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

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

Thursday, September 17, 2020
Immediately Following the Board of Commissioners Regular Meeting

**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.

**NOTICE**

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

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

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

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

B. PLEDGE OF ALLEGIANCE

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

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

1. Interviews and Ranking of Responses to Request for Proposals for Land Lease for Development of North Quadrant Parcel 3
   a. Parcel 3 Respondents
      • Gulf Coast Commercial Corporation
      • Marco Hangars, LLC
      • PPD Holdings, LLLP
      • Quality Enterprises USA, Inc./APF Development IV, LLC

E. PUBLIC COMMENTS (5 minute limit)

F. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

G. ADJOURN
To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Heather LeDuc, Business Manager

Meeting Date: September 17, 2020

Re: ACTION ITEM

1. Interviews and Rankings of Responses to Request for Proposals for Land Lease for Development of North Quadrant Land Parcel 3

ACTION REQUESTED: Interview the four (4) respondents to the Request for Proposals (RFP), establish a rank order and authorize the Executive Director to enter into land lease negotiations with the top-ranked firm.

BACKGROUND: On July 1, 2020, an RFP was issued to solicit proposals from qualified parties interested in the lease of vacant land parcel 3 in the north quadrant of the airport, for development of commercial aeronautical services or private use. The RFP was publicly advertised and posted on our website (https://flynaples.com/rfp-north-quad-parcel-3-development). Potential respondents were provided an opportunity to pose questions and request additional information through July 23, 2020. Responses were published in the form of addenda to the RFP.

Proposals were due and publicly opened on August 12, 2020. Four (4) submittals were received and were determined to be responsive to the RFP. The submittals from the parties below (in no particular order) are attached:

- Gulf Coast Commercial Corporation
- Marco Hangars, LLC
- PPD Holdings, LLLP
- Quality Enterprises USA, Inc./APF Development IV, LLC

The RFP included the criteria by which proposals would be evaluated:

- Use of Premises
- Quality of Development
- Proven Record of Success
- Financial Capacity
- References
- Proposed Lease Terms
The RFP specified that preference would be given based on the following criteria:

- Commercial use and the public demand for the proposed services;
- Higher-quality construction materials, methods and finishes; and
- Proposed lease terms, including initial rental rate.

The first 10 minutes of the meeting will allow time for Commissioner comments and questions for staff regarding the RFP and selection process followed by respondent presentations, Commissioner questions and discussion.

After all presentations, the Board will be asked to provide a ranking of the respondents. With Board approval, staff will work with the top-ranked respondent and Authority legal counsel to negotiate a lease agreement. The resulting agreement will be presented to the Board for approval at a future meeting.

**COMMUNICATIONS PLAN:** The respondents will be notified of the final ranking, and the results will be posted on our web site.
To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Heather LeDuc, Business Manager

Date: September 17, 2020

Re: Proposals for Land Lease for Development of North Quadrant Land Parcel 3

On July 1, 2020, a Request for Proposals (RFP) was issued to solicit proposals from qualified parties interested in the lease of vacant land parcel 3 in the north quadrant of the airport for development of commercial aeronautical services or private use. Four (4) submittals were received and were determined to be responsive to the RFP. A brief summary of data from each respondent related to the RFP selection criteria is attached.

Additional selection criteria, which are not included in the summary are the respondents’ professionalism and presentation.

Finally, it should be noted that the RFP specified that preference would be given based on the following criteria:

- Commercial use and the public demand for the proposed services;
- Higher-quality construction materials, methods and finishes; and
- Proposed lease terms, including initial rental rate.
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<tr>
<th>Use of Premises</th>
<th>Gulf Coast Commercial Corporation</th>
<th>Marco Hangars, LLC</th>
<th>PPD Holdings, LLLP</th>
<th>Quality Enterprises USA, Inc - APF Development IV</th>
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<tr>
<td>Hangar 14,000 s.f.</td>
<td>Hangar 12,000 s.f.</td>
<td>Hangar 12,000 s.f.</td>
<td>Hangar 120' x 100' (12,000 s.f.)</td>
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<td>Office 4,017 s.f.</td>
<td>Office space 1,000 s.f.</td>
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<td>Office space 1,536 s.f.</td>
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| Proposed Commercial Services | | | | |
|-------------------------------|----------------|----------------|-----------------|
| Letter of Intent with JetIt for fractional sales and charter operations. | Sublet to commercial operator, possibly in conjunction with parcel 2. | N/A | N/A |

| Quality of Development | | | |
|------------------------|----------------|---------------- |
| Impact glass | Structural steel primed | Pre-engineered metal building |
| Porcelain finishes | Stucco finished concrete office | Structural steel primed |
| Bottom rolling door system | Bottom rolling door system | Hydraulic hangar door |

| Proven Record of Success | | | |
|--------------------------|----------------|-----------------|
| 1 previous hangar development project at APF, which was efficient and well-managed | FBO renovation and operation | Subtenant of Epps Aviation at Peachtree Dekalb Airport |
| Varied experience with single-family, multi-family, mixed-use and commercial development | Hangar facilities are under development at Naples Airport and Marco Island Executive Airport | Subtenant of Naples Jet Center |
| Various hangar renovations and restaurant developments | | NAA has had positive experiences with the project engineer on other projects |

| Financial Capacity | | | |
|--------------------|----------------|-----------------|
| Letter of reference from bank states more than $100m in previous credit has been provided and current loan is in good standing. | Letter from bank states previous loans of more than $8.5m and would consider financing in the amount of $2.7m. | Letter from bank states cash in excess of $5.1m, current loan in good standing and bank would consider an additional loan. | Letter from bonding agency states respondent's current bond program has more than $75m available for single jobs and $150m aggregate. |

| References | | | |
|------------|----------------|---------------- |
| Matthew Kragh, MHK Architecture and Planning | Danbury Municipal Airport | Epps Aviation at Peachtree Dekalb Airport |
| Marco Island Executive Airport (in development) | Naples Airport (in development) | Naples Jet Center |
| | | Collier County |
| | | City of Naples |
| | | Paradise Coast Property Team (for Naples Airport projects) |
| | | Chesapeake Regional Airport |
| | | Savannah Airport |

| Proposed Lease Terms | | | |
|---------------------|----------------|----------------|
| $0.50 per s.f. per year ($20,350) | $0.75 per s.f. per year ($30,524) | $0.59 per s.f. per year ($24,012) |
| Lease term and rent payments requested to commence upon receipt of certificate of occupancy 12 to 18-month development period | No rent abatements or concessions requested 24-month development period | No rent abatements or concessions requested 18 to 24-month development period |
| | | Lease term requested to commence upon approval of development by Design Review Board |
| | | 12-month development period |
| | | Lease extension options beyond initial 30 years |
GULF COAST
COMMERCIAL CORPORATION
REAL ESTATE HOLDINGS

Gulf Coast Commercial Corporation submittal for

**RFP - North Quad Parcel 3**
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August 3, 2020

Heather LeDuc
City of Naples Airport Authority
160 Aviation Drive North
Naples, FL 34104
RE: RFP North Quadrant Land; Parcel 3

Dear Miss LeDuc,

On behalf of our organization, Gulf Coast Commercial Corp, I want to first begin by thanking the Naples Airport Authority, the board, and all those who have enabled our participation in this request for proposal. Included with this letter you will find our submittal for the RFP issued July 1, 2020; Land Lease for Development of North Quadrant Land Parcel 3.

Gulf Coast Commercial Corporation’s primary expertise resides with commercial real estate development and holding as well as hospitality management. Our organization’s involvement with the Naples Airport Authority first originated in the mid 2000’s with the lease of a “T hangar” for its sole aircraft. Since then, Gulf Coast Commercial has continued to grow its aviation department resulting in the development of three large condo hangars located at 303, 305, and 307 Freedom Way.

The successful development of these hangars demonstrates our ability to create a quality product intended to provide value and serve as an asset to the Naples Municipal Airport. With this RFP, our intent is to not only allow for the growth of our internal aviation department but also continue our support of the local business through the use of MHK Architects, local general contractors as well as engineering. Gulf Coast Commercial Corp has also secured a letter of intent.

We acknowledge the receipt of all addenda and participant questions with relation to this request for proposals. Please do not hesitate to reach out should any questions arise.

Sincerely,

Philip McCabe
President and CEO

Joseph McCabe
Vice President of Development
Respondent Introduction

Company Background

Gulf Coast Commercial Corp (GCCC) is best described as a boutique real estate holding, development, and management company dedicated to the sustainable advancement of communities. In the pursuit of such advancement, GCCC has committed nearly 35 years in developing single and multi-family residential, mixed-use, and commercial buildings primarily in Southwest Florida.

Founded locally in 1986, GCCC has numerous examples demonstrating the quality products it has produced. A few of these range from the Inn at Pelican Bay, Inn of Naples and Inn on Fifth, to Botanical Place, the Residences at 5th and 5th and hangar complex located on Freedom Way (303, 305, 307).

Presently, GCCC owns and operates the Inn on Fifth along with a number of commercial properties with a multitude of retail tenants. As a testament to GCCC’s long term commitments, our company has taken the lead in redevelopment and success of Fifth Avenue South in Naples, FL. Our products speak for themselves in demonstrating our history of adding charm, character, and quality construction methods as well as architecture. This track record combined with a multi-million dollar budget will be reflected in the hangar and office complex we intend to build.
RESPONDENT INFORMATION FORM

Request for Proposals for

Land Lease for Development of North Quadrant Land Parcel 3

Gulf Coast Commercial Corporation
Name of Company/Organization (if applicable)

Joseph McCabe; Vice President of Development
Name of Individual Submitting Proposal

699 Fifth Ave S Naples, FL 34102
Address

239-280-2707
Phone Number

Josephm@innonfifth.com
Email

Address (continued)

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions of the above-referenced Request for Proposals that was issued by the City of Naples Airport Authority on July 1, 2020.

Signature

Date 08/11/20
USE OF PREMISES INFORMATION FORM

Proposed Use of the Premises:
The storage and operation of corporate aircraft as well as pilot and management offices.

______ Commercial  _____ Non-Commercial

Type of business proposed and description of goods and/or services to be provided (if applicable):
While not a commercial use, Gulf Coast Commercial Corp has verbal and written commitment to sub lease office and hangar space to HondaJet operator, JetIt. (Further details can be found in the "Proposed Development" and "Reference" sections)

Category of Service to be provided (if applicable), as defined and described in the Minimum Leasing and Operating Standards (check all that apply):

______ Aerial Applications
______ Aircraft Charter Facility
______ Aircraft Rental Facility
______ Flight Training Facility
______ Independent Aircraft Sales Facility
______ Independent Repair Facility (Avionics or Instrument Maintenance)
______ Maintenance Operations Facility (Aircraft Maintenance)
______ Mobile Aircraft Washing Services
______ Multiple Use/Service Facility
______ Temporary Non-Based Commercial Aeronautical Service Provider
______ Other Independent Commercial Aeronautical Activities
______ Not Applicable (Non-Aeronautical Activity)

Will any waiver(s) and/or variance(s) from the provisions of the Minimum Leasing and Operating Standards be required in order to perform the activities described in the proposal?

_____ No  _____ Yes (please describe below)

Name of Respondent:  Gulf Coast Commercial Corporation (Joseph McCabe)
LEASE INFORMATION FORM

Describe the length of lease term desired, including any renewal options:
Thirty (30) Years

Describe any rent abatements or other concessions requested in consideration of the initial development period.
We request the lease commencement and rent commencement dates coincide with receipt of Certificate of Occupancy.

Agreement commencement date desired: October 1, 2020
Anticipated length of development period: 12 to 18 Months

If development will be completed in phases, describe the milestones and time periods for each phase:

Proposed initial annual rental rate per square foot*: $ .50

*Higher initial rental rates shall be considered favorably and earn a greater number of points than lower rental rates. In no event shall the rental rate be lower than $0.45 per square foot per year.

Name of Respondent: Gulf Coast Commercial Corporation (Joseph McCabe)
Proposed Development Summary

In addition to the summary below, you will find proposed site plans and renderings attached.

Designed by local architect MHK, we are looking to complement the designs of both the Hertz and QE hangars while also bringing a new element of modern refinement. The primary hangar structure will be constructed as a typical steel and aluminum hangar, however, with a particular emphasis on aesthetically pleasing design (see renderings attached). The ramp side of the hangar will feature a bottom rolling door system which will be able to accommodate aircraft under 30 feet of tail height.

The office/lounge portion will feature high impact resistant glass, porcelains and quality finishes. While liable to change slightly, we are currently planning four to six executive offices, a conference room, 3 bathrooms, a passenger lounge area as well as a kitchenette. (please see attached floorplans)

In addition to housing our own aircraft, Gulf Coast Commercial Corp has received a letter of intent from JetIt (HondaJet fractional sales and charter operator) to engage us exclusively to explore leasing hangar space for multiple aircraft as well as office space. Currently, JetIt has 6 hondaJets within their fleet. The company has also just ordered an additional 10 aircraft with an option for 40 more. Company profile as well as letter of intent can be found attached within the reference section.
McCabe Hangar
Naples Airport Florida
Management and Primary Contact

The primary contact for this proposal will be Joseph McCabe, Vice President of Development for Gulf Coast Commercial Corporation. Contact information is listed below as well as sole ownership.

Primary Contact:

Joseph B. McCabe
Vice President of Development
Phone: 239-280-2707
Email: josephm@innonfifth.com
699 Fifth Ave S.
Naples, FL 34102

Ownership:

Philip J. McCabe
President & CEO
Phone: 239-263-0723
Email: McCabe@innonfifth.com
AIG AEROSPACE INSURANCE SERVICES, INC.
CERTIFICATE OF INSURANCE

THIS IS TO CERTIFY TO:
CITY OF NAPLES AIRPORT AUTHORITY
160 AVIATION DRIVE
Naples, FL 34104

THAT THE FOLLOWING POLICY/IES OF INSURANCE HAS/HAVE BEEN ISSUED TO:
GULF COAST COMMERCIAL CORPORATION
699 5TH AVE S
NAPLES, FL 34102

POLICY NO. GM 012829072-01
POLICY PERIOD: From December 19, 2019 to December 19, 2020
INSURANCE COMPANY NATIONAL UNION FIRE INSURANCE COMPANY OF PITTSBURGH, PA

Coverage only applies as indicated by a specific limit and deductible.

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Coverage A: $20,000,000 Each Occurrence
Coverage X: $50,000 Non-Crew Member Passenger $50,000 Each Crew Member


OTHER COVERAGE/CONDITIONS/REMARKS
ADDITIONAL INSURED SUBJECT TO FORM GLD934 ATTACHED TO THIS POLICY.

POLICY TERRITORY: WORLDWIDE

A certificate of insurance is issued as a matter of information only and confers no rights upon the certificate holder. A certificate of insurance does not amend, extend, or alter the coverage, terms, exclusions, conditions, or other provisions afforded by the policies referenced therein.

If the policy referenced above is cancelled before the expiration date, notice of cancellation shall be provided to the certificate holder if such notice of cancellation has been included within this policy and/or endorsements attached thereto.

Certificate No. 2
Date of Issue December 27, 2019
By

(Authorized Representative)
ADDITIONAL INSURED ENDORSEMENT

This policy is amended as follows:

(Only the clause(s) indicated by an "X" shall apply.)

☐ The scheduled persons or organizations are included as additional Insured.

☐ The scheduled persons or organizations are the registered owner of ____________________________
   and are included as additional Insured.

☐ The scheduled persons or organizations are included as additional Insured but only as respects liability
   coverages.

☒ The scheduled persons or organizations are included as additional Insured under liability coverages, but only
   as respects operations of the Named Insured.

