691</td>
<td>(116,965)</td>
</tr>
<tr>
<td>(Increase) Decrease in Prepaid Expenses and Other</td>
<td>71,295</td>
<td>(275,406)</td>
</tr>
<tr>
<td>Increase (Decrease) in Accounts Payable</td>
<td>225,341</td>
<td>(48,919)</td>
</tr>
<tr>
<td>Increase (Decrease) in Accrued Expenses and Other</td>
<td>5,641</td>
<td>(117,828)</td>
</tr>
<tr>
<td>Increase (Decrease) in Deferred Revenue</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net Cash Provided (Used) by Operating Activities</strong></td>
<td>$ 1,793,967</td>
<td>$ 4,461,251</td>
</tr>
</tbody>
</table>

| Cash Flow from Investing Activities: |       |                     |
| Acquisition, Construction of Capital Assets | $ (575,226) | $ (2,176,205) |
| Gain (loss on sale of assets)           | -     | -                   |
| (Increase) Decrease in Due From Government (Grants) | 52,734 | 33,757 |
| Capital Contributions (Grants)          | 149,243 | 577,788 |
| Other Revenues                         | 2,643  | 52,026 |
| Interest and Dividends on Investments  | 58,977  | 335,353 |
| **Net Cash Provided (Used) in Investing Activities** | $ (311,628) | $ (1,177,281) |

| Customer Facility Charge Revenue       | 29,653 | 93,913 |

| Net Cash Provided (Used) by Financing Activities | $ 29,653 | $ 93,913 |

| Increase (Decrease) in Cash and Equivalents | $ 1,511,991 | $ 3,377,883 |
| Cash and Equivalents at Beginning of Period | $ 41,253,619 | $ 39,387,726 |

| Cash and Equivalents at End of Period | $ 42,765,610 | $ 42,765,610 |
City of Naples Airport Authority
Investments
As of February 29, 2020

<table>
<thead>
<tr>
<th>Investment</th>
<th>Balance</th>
<th>Current Interest Rate</th>
<th>Year-to-Date Earnings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash - Valley Bank</td>
<td>$34,865,826</td>
<td>1.85%</td>
<td>$233,823</td>
</tr>
<tr>
<td>Cash - Northern Trust</td>
<td>7,899,255</td>
<td>1.60%</td>
<td>48,553</td>
</tr>
<tr>
<td>Petty Cash</td>
<td>529</td>
<td>n/a</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Cash and Investments</strong></td>
<td><strong>$42,765,610</strong></td>
<td></td>
<td><strong>$282,376</strong></td>
</tr>
</tbody>
</table>
City of Naples Airport Authority
Operating Expenses by Select Departments
As of February 29, 2020

<table>
<thead>
<tr>
<th></th>
<th>Month Actual</th>
<th>Month Budget</th>
<th>Variance Favorable (unfavorable)</th>
<th>&lt;10K Variance Explanations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Traffic Control Tower</td>
<td>$2,745</td>
<td>$5,167</td>
<td>$2,422</td>
<td></td>
</tr>
<tr>
<td>Airport Rescue Fire Fighting</td>
<td>69,594</td>
<td>70,835</td>
<td>1,241</td>
<td></td>
</tr>
<tr>
<td>IT</td>
<td>43,129</td>
<td>34,542</td>
<td>(8,587)</td>
<td></td>
</tr>
<tr>
<td>US Customs &amp; Border Protection</td>
<td>24,577</td>
<td>30,759</td>
<td>6,182</td>
<td></td>
</tr>
<tr>
<td>All Other Operating</td>
<td>912,606</td>
<td>1,378,407</td>
<td>465,801</td>
<td></td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$1,052,651</td>
<td>$1,519,710</td>
<td>$467,059</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>Variance Favorable (unfavorable)</th>
<th>&lt;25K Variance Explanations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Traffic Control Tower</td>
<td>$15,606</td>
<td>$26,025</td>
<td>$10,419</td>
<td></td>
</tr>
<tr>
<td>Airport Rescue Fire Fighting</td>
<td>390,123</td>
<td>373,917</td>
<td>(16,206)</td>
<td></td>
</tr>
<tr>
<td>IT</td>
<td>165,785</td>
<td>238,228</td>
<td>72,443</td>
<td></td>
</tr>
<tr>
<td>US Customs &amp; Border Protection</td>
<td>129,694</td>
<td>158,607</td>
<td>28,913</td>
<td></td>
</tr>
<tr>
<td>All Other Operating</td>
<td>4,806,226</td>
<td>5,629,904</td>
<td>823,678</td>
<td></td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$5,507,434</td>
<td>$6,426,681</td>
<td>$919,247</td>
<td></td>
</tr>
</tbody>
</table>
City of Naples Airport Authority  
Capital Budget - Non-Participatory Projects  
Fiscal 2020