☐ The scheduled persons or organizations are included as additional Insured but only as respects operations of
   the Named Insured.

Workmanship Exclusion - The insurance extended by this endorsement shall not apply to, and no person or
organization named in the schedule shall be insured for Bodily Injury or Property Damage which arises from the
design, manufacture, modification, repair, sale, or servicing of the Aircraft by that person or organization.

Schedule:

All other provisions of this policy remain the same.

This endorsement becomes effective __________________________ to be attached to and hereby made a part of
Policy No. ______________________ issued to ______________________

By NATIONAL UNION FIRE INSURANCE COMPANY OF PITTSBURGH, PA

Endorsement No.

Date of Issue ______________________ By ______________________

GLD934 (01/05)
CERTIFICATE OF LIABILITY INSURANCE

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFRMS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
Arthur J. Gallagher Risk Management Services, Inc.
1396 Panther Lane, Suite 100
Naples FL 34109

CONTACT NAME: Stephanie Benson
PHONE: 239-262-7171
FAX: 239-262-5360
E-MAIL ADDRESS: Stephanie_Benson@ajg.com

INSURER(S) AFFORDING COVERAGE
INSURER A: First Liberty Insurance Corporation
INSURER B: ACE Property & Casualty Insurance Co
INSURER C: Liberty Mutual Insurance Europe Limited
INSURER D:
INSURER E:
INSURER F:
NAIC #
33568
20699

COVERAGES
CERTIFICATE NUMBER: 1989396414
REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

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DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER
City of Naples Airport Authority
160 Aviation Drive
Naples FL 34104

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.
August 10, 2020

Naples Airport Authority
160 Aviation Drive
Naples, FL 34104

Re: Philip J. McCabe and Gulf Coast Commercial Corp

Dear Sir or Madam:

This letter is being written in support of our client, Philip J. McCabe and his wholly owned company, Gulf Coast Commercial Corporation. The undersigned has been one of Mr. McCabe's bankers since 1990 and his primary relationship manager since 1996. Over this period, my employers have provided credit to Phil and his various companies totaling in excess of $100 million. BB&T know known as Truist currently holds a mortgage on the Inn of Fifth and its related properties located on Fifth Ave South in Olde Naples. All of Phil's loans have always been paid timely and his current loan is in good standing. Phil and his related companies also maintain operating accounts at BB&T that average over $2 million.

The undersigned considers Phil McCabe as an excellent client of the bank and he has always developed and handled all business in an exemplary fashion.

Please contact the undersigned with any questions.

Sincerely,

[Signature]
Timothy L. McLean
Senior Vice President
Commercial Real Estate
August 10, 2020

TO: City of Naples Airport Authority
Attn: Heather LeDuc and Board of Commissioners
160 Aviation Drive North
Naples, FL 34104

FROM: MATTHEW KRAGH, AIA
MHKAP LLC
DBA / MHK ARCHITECTURE & PLANNING
975 6th Avenue South, Suite 200
Naples, Florida 34102

RE: LETTER OF RECOMMENDATION FOR JOSEPH MCCABE, GULF COAST COMMERCIAL CORPORATION, NAPLES, FLORIDA

Dear City of Naples Airport Authority,

I am pleased to write this letter of recommendation for Gulf Coast Commercial Corporation and the McCabe Family. I have personally known the McCabe Family for approximately 20 years and have personally done business with them. The McCabe Family and the Gulf Coast Commercial Corporation would be an amazing addition to the City of Naples Airport. Their aviation knowledge along with their business and development background will be a true asset to the community’s airport and facilities. Their quality of work and craftsmanship is second to none on their projects. They have always stayed in good financial standing on their projects and they hold a great deal of respect within the community.

Sincerely,

MHK ARCHITECTURE & PLANNING

Matthew Kragh, AIA
President
Letter of Intent for Lease Within Proposed Hangar Construction

Tenant: JetIt
Landlord: Gulf Coast Commercial Corporation
Premises: New Hangar Construction, Naples Municipal Airport (North Quadrant, Parcel #3)
Size: To be determined within a formal lease. (Anticipated 3,000 Sqft Hangar/Office)
Term: To be determined within a formal lease.
Option Periods: To be determined within a formal lease.
Base Rent Schedule: To be determined within a formal lease.
Sales Tax: Tenant shall pay Landlord any applicable Florida sales tax, or any tax assessed or attributable to Base Rent, CAM Expenses and/or other sums required to be paid by Tenant under the Lease.

Landlord’s Work: Landlord will deliver the Premises to Tenant as a completed hangar, lounge, and office facility.
Tenant’s Work: Plans and specifications for Tenant Work are subject to Landlord approval and shall not be unreasonably withheld.
Possession and Turnover: Landlord estimates the lease premises to be available for occupancy September 1, 2021.
**Permitted Use:**
Tenant shall have the right to use the Premises as aircraft storage, 1 dedicated office space, pilot planning and passenger lounge, subject to existing exclusives and prohibited uses and for no other purpose without Landlord’s prior written consent.

**Exclusive:**
So long as Tenant is not in default of Lease obligations, Landlord shall not lease space to another Tenant within the same scope of aircraft charter and fractional ownership. Language to be further defined in Lease.

**Signage:**
Tenant shall be permitted to place signage on the front and side of the building, subject to Landlord’s sign criteria, applicable code requirements as well as the approval of the Naples Airport Authority. Tenant shall not place, suffer or erect signs, awnings, canopy, advertising matter, decoration, or lettering on exterior of any door, window, marquee, roof or walls on the Premises without the written approval of Landlord which approval shall not be unreasonably withheld or delayed.

**Security Deposit:**
The value of one month’s Minimum Rent due at the execution of Lease to be held as a security deposit.

**Financial:**
This proposal is subject to the approval by Landlord of Tenant’s financial information and credit verification.

As Letters of Intent are non-binding by nature, landlord and Tenant acknowledge that this proposal is not a Lease, and that it is intended as the basis for preparation of a Lease by Landlord. The Lease shall be subject to Landlord’s and Tenant’s approval, and only a fully executed Lease shall constitute an agreement for the Premises. No warranty or representation is made on Landlord’s or Tenant’s part that acceptance of this proposal will guarantee the execution of a Lease for the Premises. The final Lease document shall incorporate the provisions contained in this proposal and any other provision upon which Landlord and Tenant may mutually agree.

Sincerely,

Joseph McCabe  
Vice President of Development
Landlord

Gulf Coast Commercial Corp.

By: ____________________________

Name: Joseph B. McCabe (Vice President of Development)

Date: 07/08/2020

Tenant

Jet It LLC

By: ____________________________

Name: Glenn M. Gonzales (President & CEO)

Date: 8 July 2020
JET IT

Jet It is a hybrid-fractional ownership program where you own the day!

Simple cost structure with three parts:
- Acquisition cost
- Hourly cost
- Monthly management fee

Jet 10 - 25 Days
Jet 6 - 40 Days
Jet 5 - 55 Days
Jet 4 - 70 Days
Jet 3 - 90 Days
Jet 2 - 130 Days
THE JET IT SOLUTION

Jet It meets market demand by combining the best jet, the HondaJet, with a rapidly developing charter marketplace. Join the aviation company led by aviators.

$1,600 PER HOUR:
THE LOWEST IN THE INDUSTRY

ONLY PAY FOR WHAT YOU FLY:
NO EMPTY LEG OR REPOSITION FEES

TAX INCENTIVES:
WRITE OFF 100% OF YOUR ACQUISITION

MORE TIME:
THE JET IS YOURS FOR THE ENTIRE DAY
THE JET IT EXPERIENCE

PRIVATE
Only fly with those you know
Rule your schedule

FAST
422 kts / 486 mph
Streamline your travel experience

SMART
$1,600 per hour (owner's rate)
Spacious cabin supports fully enclosable lavatory
## JET IT OWNERSHIP PROGRAMS

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<tr>
<th></th>
<th>JET-10</th>
<th>JET-6</th>
<th>JET-5</th>
<th>JET-4</th>
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<td>$7,500/mo</td>
<td>$9,500/mo</td>
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- Repurpose Valuation:
  - Year 3: 50%
  - Year 4: 46%
  - Year 5: 44%
  - Book your schedule from 24 months to 72 hours in advance
  - Unused day rollover: 10%
  - Book your schedule from 24 months to 24 hours in advance
  - Unused day rollover: 15%
  - Guaranteed holiday

Simple and transparent cost-structure
Section 179 and bonus depreciation tax benefits are available
WHY JET IT WORKS

- Fly a fleet of the most advanced and innovative jets
- Speed: 422 kts / 486 mph
- New York to South Florida range
- Fly up to 43,000 ft above traffic and weather
- Enough space for 4 golf bags plus passenger luggage
- Fully-enclosable lavatory
- Conversation-quiet cabin
JOIN THE RED JET SQUADRON

Get your HondaJet type rating
Fly with a Jet It Captain
No additional insurance cost
SAFETY AND OPERATIONS

The aircraft are operated to part 135 standards.

- Proven experience and safety culture
- Demonstrated management and charter
- Excellent maintenance
- Trained to the highest standards
JET IT BENEFITS

SUPERIOR SERVICE
- No cost, 24/7 concierge
- Unlimited, high-speed WiFi included

GREATEST VALUE
- 1/5 the cost of our competitors
- 100% brand new fleet

INCREDIBLY SIMPLE
- Schedule in app or call direct line
- Always reach a live assistant
STATEMENT OF DRUG-FREE WORKPLACE

Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids, proposals, responses or that are equal with respect to price, quality, and service are received by the State of Florida or by any of its political subdivisions for the procurement of commodities or contractual services, a bid, proposal or reply received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.

2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.

3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in section 1.

4. In the statement specified in section 1., notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employees will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 of the Florida Statutes or of any controlled substance law of the United States or any state, for a violation occurring in the workplace, no later than five (5) days after such conviction.

5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by an employee who is so convicted.

6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this program.

Select one or the other (not both) of the following certification statements. These statements are mutually exclusive.

☐ This firm DOES NOT comply with the above requirements for a drug-free workplace.

☒ As the person authorized to sign the statement, I certify that this Firm DOES fully comply with the above requirements.

Gulf Coast Commercial Corporation

Firm Name

Joseph McCabe

Name of Authorized Individual

Authorized Signature

Date: 8/11/20
NON-COLLUSION AFFIDAVIT

STATE OF ____________________________
COUNTY OF __________________________

I state that I, Joseph McCabe (Vice President of Development), of Gulf Coast Commercial Corporation
(Name and Title) (Name of Firm)

am authorized to make this affidavit on behalf of my firm and its owner, directors and officers. I am the person responsible in my firm for the price(s) and amount(s) of this Response, and the preparation of the Response. I state that:

1. The price(s) and amount(s) of this Response have been arrived at independently and without consultation, communication or agreement with any other Respondent, potential Respondent, Proposal, or potential Proposal.

2. Neither the price(s) nor the amount(s) of this Response, and neither the approximate price(s) nor approximate amount(s) of this Response, have been disclosed to any other firm or person who is a Respondent, potential Respondent, Proposal, or potential Proposal, and they will not be disclosed before Proposal opening.

3. No attempt has been made or will be made to induce any firm or persons to refrain from submitting a Response for this contract, or to submit a price(s) higher that the prices in this Response, or to submit any intentionally high or noncompetitive price(s) or other form of complementary Response.

4. The Response of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive Response.

5. Neither my firm nor its affiliates, subsidiaries, officers, directors, partners, owners, representatives, employees or parties in interest are currently under investigation by any governmental agency and have not in the last three years been found liable for any act prohibited by state or federal law in any jurisdiction involving conspiracy or collusion with respect to the proposal or bid on any public contract, except as follows:

I state that I and the named firm understand and acknowledge that the above representations are material and important, and will be relied on by the City of Naples Airport Authority, for which this Proposal is submitted. I understand and my firm understands that any misstatement in this affidavit is, and shall be treated as, fraudulent concealment of the true facts relating to the submission of this Proposal.

Authorized Signature

The foregoing instrument was sworn to and subscribed before me by means of ☐ physical presence or ☐ online notarization, on AUG 11, 2020 by Joseph McCabe, who ☑ is personally known to me or ☐ has produced a ☐ driver’s license as identification.

[Signature]
Notary Public

My Commission Expires: 9/19/20
MARCO HANGARS, LLC

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EXHIBIT A: Transmittal Letter

Re: RFP for Land Leases for Development of North Quadrant Land Parcel 3
July 17, 2020

Dear Members of the Naples Airport Authority,

Marco Hangars, LLC is submitting this proposal in pursuit of a 30-year land lease for North Quadrant Parcel 3 in order to develop an aviation business facility that will be available for lease at the Naples Airport. The project scope includes one building featuring one clearspan hangar unit, with climate-controlled office space, a customer waiting area, restroom, tenant parking, and access to the taxiway and runway, designed to exceed the Minimum Standards set forth by the NAA. The facility would be available for lease to aviation businesses, preferably to the tenant of Parcel 2 to allow for the expansion of their operations.

Marco Hangars, LLC is a Southwest Florida based aircraft hangar developer and operator, currently developing projects at Marco Island Executive Airport and Naples Airport. Our mission is to provide desirable, new hangar space at a competitive price point. Our goal is to provide this service with timeliness, efficiency, and at a significant profit to the Naples Airport Authority. Our product is of superior quality, engineered and built by the most reputable Southwest Florida companies, including Hole Montes.

In preparing this proposal, a great deal of consideration was given to the information that was provided in the 2020 Naples Airport Master Plan Consolidated Draft Report. As detailed in the Master Plan, we designed our facility to be a flexible space in order to meet the changing needs of the airport over time. It has a clear door opening of 120’ in order to fit most of the existing and future General Aviation jets anticipated from the ADG III category that the NAA would ideally like to accommodate. Our facility is designed to be compatible with the adjacent parcel, ensuring operational efficiency for both developments while maintaining the highest and best use of the land.

Adding our facility would serve to increase travel to APF, thereby increasing fuel sales and aviation related services provided by the NAA. In addition to increasing the greatest source of income the NAA receives, it will aid in creating the vision laid out in the Strategic Plan set forth by the NAA. Our facility will help you reach your goals, by increasing awareness about the value of the airport, meet the demand for more clearspan hangar space, and assure the fiscal health of the NAA.

Marco Hangars, LLC acknowledges the publication of Addenda 1 & 2 pertaining to this RFP. I appreciate your consideration of my proposal, thank you for your time.

Sincerely,

Mirash Vataj, Owner
Marco Hangars, LLC
EXHIBIT B: Respondent Information Form

RESPONDENT INFORMATION FORM

Request for Proposals for

Land Lease for Development of North Quadrant Land Parcel 3

Marco Hangars, LLC

Name of Company/Organization (if applicable)

Mirash Vataj

Name of Individual Submitting Proposal

346 Bald Eagle Drive, Marco Island, Florida 34145

Address

Address (continued)

239-970-0069

Phone Number

MVataj@yahoo.com

Email

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions of the above-referenced Request for Proposals that was issued by the City of Naples Airport Authority on July 1, 2020.

Signature

07/17/2020

Date
EXHIBIT C: Use of Premises Information

USE OF PREMISES INFORMATION FORM

Proposed Use of the Premises:
Development of aviation business facility available for lease to qualified commercial use tenants

_____ Commercial  _______ Non-Commercial

Type of business proposed and description of goods and/or services to be provided (if applicable):
Aviation business facility available for lease which will feature aircraft storage space, climate-controlled office space and customer waiting area, including restrooms.

Category of Service to be provided (if applicable), as defined and described in the Minimum Leasing and Operating Standards (check all that apply):

_____ Aerial Applications
_____ Aircraft Charter Facility
_____ Aircraft Rental Facility
_____ Flight Training Facility
_____ Independent Aircraft Sales Facility
_____ Independent Repair Facility (Avionics or Instrument Maintenance)
_____ Maintenance Operations Facility (Aircraft Maintenance)
_____ Mobile Aircraft Washing Services
_____ Multiple Use/Service Facility
_____ Temporary Non-Based Commercial Aeronautical Service Provider
_____ Other Independent Commercial Aeronautical Activities
_____ Not Applicable (Non-Aeronautical Activity)

Will any waiver(s) and/or variance(s) from the provisions of the Minimum Leasing and Operating Standards be required in order to perform the activities described in the proposal?

_____ X No  _______ Yes (please describe below)

Name of Respondent:  Marco Hangars, LLC
EXHIBIT C: Use of Premises Information

i. Compliance with Minimum Standards

Based on the review of Exhibit B of the solicitation, the Company attests that the Minimum Standards associated with the General Requirements, all SASOs, and Other Independent Commercial Aeronautical Activities are applicable to this proposal. The following is MH's commitment to meeting the requirements of the minimum standards:

Section 2 – General Requirements

A. Written Agreement
Before commencing any type of commercial aeronautical activity at APF, MH agrees to have a valid, written agreement with the NAA which will expressly provide for the conduct of commercial activities at the specified location and the type of commercial activity or activities allowed.

B. Subleases
MH agrees to receive prior written approval of the NAA for all subleases we seek to acquire.

C. Compliance with Laws and Rules and Regulations
MH agrees to abide by and conform with all rules and regulations, laws, standards, requirements, and ordinances promulgated by the Federal Government, State of Florida, Collier County, City of Naples, and the NAA.

D. Airport Security
MH agrees to have its employees be in possession of a valid Airport approved ID and meet security requirements as promulgated by the Transportation Security Administration (TSA) and the Federal Aviation Administration (FAA).

E. Licenses, Permits, and Certifications
MH will obtain, at its sole expense, all licenses and permits necessary for the conduct of the its activities at APF and required by the NAA or any other duly authorized governmental agency having jurisdiction. MH will not engage in any operations at APF prior to obtaining any certifications that may be required by the FAA. MH shall, at the request of the Executive Director, furnish the NAA with copies of these certifications and other documentation.

F. Payment of Rents and Fees
MH agrees not to conduct commercial aeronautical activities unless it is current in the payment of all rents, fees, and charges or other sums accruing to the NAA under any agreement with the NAA and that failure to remain current in the payment of all rents, fees, charges and other sums accruing to the NAA under any agreement with the NAA will be grounds for revocation of the permit or agreement authorizing commercial aeronautical activities. MH agrees to the NAA right to setoff in all business operator’s accounts with the NAA for all obligations of the business operator, its principals, affiliates, subsidiaries and related entities doing business at the Airport, including without limitation, the right to set off the balance in any Prepaid Fuel Account against delinquent obligations of the business operator, its principals, affiliates, subsidiaries and related entities, including amounts due the NAA for rent, tie-down fees, fuel charges and other Airport services provided to the business operator, its principals, affiliates, subsidiaries and related entities. MH authorizes the NAA, to the extent permitted by applicable law, to charge or setoff all sums owing against any and all such accounts, and at the NAA’s option, to administratively freeze all such accounts and deposits to allow the NAA to protect the NAA’s charge and setoff rights provided herein.
i. Compliance with Minimum Standards

G. Taxes
MH agrees to, at its sole cost and expense, pay any and all taxes for which it is responsible, or which may be assessed against it.

H. Land and Hangar Use
MH intends to adhere to all land and hangar use stipulations.

I. Signs
MH will not erect, maintain, or display any sign on the leased premises, or elsewhere on the Airport, without the prior written consent of the Executive Director and without also obtaining any applicable permits from the City, and all signage will comply with the NAA’s signage plan and requirements in accordance with the NAA’s Rules and Regulations.

J. Insurance
MH will obtain and maintain insurance coverages as required by the lease, and will name the City of Naples Airport Authority as additional insured.

K. Multiple Activities
MH will not engage in multiple activities.

L. Vehicles
MH will adhere to proper vehicle lighting and marking in accordance with the NAA guidelines.

Section 3 – Aeronautical Activity Business Operators
A. Specialized Aviation Service Organization (SASO)
-MH services will be available to all users on a nondiscriminatory basis.
-MH intends to lease sufficient land for the proposed activity.
-MH will maintain the minimum insurance requirements as required by the lease. The NAA will be listed as an additional insured on the insurance policy. MH will maintain a current certificate of insurance with the NAA.
-MH agrees that the NAA is under no obligation to construct or provide aircraft hangars, aprons or taxiways for personal or commercial use.
-MH agrees that all SASO activities will be carried out in a professional manner that enhances the Airport's operation and ensures the safety of the flying public. MH personnel shall at all times be properly uniformed, which, at a minimum, will identify the MH name, the employee’s name, and shall display the Airport issued identification badge. Personnel uniforms will be properly maintained.

8. Other Independent Commercial Aeronautical Activities (Aerial Photography, Aerial Advertising, Aerial Surveying, Air Cargo Operations, Aircraft Storage Rentals, and Other) SASO
a) MH agrees that aircraft storage rental activity shall be subject to specific agreements and approval by the NAA.

b) MH agrees to have adequate facilities to accommodate all activities of the operator, including but not limited to: climate controlled office space, customer waiting area, restrooms, aircraft storage space, and access to APF taxiways and runways.

c) MH will own, or under written lease to operator, not less than one (1) airworthy aircraft.

d) MH will provide a sufficient number of certified personnel to adequately and safely support the type of service offered in a courteous, prompt, and efficient manner adequate to meet the reasonable demands of the public seeking such services.

Section 4 – Enforcement
-MH agrees to all enforcement policies set forth by the NAA.
LEASE INFORMATION FORM

Describe the length of lease term desired, including any renewal options:

30 years, including any and all renewal and/or extension options.

Describe any rent abatements or other concessions requested in consideration of the initial development period.

No rent abatements or other concessions are requested.

Agreement commencement date desired: Negotiable depending on NAA’s desire

Anticipated length of development period: 24 months

If development will be completed in phases, describe the milestones and time periods for each phase:

Development will be completed all at one time

Proposed initial annual rental rate per square foot*: $0.75 (Seventy-five cents per square foot)

*Higher initial rental rates shall be considered favorably and earn a greater number of points than lower rental rates. In no event shall the rental rate be lower than $0.45 per square foot per year.

Name of Respondent: Marco Hangars, LLC
EXHIBIT E: Business Plan

i. Description of the Business

Marco Hangars, LLC (also referred to herein as 'MH') seeks a 30-year lease from the Naples Airport Authority (also referred to herein as 'NAA') to build and operate an aircraft hangar facility that will be available to lease to qualified commercial use tenants. It will feature a 12,000 square foot clearspan hangar, climate controlled office, restroom, customer waiting area, and access to the taxiways and runways, per the NAA minimum standards. This project is led by Mr. Mirash Vataj, an aviation industry businessman and entrepreneur. Marco Hangars, LLC is a Collier County based hangar developer and operator. MH intends to build the facility to accommodate a wide range of aircraft and lease the space to an appropriate party, based on specific tenant selection requirements.

According to the 2020 Naples Airport Master Plan Consolidated Draft Report, Section 6.5.3: Evaluation Criteria, “there are six primary attributes utilized to evaluate different development concepts” that should be considered in the planning for the future of APF. We believe these criteria should be vital considerations in the development of Parcel 3. Assuming that all of the proposals to this RFP must meet the basic requirements detailed in the sections on land access, airside access, environmental impact, and constructability, then the two attributes which will vary among the proposals will be "Compatibility with Adjacent Uses" and "Flexibility of Facility Configuration."

Considering the possible proposed uses for Parcel 3, we believe that selecting our facility will serve as the highest and best use of the land when "Compatibility with Adjacent Uses" and "Flexibility of Facility Configuration" are accounted for. Marco Hangars, LLC recently acquired Parcel 2, which is directly adjacent to Parcel 3. We are building an aviation business facility, approximately 22,000 square feet in size, on Parcel 2. The building plans include aircraft hangars, offices, waiting areas, and restrooms. We have had numerous inquiries from companies interested in the space and are currently discussing lease options with several parties. There have been some extremely high-profile companies interested in the facility if it would be possible for them to obtain additional hangar and office space. Since some of these companies are among the largest aviation support companies in the world, they would require additional space in order to conduct their operations and have requested that we explore any avenues to make that possible. Allowing Parcel 2 and 3 to be developed in conjunction with each other, keeping a consistent design, and having them occupied by the same tenant would obviously increase the operational efficiency of each facility. This is compounded by the fact that Parcel 3 is constrained in size and doesn’t allow for development beyond an approximately 12,000 square foot hangar. That amount of space isn’t particularly significant for most aviation businesses and would most likely be sought out by a private party as a personal use aircraft storage hangar. However, it would provide an ideal amount of overflow hangar and workspace to an aviation business. We do not believe that a private use hangar is the highest and best use of this piece of land given its location directly along the runway in a prime spot for a business facility; particularly one that could bring a higher number of clients to APF, raise the profile of the airport, and contribute significantly to fuel sales. The future development plans laid out in the Master Plan account for very significant private use hangar development in less centralized locations of the airfield, much better suited to non-commercial use.

Taking into account the importance of the "Flexibility of Facility Configuration" our facility is designed to be a flexible space, with a clear door opening of 120' in order to fit most of the existing and future General Aviation jets anticipated from the ADG III category that the NAA would ideally like to accommodate. Our facility could accommodate a wide range of uses over the duration of its existence, based on the changing needs and demands of the airport at that time. Nevertheless, Marco Hangars, LLC is also open and willing to design and lease this facility in whichever way the NAA believes is the best use of this land.
ii. Mission Statement

Marco Hangars, LLC designs, builds, and operates hangar facilities in order to provide desirable, new hangar space at a competitive price point. We work with Airport Authorities to create the ideal layout for their unique customer base and vision, providing them with the ability to accommodate a larger number of consumers, thereby increasing their profits through fuel sales and aviation related services.

iii. Goals

Our goal is to provide the necessary facilities with timeliness, efficiency, and at a significant profit to the NAA. MH plans to have this project complete within two years from the date of lease commencement.

iv. Strategies

*Development and Construction Phase:*

MH has contracted Mr. Luc Carriere, a highly respected project manager to assist in the design, planning, permitting, and engineering of the facility at APF. Mr. Carriere serves as the project manager for Hole Montes Inc., Airport Engineering Division, located in Fort Myers. His experience extends over 30 years with emphasis on management and design of airport projects. Mr. Carriere was responsible for the engineering, permitting, and construction administration/inspection (CA/CEI) for all the hangars and terminal buildings at the three Collier County airports, with the exception of the CAP hangar and proposed terminal facility at Marco Island Executive Airport. His staff has also provided services for the construction of over 100 hangars, ranging from T-hangars to large corporate hangars at the Naples Municipal Airport (APF) and Page Field Airport (FMY) combined. Hole Montes was responsible for the new General Aviation Terminal at FMY and the alterations of the General Aviation Terminal at APF. In addition, Holes Montes was responsible for the new U.S. Customs facility at APF and the new equipment maintenance facility at Southwest Florida International Airport (RSW). By employing such a highly qualified team we are confident we will accomplish our mission and goals in a timely and efficient manner.
**Marketing Phase:**

Marco Hangars, LLC boasts unique marketing skill sets that enable the company to attract new customers at a low cost. MH will work in conjunction with the authority’s current marketing initiatives to drive demand and educate prospective customers regarding hangar availability, if desired by the NAA. This could potentially include being listed on the FlyNaples.com website, AirNav, Foreflight, and Facebook pages.

MH maintains a professionally designed website, Facebook page, and Google listing. In addition to having an up to date, easy to navigate web presence, we plan to continue to invest in Search Engine Optimization (SEO). This important tool allows our web pages to be more easily found by potential customers who are searching for phrases related to topics near to our company, such as "hangars for rent near me" or "hangars in South Florida." Tapping into this technology allows our web page to essentially "rank higher" and be more easily stumbled upon by people searching related topics.

As demonstrated in our sample marketing materials below, we plan to invest in marketing consumer awareness through advertisements in strategic points of sale or locations. This could include informational brochures in the General Aviation Terminal of APF, advertising with the AOPA, Controller and Trade-A-Plane magazines and websites, HangarTrader.com, and local resources such as The Marco Review and local newspapers.

Our most successful marketing techniques have been direct mailing and emailing to a vast network of contacts in the aviation industry. We have compiled a contact list of several hundred people and businesses who are potential clients, or who are positioned to facilitate a connection with a potential client. We both email these contacts a digital brochure and mail them a professionally printed brochure, showcasing our property. These visually attractive and informational materials make a significant impact, and in turn generate a great deal of interest in our projects.

We feel that marketing in this professional, comprehensive manner is important for our brand, and also for increasing awareness about the value of the wonderful Naples Airport, a goal important to the NAA’s Strategic Plan.
Marketing Plan

INCREASE POTENTIAL CLIENT AWARENESS OF NAPLES AIRPORT & MARCO HANGARS

Web

Utilize SEO (Search Engine Optimization) techniques to increase traffic to our webpages when people are searching for related topics such as "Airports near Fort Myers" or "Hangars in Florida" to direct them to our websites.

MarcoHangars.com  Google  Facebook

E-Mail

Professionally designed digital brochure showcasing our property is emailed to hundreds of contacts in the aviation industry to inform them of our latest project and educate them on the location, benefits, and amenities offered by Naples Airport.

Direct Mailing

We mail printed versions of our brochures to hundreds of contacts in the aviation industry to inform them of our latest project and educate them on the location, benefits, and amenities offered by Naples Airport.

Strategic Placement

Involves a mix of print advertising in magazines, newspapers, and physical placement of marketing materials. Just a few examples we’ve utilized before:

The Marco Review / Coastal Breeze Newspaper / Aviators Properties Magazine / Business Air / Aviators Hotline / Loopnet / Controller / HangarTrader.com / FltPln / ForeFlight
Example of Marketing Flyer

Executive hangar being built at one of the most prestigious, exclusive airports in the country. RARE OPPORTUNITY to lease a facility as an airport with a consistent waiting list of 100+ aircraft. KAPF serves the Southwest Florida coast of Florida, but is located less than 2 hours drive from Miami. It is a hot spot for exclusive private jets, has luxurious modern amenities and a 6,600 ft runway. Hangar designed to fit up to a Gulfstream 450, includes office, waiting area, and restroom.
EXHIBIT E: Business Plan

Referrals:

Positive customer testimonials and reviews are the strongest forms of marketing. Satisfied customers are drawn to discuss their experience with business partners, friends, family, and colleagues, resulting in new business opportunities. Thus, MH will actively seek and encourage referrals from clients. Positive experiences will help create the customer base. Referrals and word of mouth will be of great importance given the small, close-knit nature of the aviation industry.

Tenant Selection:

MH intends to develop Parcel 3 to its highest and best use. One way we can assure this, while also ensuring the continued fiscal health of the NAA, is by carefully selecting the tenant who leases this facility. We would like to propose a possible selection process for potential tenants.

From our experience in marketing our facility on Parcel 2 we have found a tremendous amount of parties interested in leasing at APF and have maintained a list of potential tenants. There have been a number of high-profile businesses interested in Parcel 2, who have deemed it too small, stating they would need to lease additional hangar space at APF in order to conduct their operations. Developing a facility on the adjacent parcel is the ideal configuration to allow for the possibility of expanded operations of Parcel 2.