## Strategic Goal #1 - Provide a safe, modern and efficient airport and fixed base operator

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Budget</th>
<th>Actual</th>
<th>Remaining</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Aviation Terminal Improvements</td>
<td>$3,000,000</td>
<td>$22,906</td>
<td>$2,977,095</td>
</tr>
<tr>
<td>GA Terminal Traffic and Parking Imp. and Radio Road</td>
<td>$2,500,000</td>
<td>$5,099</td>
<td>$2,494,901</td>
</tr>
<tr>
<td>North GA Apron &amp; Taxi lane Rehabilitation</td>
<td>$2,000,000</td>
<td>$259</td>
<td>$1,999,741</td>
</tr>
<tr>
<td>Lektro 6 (replacement)</td>
<td>$115,000</td>
<td>$114,501</td>
<td>$499</td>
</tr>
<tr>
<td>Golf Carts (replacements)</td>
<td>$60,000</td>
<td>$16,158</td>
<td>$43,842</td>
</tr>
<tr>
<td>Fuel Farm Tank Lining</td>
<td>$60,000</td>
<td>$42,543</td>
<td>$17,457</td>
</tr>
<tr>
<td>Truck (replacements)</td>
<td>$35,000</td>
<td>$78,341</td>
<td>$(43,341)</td>
</tr>
<tr>
<td>800MHZ Radios (6)</td>
<td>$18,000</td>
<td>$15,005</td>
<td>$2,995</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$16,388,000</strong></td>
<td><strong>$294,812</strong></td>
<td><strong>$16,093,188</strong></td>
</tr>
</tbody>
</table>

## Goal #2 - Be an engaged, responsive partner in service to our community.

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Budget</th>
<th>Actual</th>
<th>Remaining</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hardware And Software</td>
<td>$150,000</td>
<td>$</td>
<td>$150,000</td>
</tr>
</tbody>
</table>

## Goal #3 - Strengthen the airport's economic vitality.

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Budget</th>
<th>Actual</th>
<th>Remaining</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hardware And Software</td>
<td>$191,000</td>
<td>$94,866</td>
<td>$96,134</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$334,000</strong></td>
<td><strong>$94,866</strong></td>
<td><strong>$239,134</strong></td>
</tr>
</tbody>
</table>

## Total Non-Participatory Projects

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Budget</th>
<th>Actual</th>
<th>Remaining</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td><strong>$16,872,000</strong></td>
<td><strong>$389,678</strong></td>
<td><strong>$16,482,322</strong></td>
</tr>
</tbody>
</table>

Note: Detail lines with no activity are not shown but are listed on the FY 2020 budget.
City of Naples Airport Authority  
Participatory Capital Projects  
As of February 29, 2020

<table>
<thead>
<tr>
<th>Project</th>
<th>Funding Source</th>
<th>Approved Project Amount</th>
<th>Approved Budget FY 2020</th>
<th>Amount Spent FY to Date</th>
<th>Prior Fiscal Years Amount Spent</th>
<th>Total Project spend</th>
<th>Project Amount Remaining</th>
<th>Grant Funds Reimbursed</th>
<th>Cost % Complete</th>
<th>Project % Complete</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airport Fire Station Replacement - Design &amp; Construction</td>
<td>FDOT</td>
<td>$2,240,000</td>
<td>$2,284,298</td>
<td>451,534</td>
<td>$522,182</td>
<td>$973,716</td>
<td>$1,266,284</td>
<td>$381,028</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>NAA</td>
<td>$3,345,351</td>
<td>$2,629,926</td>
<td>$986,350</td>
<td>$757,197</td>
<td>$1,743,547</td>
<td>$1,601,804</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td></td>
<td>$5,585,351</td>
<td>$4,914,224</td>
<td>$1,437,884</td>
<td>$1,279,379</td>
<td>$2,717,263</td>
<td>$2,868,088</td>
<td></td>
<td>49%</td>
<td>35%</td>
</tr>
</tbody>
</table>