Due to the high demand for this space, we foresee obtaining our desired monthly lease rate from whichever tenant we chose to select based on their credit history, proof of ownership of the aircraft being hangared, one month’s rent as a security deposit, and copies of any relevant FAA certificates. Given that fact, we propose an additional selection criterion for our tenant based on their potential to generate the highest fuel sale revenues possible. We are offering to utilize a selection process that requests copies of potential tenant aircraft logbooks detailing their flight hours over the past 2 years, and then selecting the party which regularly logs the highest number of hours. This number ensures the highest possible fuel sales to the NAA and guarantees that the hangar is not simply used as a storage space, which would do little to generate fuel sale revenue.

If the NAA believes this process would result in the highest and best use of the land and would like MH to utilize this method for tenant selection, we are willing to do so. If it is not the desire of the NAA for us to use this additional selection process, we will choose the most appropriate tenant based on our typical selection standards.
EXHIBIT E: Business Plan

v. Budget, funding sources, anticipated income, and future projections:

MH has budgeted $2,000,000 for the completion of this project. This includes the cost of:

- Building- $540,000
- All associated pavement (aprons, parking, road)- $160,000
- Foundation- $350,000
- Construction- $740,000
- Facilities (restrooms, office space, lobby) $150,000
- Sprinkler System- $60,000

The entire cost of the project will be funded by Mr. Mirash Vataj, the owner of Marco Hangars, LLC.

MH anticipates both units to be fully occupied upon completion of construction. Utilities will be the tenants' responsibility. The rental rate shall be set at $1.95 per square foot. Therefore, the total anticipated monthly income is is $23,400.

Future financial projections are based on annual rental rate increases of 2% as follows:
5-YEAR FINANCIAL PLAN

REVENUE ASSUMPTIONS
Marco Hangars has developed a 5-year financial pro-forma. Key assumptions utilized within the financial model are as follows:

- Marco Hangars will have 1 unit for lease at $23,400 per month
  - Marco Hangars projects the unit to be leased immediately
  - The lease is projected to increase by 2% each year
    - Year 2 Monthly Lease: $23,868
    - Year 3 Monthly Lease: $24,345
    - Year 4 Monthly Lease: $24,832
    - Year 5 Monthly Lease: $25,329

OPERATING EXPENSE ASSUMPTIONS
Marco Hangars projects the following operating expenses:

- Salaries are as follows:
  - An Office Administrator will be hired and receive a $10,000 salary at a 5% annual salary increase and a $27.15% payroll tax
- Non-personnel operating expenses total $40,824 in Year 1, and are as follows:
  - $1,000 in Year 1 advertising
  - $300 in Year 1 office supply
  - $9,000 in Year 1 insurance spend
  - $30,524 in Year 1 land lease spend, with a 3% annual increase
    - Total non-personnel operating expenses in Year 1 total $92,494

FUND USES
Marco Hangars requires $2,000,000 to be allocated toward buildings ($540,000), infrastructure like aprons, parking and roads ($160,000), foundation ($350,000), construction ($740,000), facilities ($150,000) and a sprinkler system ($60,000).

- Founder Mirash Vataj will invest $600,000 into the business
- Marco Hangars seeks the remaining $1,400,000 from a loan (3.2% interest over 15 years)
# Income Statement

<table>
<thead>
<tr>
<th>Income Statement</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$280,800</td>
<td>$286,416</td>
<td>$292,144</td>
<td>$297,987</td>
<td>$303,947</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$280,800</strong></td>
<td><strong>$286,416</strong></td>
<td><strong>$292,144</strong></td>
<td><strong>$297,987</strong></td>
<td><strong>$303,947</strong></td>
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<tr>
<td><strong>Total Cost</strong></td>
<td>$0</td>
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<td>$0</td>
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<td>$0</td>
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<tr>
<td><strong>Total Cost of Goods Sold</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
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<td>$0</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>$280,800</td>
<td>$286,416</td>
<td>$292,144</td>
<td>$297,987</td>
<td>$303,947</td>
</tr>
<tr>
<td>Gross Margin (%)</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
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<tr>
<td><strong>Operational Expenses</strong></td>
<td></td>
<td></td>
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<tr>
<td>General &amp; Administrative Costs</td>
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<td>$41,740</td>
<td>$42,683</td>
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<td>Salary &amp; Wage Costs</td>
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<td>$13,351</td>
<td>$14,018</td>
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<td><strong>Total Operational Costs</strong></td>
<td><strong>$53,539</strong></td>
<td><strong>$55,091</strong></td>
<td><strong>$56,701</strong></td>
<td><strong>$58,374</strong></td>
<td><strong>$60,110</strong></td>
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<tr>
<td><strong>EBITDA</strong></td>
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<td>$231,325</td>
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<td>Depreciation Cost</td>
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<td>$0</td>
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<tr>
<td><strong>Pre-Tax Profit</strong></td>
<td><strong>$183,539</strong></td>
<td><strong>$190,004</strong></td>
<td><strong>$196,599</strong></td>
<td><strong>$203,329</strong></td>
<td><strong>$210,194</strong></td>
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<td>Retained Earnings</td>
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<td>$373,542</td>
<td>$570,142</td>
<td>$773,470</td>
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<td>Taxable Income</td>
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<td><strong>Income Tax Cost</strong></td>
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<td><strong>$53,882</strong></td>
<td><strong>$55,701</strong></td>
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<tr>
<td><strong>Net Income</strong></td>
<td><strong>$134,901</strong></td>
<td><strong>$139,653</strong></td>
<td><strong>$144,501</strong></td>
<td><strong>$149,447</strong></td>
<td><strong>$154,492</strong></td>
</tr>
<tr>
<td>Net Income Margin (%)</td>
<td>48%</td>
<td>49%</td>
<td>49%</td>
<td>50%</td>
<td>51%</td>
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</table>
BALANCE SHEET

<table>
<thead>
<tr>
<th></th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$60,982</td>
<td>$124,316</td>
<td>$190,020</td>
<td>$258,110</td>
<td>$328,605</td>
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<tr>
<td>Accounts Receivable</td>
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<td>$0</td>
<td>$0</td>
<td>$0</td>
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<tr>
<td>Inventory</td>
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<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>$60,982</td>
<td>$124,316</td>
<td>$190,020</td>
<td>$258,110</td>
<td>$328,605</td>
</tr>
<tr>
<td><strong>Fixed Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Building</td>
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<td>$540,000</td>
<td>$540,000</td>
<td>$540,000</td>
<td>$540,000</td>
</tr>
<tr>
<td>Aprons, Parking, Road</td>
<td>$160,000</td>
<td>$160,000</td>
<td>$160,000</td>
<td>$160,000</td>
<td>$160,000</td>
</tr>
<tr>
<td>Foundation</td>
<td>$350,000</td>
<td>$350,000</td>
<td>$350,000</td>
<td>$350,000</td>
<td>$350,000</td>
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<tr>
<td>Construction</td>
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<td>$740,000</td>
<td>$740,000</td>
<td>$740,000</td>
<td>$740,000</td>
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<tr>
<td>Facilities</td>
<td>$150,000</td>
<td>$150,000</td>
<td>$150,000</td>
<td>$150,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>Sprinkler System</td>
<td>$60,000</td>
<td>$60,000</td>
<td>$60,000</td>
<td>$60,000</td>
<td>$60,000</td>
</tr>
<tr>
<td><strong>Total Fixed Assets</strong></td>
<td>$2,000,000</td>
<td>$2,000,000</td>
<td>$2,000,000</td>
<td>$2,000,000</td>
<td>$2,000,000</td>
</tr>
<tr>
<td><strong>(Less Accumulated Depreciation)</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Intangible Assets Investments</td>
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<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Intangibles</strong></td>
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<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>(Less Accumulated Amortization)</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$2,060,982</td>
<td>$2,124,316</td>
<td>$2,190,020</td>
<td>$2,258,110</td>
<td>$2,328,605</td>
</tr>
<tr>
<td><strong>LIABILITIES &amp; EQUITY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
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<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Accrued Expenses</td>
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<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Current Portion of Debt</td>
<td>$69,865</td>
<td>$72,134</td>
<td>$74,477</td>
<td>$76,895</td>
<td>$79,392</td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>$69,865</td>
<td>$72,134</td>
<td>$74,477</td>
<td>$76,895</td>
<td>$79,392</td>
</tr>
<tr>
<td><strong>Long Term Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long Term Debt</td>
<td>$1,256,216</td>
<td>$1,177,629</td>
<td>$1,096,489</td>
<td>$1,012,715</td>
<td>$926,220</td>
</tr>
<tr>
<td><strong>Total Long Term Liabilities</strong></td>
<td>$1,256,216</td>
<td>$1,177,629</td>
<td>$1,096,489</td>
<td>$1,012,715</td>
<td>$926,220</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$1,326,082</td>
<td>$1,249,763</td>
<td>$1,170,966</td>
<td>$1,089,610</td>
<td>$1,005,612</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Common Stock</td>
<td>$600,000</td>
<td>$600,000</td>
<td>$600,000</td>
<td>$600,000</td>
<td>$600,000</td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>$134,901</td>
<td>$274,553</td>
<td>$419,054</td>
<td>$568,501</td>
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<tr>
<td><strong>Total Equity</strong></td>
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<td>$1,019,054</td>
<td>$1,168,501</td>
<td>$1,322,993</td>
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<tr>
<td><strong>Total Liabilities and Equity</strong></td>
<td>$2,060,982</td>
<td>$2,124,316</td>
<td>$2,190,020</td>
<td>$2,258,110</td>
<td>$2,328,605</td>
</tr>
</tbody>
</table>

Marco Hangars, LLC- RFP Parcel 3 Page 18 of 40
# CASH FLOWS

<table>
<thead>
<tr>
<th>Cash Flow Statement</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OPERATIONS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cash Flow From Operations</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income</td>
<td>$134,901</td>
<td>$139,653</td>
<td>$144,501</td>
<td>$149,447</td>
<td>$154,492</td>
</tr>
<tr>
<td>Plus Depreciation</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Plus Amortization</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Cash Flow From Operations</strong></td>
<td>$134,901</td>
<td>$139,653</td>
<td>$144,501</td>
<td>$149,447</td>
<td>$154,492</td>
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<tr>
<td><strong>INVESTMENTS</strong></td>
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<tr>
<td>Fixed Asset Investments</td>
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<tr>
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<td>Aprons, Parking, Road</td>
<td>-$160,000</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Foundation</td>
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<td>Facilities</td>
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<td>$0</td>
</tr>
<tr>
<td>Sprinkler System</td>
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<td>$0</td>
<td>$0</td>
<td>$0</td>
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<tr>
<td><strong>Total Fixed Assets</strong></td>
<td>-$2,000,000</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Intangible Assets Investments</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Intangible Investments</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>Total Cash Flow From Investments</strong></td>
<td>-$2,000,000</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td><strong>CASH FLOW FROM FINANCING</strong></td>
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</tr>
<tr>
<td>Financing</td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>$1,926,082</td>
<td>-$76,319</td>
<td>-$78,797</td>
<td>-$81,356</td>
<td>-$83,998</td>
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<tr>
<td><strong>TOTAL CASH FLOW</strong></td>
<td>$60,982</td>
<td>$63,334</td>
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<tr>
<td>Cash at the Beginning of Period</td>
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<td>$60,982</td>
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<td>$190,020</td>
<td>$258,110</td>
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<td>$124,316</td>
<td>$190,020</td>
<td>$258,110</td>
<td>$328,605</td>
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</table>
The development and construction of the facility on Parcel 3 will contribute to the local economy and community in several ways. First, Marco Hangars is a truly local company which pays taxes in Collier County and to the state of Florida. Utilizing the services of local Florida based companies is of utmost importance to MH. Numerous people will be employed to design and build the facility, all from local companies, including our engineers (Naples/ Fort Myers), architect (Naples), contractor (Naples), foundation company (Naples), building manufacturer (Cape Coral), and builder (Naples). Supporting local business, especially small businesses run by local taxpayers is, and should be, a priority for all of us. This is one of the best ways to benefit the local economy, and more importantly, the hard-working people in our community.

In addition to this, allowing us to expand the available facilities at APF helps drive tourism and business by allowing additional aircraft to call APF their home base airport and meet the Strategic Plan vision of connecting more people to the Paradise Coast. Our facility will be built to the same standards as our building on Parcel 2 in order to enhance the image of the airport as welcoming and modernized. We will meet the Strategic Plan goal of preserving the environment by planting attractive, native, drought-resistant landscaping that not only enhances the image of APF but is also beneficial to the environment, and therefore the community.
Exhibit F: Proposed Development Information

i. Conceptual Site Plan:

ii. Conceptual Elevation

Elevation Information at a Glance:

- Max Building Height: 35'
- Door Height: 27'
- Approximate Hangar Finished Floor Elevation: 7.40' NAVD
- Approximate Office Finished Floor Elevation: 8.00' NAVD
- 1:12 Roof Pitch
- Office Height 20'
Exhibit F: Proposed Development Information

iii. Overview of Parcel Location
iv. Description of Proposed Construction Materials, Methods, Finishes:

The proposed building package which will consist of:

- All primary steel components with gray oxide primer coat. All secondary material (cees, zees, angle) to be G90 Galvanized. All exterior wall framing will be flush.
- 24 ga. Snap-Lock 24 Kynar color finish sheeting for the roof. This is a standing seam roof system using 1” thermal blocks.
- 26 ga. PBR silicone Polyester color finish sheeting on the exterior walls and hangar doors.
- (3) 3068 white flush steel walk door with lever lockset, 16 ga. frame, 20 ga. insulated leaf, ADA threshold, door closer and weather stripping.
  1:12 pitch on gabled roof design. Roof sheets extend beyond eave line to accommodate gutters. 26 ga. gutters, down spouts including hangers, mounting straps, and kick-outs
  All color building trim, roof caulking for all laps, rubber closure, plated nuts/bolts, stainless steel powder-coated fasteners, and stitch screws.

Building Code Information
- 20 psf roof live load, 5 psf collateral load.
- Occupancy/Risk Category II.
- Ct thermal factor of 1.2
- 170 m.p.h. Ultimate Wind speed, Exposure C.
- Structural design based on the design criteria of the 2017 FBC

- All primary steel components with gray oxide primer coat. All secondary material (cees, zees, angle) to be G90 Galvanized. All exterior wall framing will be flush.
- 24 ga. Snap-Lock 24 Kynar color finish sheeting for the roof. This is a standing seam roof system using 1” thermal blocks.
  26 ga. PBR silicone Polyester color finish sheeting on the exterior walls and hangar doors.
- There will be a 3 hour firewall constructed between the hangar and office space.
- Fire suppression for the office space will be a sprinkler system.
- Hangar door will be bottom rolling, featuring a 120' wide opening, 27' high (large enough to accommodate a Gulfstream G550)
- Office area will be standard concrete construction, covered with stucco
- Will feature attractive, classic Naples style architecture
v. Evidence of Compatibility with Existing Businesses, Land Uses, and Airport Operations:

Demand for hangar space is extremely high at Naples Airport, as described in the 2020 Naples Airport Master Plan Consolidated Draft Report. The NAA reports a 100% occupancy rate of hangars with a consistent waiting list of approximately 100 aircraft. Future projections call for building enough clearspan hangars to base an additional 115 aircraft at KAPF over the next 20 years, as outlined in Section 4.8.2 of the Master Plan. Having Marco Hangars build and operate this facility will serve as the highest and best use of the land and will aid in expanding airport operations. In order to meet the changing needs of the airport over time, our facility will be designed to be a flexible space, which is described as an advantageous concept in Section 4.8.2 of the Naples Airport Master Plan. As specified in the Master Plan section 6.5.6 Clearspan Hangars, “plans for future hangars must also consider the fact that some will need to provide storage for a mix of aircraft types, some will support specific services such as aircraft maintenance, and others will serve as private facilities. Thus, a key element in developing concepts for such facilities is flexibility and the ability to support the larger ADG III aircraft expected in the operational fleet mix” (ESA, 2020). Our hangar has a clear door opening of 120’ and a height of 27’ in order to fit the existing and future General Aviation jets anticipated from the ADG III category that the NAA would ideally like to accommodate. A space of this size and configuration can easily be utilized in a way that suits the current demands of the airport over the next 20 years by accommodating a wide range of aircraft and purposes, with its large hangar space, office, waiting area and restroom.

Adding the hangar facility would serve to increase the number of aircraft based at APF, aiding in the NAA’s vision to connect people to the Paradise Coast, thereby increasing fuel sales and aviation related services provided by the NAA. In addition to increasing the greatest source of income the NAA receives, it will help create the vision laid out in the Strategic Plan. Our facility will help you reach your goals to increase awareness about the value of the airport through our aggressive marketing plan, meet the current needs and anticipate future demand for more hangar space, and assure the fiscal health of the NAA, through fuel sales and a compelling lease rate offer.

Our plan also helps to modernize and raise the bar for APF’s appearance. We will develop a facility that is visually congruent with the plans for our neighboring building on Parcel 2, featuring attractive lighting, signage, and beautiful native, drought-resistant landscaping to aid in creating a desirable, high-end image for APF. It will be based on the clean and welcoming Contemporary Coastal architecture Naples has become known for. If the number one goal for the Strategic Plan is to provide a safe, modern and efficient airport and to develop facilities that meet current customer needs and anticipates future demands, then having MH develop the necessary facilities APF is lacking meets this important goal (FlyNaples.com, 2020).
Exhibit F: Proposed Development Information

vi. Anticipated Challenges and Plan to Overcome Them:

MH does not anticipate any major challenges beyond normal development and construction issues that occasionally arise on projects of this type. We are fully prepared to deal with any unforeseen obstacles by employing a highly respected team lead by Luc Carriere from the Airport Engineering Division of Hole Montes, and by possessing adequate additional funds to cover any unforeseen costs.

EXHIBIT G: Management

i. Name and qualifications of the anticipated on-site manager:

The facility will be managed by its owner, Mr. Mirash Vataj. He will oversee all aspects of operations including customer relations, administration, accounting, health, safety, and environmental functions. He will plan, direct, and coordinate activities for the lease of the facility, and will be in charge of overseeing the building. Mr. Vataj has experience in all aspects of design, permitting, and development at airports, including the resulting management and operation of hangars and an FBO facility.

Marco Hangars, LLC will employ an experienced full-time office manager who will help oversee customer relations, administration, and accounting in conjunction with Mr. Vataj.
i. Experience and History of Respondent:

Marco Hangars is solely owned by Mirash Vataj, who will invest 100% of the capital required and serve as the General Manager of the facility. Mr. Vataj is an aviation enthusiast and serial entrepreneur. He currently owns and operates an FBO at Danbury Municipal Airport (DXR) and is a member of the Executive Hangars Association. Mr. Vataj purchased and extensively renovated the previously struggling and run-down facility and transformed it to provide a fuel farm, pilot facilities, tie-down, hangar, and office space. The total renovation included rebuilding the business offices, pilot facilities, restrooms, and hangar space, as well as installing state-of-the-art hydraulic hangar doors and epoxy floors, expanding the fuel farm, and complete repaving of the apron, ramp, and parking lot. This has transformed the operation into a thriving business which currently leases hangar and office space to the notable Eagle One Search and Rescue organization. He also has a successful history of purchasing and renovating hangars, along with leasing them to tenants and eventually reselling them for profit.

Mr. Vataj’s relentless drive to succeed is deeply rooted in his difficult upbringing. He grew up with next to nothing before coming to this country at 13-years-old as a refugee of war in Eastern Europe, with no shoes on his feet, unable to understand or speak English. At 17-years-old, he started working as a lineman at Signature Flight Support at Westchester County Airport (HPN) and worked his way up to supervisor while simultaneously earning his pilot’s license and working a second night job in a management position. He opened his first pizzeria at just 19-years-old with the money he earned working those two jobs. Over the past 28 years, Mr. Vataj developed a successful chain of pizzerias in the New York area. In addition to this, he is a commercial property investor, owning several plazas with numerous tenants in prestigious locations.

Mr. Vataj’s main interest has always been aviation, which is why he has been a dedicated private pilot for 25 years and became an aviation facility investor. He has vast knowledge of the industry due to the many positions he has held over the course of his life: lineman, pilot, hangar landlord, FBO developer, investor, and entrepreneur.

After purchasing a home on Marco Island in 2015, Mr. Vataj became a tenant at neighboring Marco Island Executive Airport (MKY). From his first-hand experience at MKY, he recognized the significant need for aviation facility development in Collier County. He has been investing in aviation businesses and hangar facilities with great success for years and would like to continue utilizing his skills to develop this facility at Naples Airport.
EXHIBIT H: Past Performance

a. Contact Information
Mirash Vataj, 346 Bald Eagle Drive, Marco Island, FL 34145
Office: (239) 970-0069   Cell: (914) 906-1084
Email: MVataj@yahoo.com  Websites: MarcoHangars.com and ExitAviation.com

b. Provide a list of all airports that the Respondent and its principals have operated out of within the last five (5) years.

1. KDXR- Danbury Municipal Airport, Danbury, Connecticut
2. KMKY- Marco Island Executive Airport, Naples, Florida
3. KAPF- Naples Airport, Naples, Florida

c. Provide a description of the operations at each of the prior airports and explain the relevance of the prior experience to the proposed use of the premises. Provide an airport point of contact as a reference for each airport listed.

1. (KDXR) Danbury Municipal Airport, Danbury, Connecticut
Owner and operator of Exit Aviation, an FBO that provides general aviation services to pilots, 24/7 self-serve fuel, tie-downs, hangar space, and pilot facilities. Purchased this property as a struggling and run-down aircraft maintenance building and completed total renovation of the facility, working extensively with the Aviation Commission and Airport Administrator to follow proper permitting and renovation procedures. Developed Exit Aviation into a modern, profitable FBO that leases executive hangar space to Eagle One Search and Rescue Helicopters, which provides on call, mission ready task force units fulfilling the need for necessary air support for a variety of missions such as search and rescue, Special Operations, surveillance, drug missions, and disaster relief. Purchased and renovated numerous executive hangars over the past decade, which were leased and eventually sold to general aviation tenants.
   Point of Contact for Reference: Michael Safranek, Airport Administrator, 203-797-4624, email: M.Safranek@Danbury-CT.gov

2. (KMKY) Marco Island Executive Airport, Naples, Florida
Hangar development featuring 11 units is currently being constructed. Marco Hangars worked extensively with the Collier County Airport Authority and its Executive Manager, Mr. Justin Lobb, during the design and permitting process to ensure compliance with all rules, regulations, and standards. Hangar development includes 4 buildings, including one building of eight box hangars (each unit is 56' x 70') and 3 separate buildings of corporate jet hangars (each unit is 110' x 80'). The hangars will be operated by Marco Hangars, LLC, while all aviation services will be provided by Collier County Airport Authority. Hangars will be leased to General Aviation aircraft.
   Point of Contact for Reference: Justin Lobb, Executive Manager Collier County Airport Authority, 239-642-7878, email: Justin.Lobb@colliercountyfl.gov

3. (KAPF) Naples Airport, Naples, Florida
Aviation Business Facility currently in the design phase, which will be built on Parcel 2. The building includes two hangars, air-conditioned office space, customer waiting area, and restrooms.
State of Florida
Department of State

I certify from the records of this office that MARCO HANGARS, LLC is a limited liability company organized under the laws of the State of Florida, filed on October 23, 2017, effective October 20, 2017.

The document number of this limited liability company is L17000218266.

I further certify that said limited liability company has paid all fees due this office through December 31, 2020, that its most recent annual report was filed on February 3, 2020, and that its status is active.

EXHIBIT I: Provide documentation to demonstrate:
   i.   Respondent is an active business in good standing

Given under my hand and the Great Seal of the State of Florida at Tallahassee, the Capital, this the Seventeenth day of July, 2020

Secretary of State

Tracking Number: 7942311089CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication
EXHIBIT I: Provide documentation to demonstrate:

i. Respondent is an active business in good standing

EXHIBIT I: Provide documentation to demonstrate:

ii. Applicable FAA Certificates

There are no applicable FAA Certificates for Marco Hangars, LLC to obtain, as a development company. However, we ensure that all FAA standards, rules, and regulations are upheld during the construction and permitting process by employing a team that specializes in Airport Engineering.
July 22, 2020

City of Naples Airport Authority
Attn: Heather Le Duc, Business Manager
160 Aviation Drive North
Naples, FL 34104

Re: Mirash Vataj / Parcel 3 / Marco Hangars, LLC

Dear Ms. Le Duc,

Please be aware that Mirash Vataj has been a member of Self Reliance NY Federal Credit Union since 2006. Over the past 14 years, eight loans have been issued to Mr. Vataj, totaling in excess of $8,500,000 and all payments have been made as agreed. We are in the process of underwriting another loan request and, subject to approval, we would expect that loan to close within the next 60 days. Based on our long-standing relationship with Mr. Vataj, Self Reliance would gladly review and consider future financing requests in an amount of $2,700,000 subject to the usual credit underwriting and approval process.

Best Regards,

[Signature]

Orest Temycky
Executive Vice President & Chief Financial Officer
Self Reliance NY Federal Credit Union

Cc: Mirash Vataj
EXHIBIT I: Provide documentation to demonstrate: iv. Evidence of Ability to Obtain Insurance

William J. Grohs Aviation, Inc.
Aviation Insurance Brokerage

Waterbury - Oxford Airport
Tower Building
Oxford, CT 06478 -1096
203-262-1552  ■  203-262-1556 (FAX)

July 21, 2020

City of Naples Airport Authority
Attn: Heather LeDuc, Business Manager
160 Aviation Drive
Naples, FL 34104

RE: Marco Hangars, LLC / Mirash Vataj
Land Lease Development of North Quadrant
Land Parcel 3

Dear Heather:

This letter is to confirm that our agency is able to provide the liability insurance coverage requested by Mr. Vataj for the aircraft hangars that he is proposing to build at Naples Municipal Airport in Naples, Florida. General Liability can be provided during and after the building phase, and the limit of coverage would be $2,000,000 per occurrence. The City of Naples Airport Authority can be named as an Additional Insured on the insurance policy. In addition, we do have markets available for the other insurances that may be required. This letter does not serve as confirmation or acceptance of coverage, merely a letter confirming we have markets for the coverage required.

Please let us know if you have any questions.

Sincerely,

[Signature]
Michelle A. Maduri
Accounts Coordinator

Aviation Risk Specialist
Marco Hangars, LLC- RFP Parcel 3

www.wjgrohsaviation.com
STATEMENT OF DRUG-FREE WORKPLACE

Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids, proposals, responses or that are equal with respect to price, quality, and service are received by the State of Florida or by any of its political subdivisions for the procurement of commodities or contractual services, a bid, proposal or reply received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.

2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.

3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in section 1.

4. In the statement specified in section 1., notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employees will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 of the Florida Statutes or of any controlled substance law of the United States or any state, for a violation occurring in the workplace, no later than five (5) days after such conviction.

5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by an employee who is so convicted.

6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this program.

Select one or the other (not both) of the following certification statements. These statements are mutually exclusive.

☐ This firm DOES NOT comply with the above requirements for a drug-free workplace.

☒ As the person authorized to sign the statement, I certify that this Firm DOES fully comply with the above requirements.

Marco Hangars, LLC
Firm Name

Mirash Vataj
Name of Authorized Individual

Authorized Signature
Date

07/17/2020
EXHIBIT K: Non-Collusion Affidavit

NON-COLLUSION AFFIDAVIT

STATE OF Florida

COUNTY OF Collier

I state that I, Mirash Vataj, Managing Member of Marco Hangars, LLC
(Name and Title)
(Name of Firm)

am authorized to make this affidavit on behalf of my firm and its owner, directors and officers. I am the person responsible in my firm for the price(s) and amount(s) of this Response, and the preparation of the Response. I state that:

1. The price(s) and amount(s) of this Response have been arrived at independently and without consultation, communication or agreement with any other Respondent, potential Respondent, Proposal, or potential Proposal.

2. Neither the price(s) nor the amount(s) of this Response, and neither the approximate price(s) nor approximate amount(s) of this Response, have been disclosed to any other firm or person who is a Respondent, potential Respondent, Proposal, or potential Proposal, and they will not be disclosed before Proposal opening.

3. No attempt has been made or will be made to induce any firm or persons to refrain from submitting a Response for this contract, or to submit a price(s) higher that the prices in this Response, or to submit any intentionally high or noncompetitive price(s) or other form of complementary Response.

4. The Response of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive Response.

5. Neither my firm nor its affiliates, subsidiaries, officers, directors, partners, owners, representatives, employees or parties in interest are currently under investigation by any governmental agency and have not in the last three years been found liable for any act prohibited by state or federal law in any jurisdiction involving conspiracy or collusion with respect to the proposal or bid on any public contract, except as follows:

I state that I and the named firm understand and acknowledge that the above representations are material and important, and will be relied on by the City of Naples Airport Authority, for which this Proposal is submitted. I understand and my firm understands that any misstatement in this affidavit is, and shall be treated as, fraudulent concealment of the true facts relating to the submission of this Proposal.

Authorized Signature

The foregoing instrument was sworn to and subscribed before me by means of ☐ physical presence or ☐ online notarization, on July 22, 2020 by Mirash Vataj, who [ ] is personally known to me or [ ] has produced a driver’s license as identification.

LAURA G. KNECHTEL
MY COMMISSION # GG 039128
EXPIRES: November 9, 2020
Bonded thru Notary Public
My Commission Expires:

Notary Public

Marco Hangars, LLC- RFP Parcel 3
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EXHIBIT M: Revenues to the Naples Airport Authority

- **Land Lease Revenue to Naples Airport Authority:**
  
  40,699 sf of land leased x $0.75 per square foot = $30,524.25 per year

- **Projected Annual Fuel Sale Revenue to Naples Airport Authority:** $937,878.00

The NAA would greatly increase their fuel revenue as a result of adding the proposed hangar space. By housing the additional aircraft, APF could increase fuel sales by approximately $937,878.00. This figure is conservative—assuming the jet pilot flies only 300 hours per year out of APF. Many pilots fly significantly more hours than this, with jet charter companies averaging 448 hours per year (Golla, 2017).

Our hangar could fit a variety of jets, but for our calculations we did a typical combination of a commonly flown small sized and large sized jet. Considering the current Jet A fuel price at APF is $4.33, and the average jet is flown for an average of 300 hours per year out of APF:

- Housing an additional 1 small jet, such as a Citation V, which burns 210 gallons per hour, could provide an additional average of $227,325 in fuel sales per year (Liberty Jet Management, 2018).
- Housing an additional 1 large jet, such as a Gulfstream G450, which burns 512 gallons of fuel per hour, could provide an additional average of $665,088 in fuel sales per year (Liberty Jet Management, 2018).