**Project Status:** Project on schedule and on budget. Stucco complete and interior framing in process. Construction estimated to finish in June 2020.

<table>
<thead>
<tr>
<th>Project</th>
<th>Funding Source</th>
<th>Approved Project Amount</th>
<th>Approved Budget FY 2020</th>
<th>Amount Spent FY to Date</th>
<th>Prior Fiscal Years Amount Spent</th>
<th>Total Project spend</th>
<th>Project Amount Remaining</th>
<th>Grant Funds Reimbursed</th>
<th>Cost % Complete</th>
<th>Project % Complete</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master Plan Update</td>
<td>FAA</td>
<td>$628,280</td>
<td>$100,000</td>
<td>-</td>
<td>628,280</td>
<td>$628,280</td>
<td>$-</td>
<td>$628,280</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FDOT</td>
<td>$47,379</td>
<td>$15,000</td>
<td>-</td>
<td>$34,925</td>
<td>$34,925</td>
<td>$12,454</td>
<td>$28,212</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>NAA</td>
<td>$520,746</td>
<td>$200,000</td>
<td>101,265</td>
<td>$255,811</td>
<td>$357,076</td>
<td>$163,670</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td></td>
<td>$1,196,405</td>
<td>$315,000</td>
<td>$101,265</td>
<td>$919,016</td>
<td>$1,020,281</td>
<td>$176,124</td>
<td></td>
<td>85%</td>
<td>95%</td>
</tr>
</tbody>
</table>

**Project Status:** Project on time and on budget. The draft master plan has been submitted to the FAA and FDOT for review and comment.

<table>
<thead>
<tr>
<th>Project</th>
<th>Funding Source</th>
<th>Approved Project Amount</th>
<th>Approved Budget FY 2020</th>
<th>Amount Spent FY to Date</th>
<th>Prior Fiscal Years Amount Spent</th>
<th>Total Project spend</th>
<th>Project Amount Remaining</th>
<th>Grant Funds Reimbursed</th>
<th>Cost % Complete</th>
<th>Project % Complete</th>
</tr>
</thead>
<tbody>
<tr>
<td>Part 150 Update - Noise Study</td>
<td>FAA</td>
<td>$628,280</td>
<td>$300,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>628,280</td>
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<tr>
<td></td>
<td>FDOT</td>
<td>$47,379</td>
<td>$15,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>$47,379</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>NAA</td>
<td>$520,746</td>
<td>$300,000</td>
<td>1,769</td>
<td>-</td>
<td>-</td>
<td>$1,769</td>
<td>$518,977</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td></td>
<td>$1,196,405</td>
<td>$615,000</td>
<td>$1,769</td>
<td>-</td>
<td>-</td>
<td>$1,769</td>
<td>$1,194,636</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Project Status:** Project on time and on budget. First public meetings held.

<table>
<thead>
<tr>
<th>Project</th>
<th>Funding Source</th>
<th>Approved Project Amount</th>
<th>Approved Budget FY 2020</th>
<th>Amount Spent FY to Date</th>
<th>Prior Fiscal Years Amount Spent</th>
<th>Total Project spend</th>
<th>Project Amount Remaining</th>
<th>Grant Funds Reimbursed</th>
<th>Cost % Complete</th>
<th>Project % Complete</th>
</tr>
</thead>
<tbody>
<tr>
<td>Runway 5-23 Drainage Improvements Design</td>
<td>FAA</td>
<td>-</td>
<td>$1,710,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>FDOT</td>
<td>-</td>
<td>$95,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>NAA</td>
<td>$845,000</td>
<td>$95,000</td>
<td>129,294</td>
<td>$192,870</td>
<td>$322,164</td>
<td>$522,836</td>
<td></td>
<td>38%</td>
<td>32%</td>
</tr>
<tr>
<td>Totals</td>
<td></td>
<td>$845,000</td>
<td>$1,900,000</td>
<td>$129,294</td>
<td>$192,870</td>
<td>$322,164</td>
<td>$522,836</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Project Status:** Project on time and on budget. Plans complete and RFP issued in March.