*Figure 1: Fuel Revenue Assumptions*

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<th>Price Per Gallon</th>
<th>Hours of Flight Per Year</th>
<th>Number of Additional Aircraft</th>
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Works Cited


Proposal for Land Lease
For Development of North Quadrant Land Parcel 3

Patricia Diego
PPD Holdings, LLLP
230 3rd Avenue North,
Naples, FL 34102
Patricia.Diego@ppdholdings.com
404-216-3230
& 7100 Peachtree Dunwoody Rd,
Bldg 14, Suite 200
Atlanta, GA 30328
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For Development of North Quadrant Land
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August 12, 2020

Ms. Heather LeDuc, Business Manager
City of Naples Airport Authority
160 Aviation Drive North
Naples, FL 34104

Re: RFP for Land Lease for Development of North Quadrant Land Parcel 3

Dear Ms. LeDuc,

I, Patricia Diego, am submitting this proposal in pursuance of securing a long-term land lease from the Naples Airport Authority for North Quadrant Parcel 3 in order to design, build and use the proposed new hangar for safely storing my personal aircraft at the Naples Municipal Airport. We fly in and out Naples Airport almost on a weekly basis, as we spend a majority of our time at our Naples Home, and oversee our ongoing projects in and around Naples. In Exhibit L, we included the list the property tax bills paid in Naples, Collier & Lee Co., showing our involvements and commitment to the area. We also included the Fuel Purchase Readings at Naples Airport since 2013 totaling 54,349 Gallons, a large portion in the past 2-3 years.

The development will be of high quality. We engaged Mr. Mike Harris of Hanson Professional Services, Inc. to plan, engineer and coordinate the Architecture of the proposed Hangar. Mr. Harris has a vast professional experience as Aviation Project Manager and is very familiar with the Naples Municipal Airport. The product will be of superior quality manufactured by Erect-A-Tube, Inc.

We look forward to developing this quality hangar at Naples Municipal Airport, to house our aircraft and be part of the Naples Municipal Airport Community.

We acknowledge the publication of Addendum 1 & 2 pertaining to this RFP. We appreciate your consideration of our proposal. Should you have any questions, we can be reached by phone or email. Thank you for your time and consideration.

Sincerely,

Patricia Diego
230 3rd Avenue North,
Naples, FL 34102
Patricia.diego@ppdholdings.com
404-216-3230
PPD Holdings, LLLP

Name of Company/Organization (if applicable)

Patricia Diego

Name of Individual Submitting Proposal

7000 Peachtree Dunwoody Rd NE, Building 14

Address

Atlanta, Georgia 30328

Address (continued)

404-216-3230

Phone Number

patricia.diego@ppdholdings.com

Email

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions of the above-referenced Request for Proposals that was issued by the City of Naples Airport Authority on July 1, 2020.

[Signature]

Date: 8-4-2020
Proposed Use of the Premises:
Parking/Storing of Personal Aircraft

_______ Commercial  X Non-Commercial

Type of business proposed and description of goods and/or services to be provided (if applicable):
N/A

Category of Service to be provided (if applicable), as defined and described in the Minimum Leasing and Operating Standards (check all that apply):

_______ Aerial Applications
_______ Aircraft Charter Facility
_______ Aircraft Rental Facility
_______ Flight Training Facility
_______ Independent Aircraft Sales Facility
_______ Independent Repair Facility (Avionics or Instrument Maintenance)
_______ Maintenance Operations Facility (Aircraft Maintenance)
_______ Mobile Aircraft Washing Services
_______ Multiple Use/Service Facility
_______ Temporary Non-Based Commercial Aeronautical Service Provider
_______ Other Independent Commercial Aeronautical Activities
_______ Not Applicable (Non-Aeronautical Activity)

Will any waiver(s) and/or variance(s) from the provisions of the Minimum Leasing and Operating Standards be required in order to perform the activities described in the proposal?

X No  _____ Yes (please describe below)

Name of Respondent:  Patricia Diego
Describe the length of lease term desired, including any renewal options:

30 years, including any and all renewal and/or extension options.

Describe any rent abatements or other concessions requested in consideration of the initial development period.

No rent abatements or other concessions are requested.

Agreement commencement date desired: Depending on NAA Approvals and Permitting

Anticipated length of development period: 18-24 months

If development will be completed in phases, describe the milestones and time periods for each phase:

Development will be completed all at one time

Proposed initial annual rental rate per square foot*: $0.59

*Higher initial rental rates shall be considered favorably and earn a greater number of points than lower rental rates. In no event shall the rental rate be lower than $0.45 per square foot per year.

Name of Respondent: Patricia Diego
Information Regarding the Proposed Development of the Premises

The development for the Parcel 3 site is proposed to consist of a 12,000 square foot aircraft storage hangar and associated site improvements. The hangar will be consistent in construction and finish as similar hangar buildings at Naples Airport and will be compatible with the existing development and operations at the airport. The following paragraphs provide additional information on the proposed development of the premises.

i. Conceptual Site Plan

The conceptual site plan for the Parcel 3 development is shown in Figure 1 on the following page. The development is proposed to consist of a 120’ wide x 100’ deep hangar capable of storing 2 or more aircraft. Setbacks are in accordance with airport and City of Naples standards. The hangar will include an apron matching the building width and a depth equal to the depth of the hangar. A 40’ wide connection will be provided to existing Taxi lane H. An asphalt parking area sized for the development is proposed with access from Citation Point. An existing 12” water main that is within the proposed building footprint will be relocated outside the building area. New, 7’ high chain link fence will be installed to maintain airport security.

ii. Conceptual Elevations

The conceptual elevations for the development are shown in Figure 2. The hangar is proposed to have up to a 28’ high, hydraulic swing door on the airside. The northeast side of the hangar will consist of an overhead door and personnel entry doors. The overall building height is proposed to be 35’ above ground level and will not exceed height restrictions for the site.

iii. Description of Proposed Construction Materials, Methods, And Finishes

The proposed development will include a pre-engineered metal building constructed using high quality materials and manufactured by a qualified metal building manufacturer. The building will conform to applicable codes and is proposed to include the following elements:

- Hydraulic swing door: 100’ width and 28’ high opening
- Solid-member primary structural framing. Primary steel components will be primed.
- 24 gauge metal roof panels with two-coat fluoropolymer finish. Roof will be standing seam roof system and sloped 1”/12”. Roof panels will be extend beyond eave to accommodate gutters. Aluminum gutters and downspouts of a commercial quality will be provided. Roof panels will be of a non-glare metal and color will be complementary to surrounding structures and submitted for NAA approval.
- 26 gauge exterior wall and hangar door panels with two-coat fluoropolymer finish. Hangar will include architectural treatment wainscoting and trim to provide a two-tone color palette and enhance building aesthetic. Colors will be complementary to surrounding structures and submitted for NAA approval.
- 18 gauge roll formed base trim
- Insulated entry doors and commercial grade locksets
- Exterior LED lighting wall-paks
- Interior high-bay LED lighting fixtures
- Restroom with shower
- Mechanical system consisting of intake vent and exhaust fans, sized for the proposed hangar.
- Trench drain centered in the hangar with gas and oil interceptor as required by code
- 6 inch thick concrete floor slab to accommodate largest aircraft that would potentially be stored in hangar.
Airside pavement will be designed to FAA standards to accommodate the largest aircraft that would potentially be stored in the hangar and is proposed to consist of 4 inches of asphalt pavement on 8 inches of crushed limerock base.

The proposed parking and driveway areas are proposed to consist of 2 inches of asphalt pavement on 6 inches of crushed limerock base.

Landscaping will be provided along the sides of the building facing Citation Point. The landscaping will be designed such that it does not provide an attractant to wildlife. Preference will be given to native species.

iv. Evidence of Compatibility with Existing Businesses, Land Uses, and Airport Operations

The proposed development will not provide competition to the existing businesses located at the airport. The hangar will be used for storage of multiple aircraft which are active users of the Naples Airport. The proposed hangar will be sized appropriately for the corporate jet aircraft typically operating at Naples Airport. With 120’x100’ dimensions and a 100’ wide by 28’ high door, the hangar would be capable of accommodating the largest aircraft currently operating at the airport, such as the Gulfstream G650 or Global 6000. The hangar is similar in size and use to adjacent hangars and other hangars in the North Quad.

v. Anticipated Challenges or Barriers to Development and Plan to Overcome

Several challenges to the development of the site, which are able to be addressed, have been identified during the due diligence process for the proposed development. The project design team includes Hanson Professional Services Inc. (Hanson) to provide engineering design services for the development. Hanson is experienced in airport design and has worked on numerous projects at Naples Airport. This specific and local experience will help overcome the anticipated challenges to development, which have been identified to include the following:

» Floodplain: The site is located in a floodplain, Zone AE. Construction in the floodplain will require coordination with the City of Naples Building Department Floodplain Coordinator to determine the minimum building finished floor. Additionally, it is understood that current flood maps are in the process of being updated. It will be preferable to complete the project design and permitting prior to adoption of the new flood maps as this would require a higher finished floor elevation.

» Drainage: Drainage modifications will need to be permitted through the South Florida Water Management District (SFWMD). The design will be consistent with the Master Drainage Plan and existing conceptual stormwater management permit for Naples Airport. Hanson’s experience at the Naples Airport and permitting projects through SFWMD will help expedite the design and permitting of the project.

» Permitting: The project will require permitting through the City of Naples Building Department. It will also require approval by the Naples Design Review Board. The project team understands and is prepared to initiate early coordination with the City to address any potential concerns with the project design.

» FAA Coordination: It is understood that submittal of the proposed development to FAA for airspace approval through the 7460 process will be required. The submittal of the proposed hangar and any equipment to the FAA OE/AAA (7460) site will occur early in the design process to allow sufficient time for FAA review and avoid construction delays.
EXHIBIT Gii.

**Contact Person for Lease:**
Pablo Diego  
Managing Partner  
PPD Holdings, LLLP  
pdiego@ppdholdings.com  
404-216-3230

**Contact Persons for Development:**
-Michael Harris  
Senior Aviation Designer/Airport Planner  
Hanson Professional Services, Inc.  
Florida Office  
mharris@hanson-inc.com  
317-850-8836

-Ana Krohn  
Project Director  
Licensed in Naples & Florida  
TRG Builders  
akrohn@trg-atl.com  
770-289-0513

-Hassan Tayara  
Real Estate Broker  
hassan@tayara.me  
770-331-0166

**Contact Persons for Hangar Management:**
-George Kroes  
Director of Flight Operations  
PPD Holdings  
C560xls Captain  
Cessnalxls12@gmail.com  
404-630-9355

-PPD Property Management Staff  
Naples, Florida

-Hassan Tayara  
Real Estate Broker  
hassan@tayara.me  
770-331-0166
Names & Contact Information for all Involve

The persons and entities having a beneficial and/or financial interest as well as corporate/company officers and/or owners:

Patricia Diego  
PPD Holdings, LLLP  
Patricia.diego@ppdholdings.com  
404-358-5739  
7000 Peachtree Dunwoody Rd NE  
Bldg. 14  
Atlanta, GA 30328

Pablo Diego  
PPD Holdings, LLLP  
pdiego@ppdholdings.com  
404-216-3230  
7000 Peachtree Dunwoody Rd NE  
Bldg. 14  
Atlanta, GA 30328
b.

PDK (Peachtree Dekalb Airport, Atlanta, GA) 2013 to Present

APF (Naples Airport, Naples, Florida) 2013 to Present

c.

Within the past 5 years, from 2013 to Present we have leased a corporate aircraft hanger through Epps Aviation located at Peachtree Dekalb Airport, Atlanta, GA. Our point of contact has been Shane Dale, FBO Service Manager. We have leased hangar and storage space for 3 different jet aircraft. (see lessee’s letter attached)

- 2019-20 we leased a hangar from the developer of Old Naples on 307 Freedom Way to house our corporate aircraft. The point of contact for this lease is Joseph McCabe. This lease was terminated due to contract expiration and the lessee’s desire to house his recently purchased aircraft in the hangar space.

- 2020-Present we have leased hangar space for our aircraft from Naples Jet Center to house our corporate aircraft. The point of contact for this lease is Tia Filiault.

- Both lease contracts are on file with Naples Aviation Authority.

- Properties has been used for storage of aircraft and ground equipment as well as supplies related directly to aviation operation. In addition, we purchase fuel and services from the FBO for our flight department.
CERTIFICATE OF EXISTENCE

I, Brad Raffensperger, the Secretary of State of the State of Georgia, do hereby certify under the seal of my office that

PPD Holdings, LLLP
a Domestic Limited Liability Limited Partnership

was formed in the jurisdiction stated below or was authorized to transact business in Georgia on the below date. Said entity is in compliance with the applicable filing and annual registration provisions of Title 14 of the Official Code of Georgia Annotated and has not filed articles of dissolution, certificate of cancellation or any other similar document with the office of the Secretary of State.

This certificate relates only to the legal existence of the above-named entity as of the date issued. It does not certify whether or not a notice of intent to dissolve, an application for withdrawal, a statement of commencement of winding up or any other similar document has been filed or is pending with the Secretary of State.

This certificate is issued pursuant to Title 14 of the Official Code of Georgia Annotated and is prima-facie evidence that said entity is in existence or is authorized to transact business in this state.

Docket Number : 19462713
Date Inc/Auth/Filed: 12/21/2000
Jurisdiction : Georgia
Print Date : 07/29/2020
Form Number : 211

Brad Raffensperger
Secretary of State
Exhibit I ii.

-We operate under Part 91 FAA regulation rules and utilize our aircraft for corporate flying purposes. Our aircraft is inspected and maintained by Textron Aviation. The aircraft is fully insured through AIG. All documents and maintenance are within compliance to maintain all FAA standards. In addition, we operate with additional, higher safety standards, suggested by NBAA (National Business Aviation Association) with whom we have been proud member since 2017.
July 31, 2020

City of Naples Airport Authority
Attn: Heather LeDuc, Business Manager
160 Aviation Drive
Naples, FL 34104

RE: PPD Holdings, L.L.L.P / Patricia Diego
Land Lease Development
North Quadrant Land Parcel 3

Dear Ms. LeDuc:

This letter serves to inform you that our client, Pablo Diego and PPD Holdings, LLLP, is a quality and long standing client of the bank. PPD Holdings, LLLP has a current money market balance of $5,105,000 with an average 12 month balance of $5,085,000. Including related companies, total deposit balances at the bank are $10,413,000.

Pablo Diego, through a related company, has an apartment construction loan with the bank in an amount of $27,100,000 for a community in Naples, FL. The loan is in good standing.

Should Pablo Diego or PPD Holdings, LLLP need another loan, we would strongly consider the request.

Sincerely,

[Signature]

Mike Renier
Fifth Third Bank
Commercial Real Estate
July 29, 2020

City of Naples Airport Authority
Attn: Heather LeDuc, Business Manager
160 Aviation Drive
Naples, FL 34104

RE: PPD Holdings, LLLP / Patricia Diego
Land Lease Development
North Quadrant Land Parcel 3

Dear Heather:

This letter is to confirm that HUB International is able to provide the liability insurance coverage requested by Patricia Diego for the City of Naples Airport Authority aircraft hangar as outlined to our client in the RFP to build at Naples Municipal Airport in Naples, Florida. General Liability can be provided during and after the building phase, and the limit of coverage in the amount of $2,000,000 per occurrence.

The City of Naples Airport Authority can be named as an Additional Insured on the insurance policy. In addition, we do have markets available for the other insurances that may be required. This letter does not serve as confirmation or acceptance of coverage, merely a letter confirming we have markets for the coverage required.

Sincerely,

Robert Johnson
Client Advisor - AVP
HUB International Southeast

HUB Carolinas – 1137 S Church Street - Burlington, NC 27215 – PH 3362633585
STATEMENT OF DRUG-FREE WORKPLACE

Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids, proposals, responses or that are equal with respect to price, quality, and service are received by the State of Florida or by any of its political subdivisions for the procurement of commodities or contractual services, a bid, proposal or reply received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.

2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.

3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in section 1.

4. In the statement specified in section 1., notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employees will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 of the Florida Statutes or of any controlled substance law of the United States or any state, for a violation occurring in the workplace, no later than five (5) days after such conviction.

5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by an employee who is so convicted.

6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this program.

Select one or the other (not both) of the following certification statements. These statements are mutually exclusive.

☐ This firm DOES NOT comply with the above requirements for a drug-free workplace.

☒ As the person authorized to sign the statement, I certify that this Firm DOES fully comply with the above requirements.

PPD Holdings, LLLP
Firm Name

Patricia Diego
Name of Authorized Individual

Authorized Signature
Date 8-4-2020
Exhibit K

Naples
AIRPORT AUTHORITY

NON-COLLUSION AFFIDAVIT

STATE OF ____________________________

COUNTY OF ____________________________

I state that I, ____________________________, of ____________________________, am authorized to make this affidavit on behalf of my firm and its owners, directors and officers. I am the person responsible in my firm for the price(s) and amount(s) of this Response, and the preparation of the Response. I state that:

1. The price(s) and amount(s) of this Response have been arrived at independently and without consultation, communication or agreement with any other Respondent, potential Respondent, Proposal, or potential Proposal.

2. Neither the price(s) nor the amount(s) of this Response, and neither the approximate price(s) nor approximate amount(s) of this Response, have been disclosed to any other firm or person who is a Respondent, potential Respondent, Proposal, or potential Proposal, and they will not be disclosed before Proposal opening.

3. No attempt has been made or will be made to induce any firm or person to refrain from submitting a Response for this contract, or to submit a price(s) higher than the prices in this Response, or to submit any intentionally high or noncompetitive price(s) or other form of complementary Response.

4. The Response of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive Response.

5. Neither my firm nor its affiliates, subsidiaries, officers, directors, partners, owners, representatives, employees or parties in interest are currently under investigation by any governmental agency and have not in the last three years been found liable for any act prohibited by state or federal law in any jurisdiction involving conspiracy or collusion with respect to the proposal or bid on any public contract, except as follows:

I state that I and the named firm understand and acknowledge that the above representations are material and important, and will be relied on by the City of Naples Airport Authority, for which this Proposal is submitted. I understand and my firm understands that any misstatement in this affidavit is, and shall be treated as, fraudulent concealment of the true facts relating to the submission of this Proposal.

______________________________
Authorized Signature

The foregoing instrument was sworn to and subscribed before me by means of □ physical presence or □ online notarization, on ____________, 2020 by ____________________________, who [ ] is personally known to me or [ ] has produced a ____________________________ driver’s license as identification.

______________________________
Notary Public

My Commission Expires: ____________

BRENDA C BUNCH
COMMISSION EXPIRES 11 FEB 2023
NOTARY PUBLIC

GA

A-5
## 2019 Paid Collier County Notice of Ad Valorem Taxes and Non-Ad Valorem Assessments

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<th>If Paid By</th>
<th>Nov 30, 2019</th>
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### Parcel Number | Legal Description | Mill Code | Escrow Code |
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</table>

**Pay in U.S. Funds Drawn on a U.S. Bank To:**
Collier County Tax Collector
3291 E. Tamiami Trail
Naples, FL 34112-5758

**POST DATED CHECKS ARE NOT ACCEPTED AND WILL BE RETURNED**
Visit our website: [www.colliertaxcollector.com](http://www.colliertaxcollector.com)

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### Millage Total | 10.2632 | Total Ad Valorem | $51,795.60

**Non-Ad Valorem Total**

**$0.00**

See reverse side for important information

**Combined Ad Valorem and Non-Ad Valorem Total**

**$51,795.60**

(Detach and Return with your Payment)

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See reverse side for important information

**Combined Ad Valorem and Non-Ad Valorem Total**

**$51,795.60**

(Detach and Return with your Payment)
RECEIPTS AVAILABLE ONLINE (www.colliertax.com) OR ON A WALK-IN BASIS AT ANY COLLIER COUNTY TAX COLLECTOR LOCATION.

If you have sold any of the REAL ESTATE property assessed to you, PLEASE RETURN THIS NOTICE to the TAX COLLECTOR

Please mail or bring bottom portion of this Notice with your remittance.

Taxes and Non-Ad Valorem Assessments are due November 1, discounts have been computed as follows:
4% if paid in November       3% if paid in December       2% if paid in January       1% if paid in February

Taxes and Non-Ad Valorem Assessments become delinquent April 1, at which time the law imposes:
REAL ESTATE & NON-AD VALOREM A maximum of 18% per year plus other cost and fees. Tax Certificates will be sold pursuant to Florida Statutes.
TANGIBLE PERSONAL PROPERTY 1 ½ % per month plus advertising and fees. Warrants will be issued pursuant to Florida Statutes.

TAX COLLECTOR Responsible for preparation and mailing of tax notices based on information contained on the current tax roll certified by the Property Appraiser and Non-Ad Valorem assessments provided by the levying authorities. (239) 252-8172

PROPERTY APPRAISER Responsible for preparation of the current Ad Valorem Tax Roll, Assessed Value, Exemptions, Taxable Value, Assessed Owners(s), name and mailing address and legal description of the property. (239) 252-8141

See insert for telephone numbers of the authorities responsible for Ad Valorem and Non-Ad Valorem rates.

Before April 1st, discounts are determined by postmark. As of April 1st, penalties are determined by date received. All payments made on or after April 1st must be in the form of cash, cashier’s check or money order.

You may make payment of your notice of taxes and assessments at the following offices Monday thru Friday.

<table>
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<tr>
<th>Office</th>
<th>Hours</th>
<th>Office</th>
<th>Hours</th>
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<tbody>
<tr>
<td>Main Office</td>
<td>8:00 am - 5:00 pm</td>
<td>Immokalee Courthouse Annex</td>
<td>8:00 am - 5:00 pm</td>
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<tr>
<td>Naples City Hall</td>
<td>9:00 am - 5:00 pm</td>
<td>Marco Island</td>
<td>8:00 am - 5:00 pm</td>
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<tr>
<td>Eagle Creek Freedom Square</td>
<td>9:00 am - 6:00 pm</td>
<td>Orange Blossom</td>
<td>9:00 am - 6:00 pm</td>
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<tr>
<td>Everglades City Courthouse</td>
<td>8:00 am - 5:00 pm</td>
<td>2335 Orange Blossom Dr</td>
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<tr>
<td>Golden Gate Center</td>
<td>9:00 am - 6:00 pm</td>
<td>Wilson Blvd 50 S. Wilson Blvd.</td>
<td>9:00 am - 6:00 pm</td>
</tr>
<tr>
<td>Green Tree Shopping Center</td>
<td>9:00 am - 6:00 pm</td>
<td>(239) 598-2525</td>
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<td>(239) 252-8172</td>
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<tr>
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<td>(239) 348-1011</td>
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<td>GENERAL FUND (CITY OF NAPLES)</td>
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<td>0</td>
<td>297,920</td>
<td>351.55</td>
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<td>SCHOOL BOARD - STATE LAW</td>
<td>2.8350</td>
<td>0</td>
<td>297,920</td>
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<td>SCHOOL BOARD - LOCAL BOARD</td>
<td>2.2480</td>
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<td>0.1720</td>
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<td>0.0293</td>
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<td>297,920</td>
<td>8.73</td>
</tr>
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</table>

**Millage Total**

10.2632

**Total Ad Valorem**

$3,057.61

**Non-Ad Valorem Total**

$0.00

**Combined Ad Valorem and Non-Ad Valorem Total**

$3,057.61

See reverse side for important information

Paid By

256 BANYAN CLUB LLC
7000 PEACHTREE
DUNWOODY RD NE
BUILDING 14 SUITE 200
ATLANTA, GA 30328-1689

11/06/2019

Receipt # WWW-20-00195404

2935.31

Larry H. Ray

256 Banyan Club, LLC

Patricia Diego/PPD Holdings - Proposal for Land Lease for Development of N. Quadrant Parcel 3
RECEIPTS AVAILABLE ONLINE (www.colliertax.com) OR ON A WALK-IN BASIS AT ANY COLLIER COUNTY TAX COLLECTOR LOCATION.

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Please mail or bring bottom portion of this Notice with your remittance.

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4% if paid in November 3% if paid in December 2% if paid in January 1% if paid in February

Taxes and Non-Ad Valorem Assessments become delinquent April 1, at which time the law imposes:
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(239) 252-8172

PROPERTY APPRAISER Responsible for preparation of the current Ad Valorem Tax Roll, Assessed Value, Exemptions, Taxable Value, Assessed Owners(s), name and mailing address and legal description of the property. (239) 252-8141

See insert for telephone numbers of the authorities responsible for Ad Valorem and Non-Ad Valorem rates.

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<thead>
<tr>
<th>Office</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Main Office</td>
<td>8:00 am - 5:00 pm</td>
<td>Immokalee Courthouse Annex</td>
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<td>9:00 am - 6:00 pm</td>
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(239) 252-8172
# Real Property Information

<table>
<thead>
<tr>
<th>Account</th>
<th>Tax Year</th>
<th>Status</th>
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<tr>
<td>06-48-26-B1-2800F.0000</td>
<td>2019</td>
<td>PAID</td>
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<table>
<thead>
<tr>
<th>Original Account</th>
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<tbody>
<tr>
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<td>2018000226340</td>
<td>CREST BONITA SPRINGS APARTMENT</td>
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<table>
<thead>
<tr>
<th>Physical Address</th>
<th>Mailing Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCESS UNDETERMINED</td>
<td>BONITA SPRINGS FL 34135</td>
</tr>
<tr>
<td>BONITA SPRINGS</td>
<td>7000 PEACHTREE DUNWOODY RD NE BLD 14 ATLANTA GA 30328</td>
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</table>

**Legal Description**

BONITA EXCHANGE AS DESC IN INST #2017000053188 TRACT F + PORTION OF ROW IN #2018-145795

Outstanding Balance as of 6/3/2020: $0.00

**Values & Exemptions**

<table>
<thead>
<tr>
<th>District</th>
<th>Market Assessed Value</th>
<th>Cap Assessed Value</th>
<th>Taxable Value</th>
<th>Combined Tax &amp; Assessment Amount</th>
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<tr>
<td>017</td>
<td>$4,224,000</td>
<td>$4,224,000</td>
<td>$4,224,000</td>
<td>$60,683.24</td>
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**Ad Valorem Taxes**

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<th>Taxing Authority</th>
<th>Mill Rate</th>
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<th>Exempt</th>
<th>Taxable</th>
<th>Amount</th>
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**Amount Due If Paid In**

- November 2019: $58,255.91
- December 2019: $58,862.74
- January 2020: $59,469.58
- February 2020: $60,076.41
- March 2020: $60,683.24

**Additional Options:**

- eNotify
- Tax Detail
- Payments Made
- All Unpaid Taxes
- Tax History
- Property Appraiser's Property Data
- Property Appraiser's Tax Estimator
**2019 Paid Collier County Notice of Ad Valorem Taxes and Non-Ad Valorem Assessments**

**If Paid By**
Nov 30, 2019

**Please Pay**
$0.00

**Parcel Number**
14024160006

**Legal Description**
NAPLES T 4 BLK 24 LOTS 7-9

**District**
GENERAL FUND

**Mill Rate**
3.5645

**Assessed Value**
2,334,283

**Exempt Amt**
0

**Taxable Value**
2,334,283

**Tax Amount**
8,320.55

**District**
WATER MANAGEMENT FUND-SOUTH

**Mill Rate**
0.1152

**Assessed Value**
2,334,283

**Exempt Amt**
0

**Taxable Value**
2,334,283

**Tax Amount**
268.91

**District**
BIG CYPRESS BASIN

**Mill Rate**
0.1192

**Assessed Value**
2,334,283

**Exempt Amt**
0

**Taxable Value**
2,334,283

**Tax Amount**
278.25

**District**
SCHOOL BOARD - STATE LAW

**Mill Rate**
2.8350

**Assessed Value**
2,334,283

**Exempt Amt**
0

**Taxable Value**
2,334,283

**Tax Amount**
6,617.69

**District**
SCHOOL BOARD - LOCAL BOARD

**Mill Rate**
2.2480

**Assessed Value**
2,334,283

**Exempt Amt**
0

**Taxable Value**
2,334,283

**Tax Amount**
5,247.47

**District**
COLLIER MOSQUITO CONTROL

**Mill Rate**
0.1720

**Assessed Value**
2,334,283

**Exempt Amt**
0

**Taxable Value**
2,334,283

**Tax Amount**
401.50

**District**
C.C. WATER POLLUTION CTRL PGM

**Mill Rate**
0.0293

**Assessed Value**
2,334,283

**Exempt Amt**
0

**Taxable Value**
2,334,283

**Tax Amount**
68.39

**Millage Total**
10.2632

**Total Ad Valorem**
$23,957.21

**Non-Ad Valorem Total**
$0.00

**Combined Ad Valorem and Non-Ad Valorem Total**
$23,957.21

**See reverse side for important information**

(Detach and Return with your Payment)

---

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14024160006

**Mill Code**
4

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**District**
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**District**
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**Millage Total**
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**Total Ad Valorem**
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<td>8:00 am</td>
<td>Orange Blossom</td>
<td>9:00 am</td>
</tr>
<tr>
<td>Golden Gate Center</td>
<td>9:00 am</td>
<td>2335 Orange</td>
<td>6:00 pm</td>
</tr>
<tr>
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<td>9:00 am</td>
<td>Blossom Dr</td>
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</tr>
<tr>
<td></td>
<td>6:00 pm</td>
<td>Wilson Blvd 50 S. Wilson Blvd.</td>
<td>9:00 am</td>
</tr>
</tbody>
</table>
### 2019 Paid Collier County Notice of Ad Valorem Taxes and Non-Ad Valorem Assessments

<table>
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<tr>
<th>Parcel Number</th>
<th>Legal Description</th>
<th>Mill Code</th>
<th>Escrow Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>00446800709</td>
<td>32 50 26 COMM NE CNR SEC 32, S02DEGW 1718.03FT TO POB, CONT S02DEGW 884.02FT, N87DEGW 695.96FT, N39D Continued (See Tax Roll)</td>
<td>7</td>
<td></td>
</tr>
</tbody>
</table>

**Pay in U.S. Funds Drawn on a U.S. Bank To:**
Collier County Tax Collector
3291 E. Tamiami Trail
Naples, FL 34112-5758

POST DATED CHECKS ARE NOT ACCEPTED AND WILL BE RETURNED
Visit our website: www.colliertaxcollector.com

<table>
<thead>
<tr>
<th>Assessed Value</th>
<th>District</th>
<th>Mill Rate</th>
<th>Exempt Amt</th>
<th>Taxable Value</th>
<th>Tax Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,425,000</td>
<td>GENERAL FUND</td>
<td>3.5645</td>
<td>0</td>
<td>3,425,000</td>
<td>12,208.41</td>
</tr>
<tr>
<td></td>
<td>WATER MANAGEMENT FUND-SOUTH</td>
<td>0.1152</td>
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<td>3,425,000</td>
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<tr>
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<td>BIG CYPRESS BASIN</td>
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<tr>
<td></td>
<td>GREATER NAPLES FIRE RESCUE D1 1.5000</td>
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<td>3,425,000</td>
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<tr>
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<td>C.C. WATER POLLUTION CTRL PGM</td>
<td>0.0293</td>
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<td>3,425,000</td>
<td>100.35</td>
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</table>

**Exemptions**

<table>
<thead>
<tr>
<th>Millage Total</th>
<th>11.3901</th>
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</thead>
<tbody>
<tr>
<td>Total Ad Valorem</td>
<td>$39,011.09</td>
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</tbody>
</table>

**Pay your current taxes online at:**
http://www.colliertaxcollector.com/

**See reverse side for important information**

**Combined Ad Valorem and Non-Ad Valorem Total**

$39,011.09

(Detach and Return with your Payment)

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<tbody>
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**Pay your current taxes online at:**
http://www.colliertaxcollector.com/

**See reverse side for important information**

**Combined Ad Valorem and Non-Ad Valorem Total**

$39,011.09

(Detach and Return with your Payment)

<table>
<thead>
<tr>
<th>Parcel Number</th>
<th>Legal Description</th>
<th>Mill Code</th>
<th>Escrow Code</th>
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**Pay in U.S. Funds Drawn on a U.S. Bank To:**
Collier County Tax Collector
3291 E. Tamiami Trail
Naples, FL 34112-5758

POST DATED CHECKS ARE NOT ACCEPTED AND WILL BE RETURNED
Visit our website: www.colliertaxcollector.com

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<tr>
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<td>7</td>
<td></td>
</tr>
</tbody>
</table>
RECEIPTS AVAILABLE ONLINE (www.colliertax.com) OR ON A WALK-IN BASIS AT ANY COLLIER COUNTY TAX COLLECTOR LOCATION.