<table>
<thead>
<tr>
<th>Project</th>
<th>Funding Source</th>
<th>Approved Project Amount</th>
<th>Approved Budget FY 2020</th>
<th>Amount Spent FY to Date</th>
<th>Prior Fiscal Years Amount Spent</th>
<th>Total Project spend</th>
<th>Project Amount Remaining</th>
<th>Grant Funds Reimbursed</th>
<th>Cost % Complete</th>
<th>Project % Complete</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fuel Farm Expansion</td>
<td>NAA</td>
<td>1,697,310</td>
<td>-</td>
<td>328,827</td>
<td>1,306,277</td>
<td>$1,635,104</td>
<td>$62,206</td>
<td>100%</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>

**Project Status:** Project complete and under budget. New tanks are operational. Project complete.
### City of Naples Airport Authority
#### Major Capital Projects
#### As of February 29, 2020

<table>
<thead>
<tr>
<th>Project</th>
<th>Funding Source</th>
<th>Approved Project Amount</th>
<th>Approved Budget FY 2020</th>
<th>Amount Spent FY to Date</th>
<th>Prior Fiscal Years Amount Spent</th>
<th>Total Project spend</th>
<th>Project Amount Remaining</th>
<th>Grant Funds Reimbursed</th>
<th>Cost % Complete</th>
<th>Project % Complete</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extend Taxiway B, apron construction site prep - North Quad</td>
<td>FAA</td>
<td>$ -</td>
<td>$ 630,000</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td></td>
<td>FDOT</td>
<td>$ -</td>
<td>$ 35,000</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td></td>
<td>NAA</td>
<td>$ -</td>
<td>$ 35,000</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td></td>
<td><strong>$ -</strong></td>
<td><strong>$ 700,000</strong></td>
<td><strong>$ -</strong></td>
<td><strong>$ -</strong></td>
<td><strong>$ -</strong></td>
<td><strong>$ -</strong></td>
<td><strong>$ -</strong></td>
<td><strong>$ -</strong></td>
<td><strong>0%</strong></td>
</tr>
</tbody>
</table>

**Project Status:** Three bids received. On March 9th Selection Committee was held to finalize vendor selection.

<table>
<thead>
<tr>
<th>Total Major Projects</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>FAA Funding</td>
<td></td>
<td>$ 2,740,000</td>
<td>$ -</td>
<td>$ 628,280</td>
<td>$ 628,280</td>
<td>$ 628,280</td>
<td>$ 628,280</td>
<td>$ 628,280</td>
<td>$ 628,280</td>
<td></td>
</tr>
<tr>
<td>FDOT Funding</td>
<td></td>
<td>$ 2,444,298</td>
<td>$ 451,534</td>
<td>$ 557,107</td>
<td>$ 1,008,641</td>
<td>$ 1,326,117</td>
<td>$ 409,240</td>
<td>$ 409,240</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NAA Share</td>
<td></td>
<td>$ 3,259,926</td>
<td>$ 1,547,504</td>
<td>$ 2,512,155</td>
<td>$ 4,059,659</td>
<td>$ 2,869,494</td>
<td>$ -</td>
<td>$ -</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Major Projects</strong></td>
<td></td>
<td><strong>$ 8,444,224</strong></td>
<td><strong>$ 1,999,038</strong></td>
<td><strong>$ 3,697,542</strong></td>
<td><strong>$ 5,696,581</strong></td>
<td><strong>$ 4,823,890</strong></td>
<td><strong>$ 1,037,520</strong></td>
<td><strong>$ 1,037,520</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Page 9