If you have sold any of the REAL ESTATE property assessed to you, PLEASE RETURN THIS NOTICE to the TAX COLLECTOR

Please mail or bring bottom portion of this Notice with your remittance.

Taxes and Non-Ad Valorem Assessments are due November 1, discounts have been computed as follows:
4% if paid in November  3% if paid in December  2% if paid in January  1% if paid in February

Taxes and Non-Ad Valorem Assessments become delinquent April 1, at which time the law imposes:
REAL ESTATE & NON-AD VALOREM A maximum of 18% per year plus other cost and fees. Tax Certificates will be sold pursuant to Florida Statutes.

TANGIBLE PERSONAL PROPERTY 1 ½ % per month plus advertising and fees. Warrants will be issued pursuant to Florida Statutes.

TAX COLLECTOR Responsible for preparation and mailing of tax notices based on information contained on the current tax roll certified by the Property Appraiser and Non-Ad Valorem assessments provided by the levying authorities.
(239) 252-8172

PROPERTY APPRAISER- Responsible for preparation of the current Ad Valorem Tax Roll, Assessed Value, Exemptions, Taxable Value, Assessed Owners(s), name and mailing address and legal description of the property. (239) 252-8141

Before April 1st, discounts are determined by postmark. As of April 1st, penalties are determined by date received. All payments made on or after April 1st must be in the form of cash, cashier’s check or money order.

You may make payment of your notice of taxes and assessments at the following offices Monday thru Friday.

<table>
<thead>
<tr>
<th>Office</th>
<th>Hours</th>
<th>Office</th>
<th>Hours</th>
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</thead>
<tbody>
<tr>
<td>Main Office</td>
<td>8:00 am</td>
<td>Immokalee Courthouse Annex</td>
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<tr>
<td></td>
<td>5:00 pm</td>
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<td>5:00 pm</td>
</tr>
<tr>
<td>Naples City Hall</td>
<td>9:00 am</td>
<td>Marco Island 1040 Winterberry Dr.</td>
<td>8:00 am</td>
</tr>
<tr>
<td></td>
<td>5:00 pm</td>
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<td>5:00 pm</td>
</tr>
<tr>
<td>Everglades City Courthouse</td>
<td>8:00 am</td>
<td>Orange Blossom 2335 Orange Blossom Dr</td>
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<td></td>
<td>5:00 pm</td>
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<tr>
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<td>6:00 pm</td>
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<td>Green Tree Shopping Center</td>
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<td>6:00 pm</td>
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(239) 252-8172

(239) 348-1011
### Customer Fuel Summary

**For The Period: 1/01/2000 Through: 6/30/2020**

<table>
<thead>
<tr>
<th>Date</th>
<th>Reference #/Account Name</th>
<th>Aircraft #</th>
<th>Quantity</th>
<th>Unit</th>
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Run: 7/30/2020 - 4:47PM  
Page: 1
# Naples Aviation

## Customer Fuel Summary

### Ppd Holdings

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<tr>
<th>Date</th>
<th>Quantity</th>
<th>Unit</th>
<th>Description</th>
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</table>

Total Gallons Pumped: 20,139.00

Please use the following new payment remittance address:

**Naples Airport Authority**

P.O. BOX 24132

**Tampa, FL 33623**

For any questions regarding your Account or NAA's revised fuel programs please send an email to

Accountsreceivable@flynapes.com

Please, Fly Safe Fly Quiet!
### Naples Aviation
**Owned and Operated by Naples Airport Authority**
160 Aviation Drive North
Naples, FL 34104-3568
239-643-0733
www.flynaples.com

PPD MANAGEMENT, LLC
7000 Peachtree Dunwoody Rd
Building 14, Suite 200
Atlanta, GA 30328 United States

Account Number: PPDM10

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**Customer Fuel Summary**

*For The Period: 1/01/2000 Through: 6/30/2020*

<table>
<thead>
<tr>
<th>Date</th>
<th>Reference #Account Name</th>
<th>Aircraft #</th>
<th>Quantity</th>
<th>Unit</th>
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Run: 7/30/2020, 4:45PM
# Naples Aviation

## Customer Fuel Summary

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**Total Gallons Pumped:** 34,210.00

Please use the following new payment remittance address:

**Naples Airport Authority**

P.O. BOX 24132

Tampa, FL 33623

Run: 7/30/2020- 4:45PM  Page: 2
For any questions regarding your Account or NAA's revised fuel programs please send an email to Accountsreceivable@flynaples.com

Please Fly Safe Fly Quiet!
To Whom It May Concern,

PPD Holdings/DE210 LLC has been based with Epps Aviation here at PDK in Atlanta, GA for almost 7 years. They have had a succession of three aircraft based with us over those years culminating in the Citation XLS N654PD that currently resides in our Corporate hangar #7. They have proven to be a very valuable customer during that time. They have purchased almost 90,000 gallons of fuel from us over the years. They fly often, are prompt at paying their bills, and are very communicative. Their Chief Pilot George Kroes is especially easy to deal with and has been a pleasure to work with over the years. If you have any questions regarding them as a customer don’t hesitate to contact me.

Sincerely,
Shane Dale
FBO Services Manager
Epps Aviation
770.639.4412
sdale@eppsaviation.com
August 5, 2020

To: Whom it May Concern,

From: Tia Filiault, Director of Business Development
Naples Jet Center

Subject: PPD Management

PPD Management is currently has a long-term agreement in place. PPD Management has always complied with all aspects of our agreement is currently in good standing with our company.

Please feel free to contact me anytime if any additional information is required.

Best Regards,

Tia Filiault, Director of Business Development
Naples Jet Center
377 Citation Point
Naples, FL 34104
Ph. 239-649-7900
AUGUST 12, 2020

LAND LEASE
FOR DEVELOPMENT OF
NORTH QUADRANT LAND
PARCEL 3

Naples Airport Authority

ADDRESS
QUALITY ENTERPRISES USA, INC./
APF DEVELOPMENT IV, LLC
3494 Shearwater St.
Naples, FL 34117

CONTACT
Phone 239.435.7200
Fax 239.435.7202
hmurrell@qeusa.com

RFP - North Quad Parcel 3
Statement of Qualification
# Table of Contents

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<td>L</td>
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DEAR MS. LEDUC,

Quality Enterprises USA, Inc./APF Development IV, LLC (QEAPF) has teamed with Hlevel Architects (Hlevel) to submit a proposal for the Land Lease for Development of North Quadrant Land Parcel 3 (RFP - North Quad Parcel 3) to the City of Naples Airport Authority (NAA). We have received, reviewed, and understand the requirements of RFP - North Quad Parcel 3, and are confident in our abilities to perform all work on time, within budget, and at high levels of quality.

Over the past twenty years, QEAPF has successfully provided similar services to RFP - North Quad Parcel 3 to the NAA on four Hangar Design-Build projects. These projects involved the development of hangar and office spaces on a land lease agreement.

QEAPF’s philosophy is to be the preeminent provider of superior aviation services. We value the importance of our relationships with clients, which is exemplified from our repeat business with the NAA, as well as with other customers, who count on our dependability, our drive, and our integrity. The relationship-based mentality translates to our workforce, as QEAPF employs and supports motivated, flexible, and focused employees.

QEAPF has a thorough understanding of the NAA’s procurement process; from bonds and contracts, submittals and acquisition of materials, to field construction and restoration, QEAPF has the staff and resources to ensure project success. QEAPF prioritizes the use of advanced construction technology, maintains a large equipment fleet, holds the required licenses and certifications for work under this RFP, and has extensive project experience in the local area. More information on the Firm’s Qualifications and Resources is provided throughout this Proposal Package.

Enclosed you will find a response to the following criteria:

- Transmittal Letter
- Respondent Information Form
- Use of Premises Information Form
- Lease Information Form
- Proposed Development of the Premises
- Management Approach
- Past Performance
- Requested Documentation
- Statement of Drug Free Workplace
- Non-Collusion Affidavit
- Additional Materials

SELF PERFORMANCE

QEAPF is proud of their versatility as a contractor, self-performing over 90% of each project. This cost saving practice allows for flexibility in scheduling, adaptability to rapid project changes, and guarantees that a diverse and skilled workforce is available throughout an entire project.

QEAPF’s leading services include:

- Asphalt utilizing: 3D Paving Technology
- Aviation Construction
- Bridge Construction
- Concrete Recycling
- Earthwork utilizing: 3D Grading Technology
- Horizontal Directional Drilling
- Pipe Bursting & Ramming
- Roadway Improvement & Extension Projects
- Storm Piping
- Structural Concrete
- Underground Utilities
- Wastewater Pump Station Repairs and Renovations

JOBSITE & LOCATION

QEAPF’s Corporate Office/Equipment Yard is located in the White Lake Industrial Park, only 8 miles from the North Quadrant Land Parcel 3. This close proximity to the project site will enhance efficiency, enables prompt mobilization of materials and equipment, and allows key personnel to easily perform daily job site visits.

A PROVEN PARTNERSHIP

QEAPF confidently submits this proposal and ensures that the project will be designed and constructed in adherence to all requirements while achieving the highest quality product for the NAA. In addition, QEAPF has secured commitments from potential tenants for RFP - North Quad Parcel 3, which is beneficial to the NAA. Please contact me, Howard J. Murrell, directly should you have any questions regarding this proposal. QEAPF acknowledges receipt of Addendum 1 and Addendum 2 to this request for proposal.

Respectfully,

HOWARD J. MURRELL
President

Phone: 239.435.7200
Email: hmurrell@qeusa.com
RESPONDENT INFORMATION FORM

Request for Proposals for

Land Lease for Development of North Quadrant Land Parcel 3

Quality Enterprises USA, Inc./APF Development IV, LLC
Name of Company/Organization (if applicable)

Howard J. Murrell
Name of Individual Submitting Proposal

3494 Shearwater St.
Address

Naples, FL 34117
Address (continued)

239-435-7200
Phone Number

hmurrell@qeusa.com
Email

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions of the above-referenced Request for Proposals that was issued by the City of Naples Airport Authority on July 1, 2020.

[Signature]

August 12, 2020
Date
USE OF PREMISES INFORMATION FORM

Proposed Use of the Premises:
Non-Commercial Aviation

[ ] Commercial  [X] Non-Commercial

Type of business proposed and description of goods and/or services to be provided (if applicable):
Not Applicable

Category of Service to be provided (if applicable), as defined and described in the Minimum Leasing and Operating Standards (check all that apply):
[ ] Aerial Applications
[ ] Aircraft Charter Facility
[ ] Aircraft Rental Facility
[ ] Flight Training Facility
[ ] Independent Aircraft Sales Facility
[ ] Independent Repair Facility (Avionics or Instrument Maintenance)
[ ] Maintenance Operations Facility (Aircraft Maintenance)
[ ] Mobile Aircraft Washing Services
[ ] Multiple Use/Service Facility
[ ] Temporary Non-Based Commercial Aeronautical Service Provider
[ ] Other Independent Commercial Aeronautical Activities
[ ] Not Applicable (Non-Aeronautical Activity)

Will any waiver(s) and/or variance(s) from the provisions of the Minimum Leasing and Operating Standards be required in order to perform the activities described in the proposal?
[X] No  [ ] Yes (please describe below)

Name of Respondent: Quality Enterprises USA, Inc./APF Development IV, LLC
LEASE INFORMATION FORM

Describe the length of lease term desired, including any renewal options:

30 Years/Maximum Renewals Available

Describe any rent abatements or other concessions requested in consideration of the initial development period.

None

Agreement commencement date desired: Anticipated length of development period:

Date Design Review Board Approves Project 1-Year after Building Permit Issued

If development will be completed in phases, describe the milestones and time periods for each phase:

Not Available

Proposed initial annual rental rate per square foot*: $0.61/ sf

*Higher initial rental rates shall be considered favorably and earn a greater number of points than lower rental rates. In no event shall the rental rate be lower than $0.45 per square foot per year.

Name of Respondent: Quality Enterprises USA, Inc./APF Development IV, LLC
QEAPF | AN EXPERIENCED FIRM

F. PROPOSED DEVELOPMENT OF THE PREMISES

QEAPF’s proposal to the NAA for development of the North Quadrant Land Parcel 3 will include the complete design, construction and operation of hangars for non-commercial use.

QEAPF will utilize the entire parcel of land available (~40,699 SF) and the proposed design and layout of Parcel 3 follows in this section, *F. Proposed Development of the Premises*. QEAPF will welcome the opportunity to meet with the NAA to discuss the proposed layout and to optimize or revise the layout which would be beneficial to all parties.

QEAPF is proposing a 120 LF x 100 LF hangar. The hangar will be accompanied by an appropriate sized office space and will be for non-commercial use. It will be able to house one to three planes up to a Gulfstream size.

QEAPF will manage the Land Lease for Development of North Quadrant Land Parcel 3 with the same team as prior NAA projects. Howard Murrell, President of QEAPF, will be the executive in charge of the project. Louis Gaudio, Vice President of QEAPF, will oversee the day to day management of the design and construction of the project. QEAPF will work closely with the NAA through each step of the process to ensure that the development is a successful endeavor for all parties involved.

If selected to enter into an agreement with the NAA for this project, QEAPF will meet or exceed the Naples Municipal Airport Minimum Leasing and Operating Standards shown in the Request for Proposal.

The Organizational Chart below displays the established partnership for the North Quadrant Land Parcel 3 Project.

**Formal Organizational Chart**

The chart displays the roles and responsibilities of the key personnel involved in the project, including Howard Murrell as President, Brand Henning as Principal Architect, Michaela Henni as Principal, and Louis Gaudio as Project Manager. The chart also highlights the involvement of QA Engineering and Hlevel Architecture Planning Design.

**QEAPF at a Glance**

- **20+ Years of Experience with NAA Projects**
- **200+ Full Time Employees**
- **350+ Pieces of Heavy Equipment Available for Use**
- **0 Non-client initiated Change Orders**
HOWARD J. MURRELL
PRESIDENT

EXPERIENCE
QE Experience: 40+ years
Industry Experience: 40+ years

EDUCATION/ CERTIFICATIONS
College of William & Mary
B.S. in Business Administration

Florida - Underground Utility & Excavation Contractor
Florida - Pollutant Storage Systems Contractor
Florida - Electrical Contractor
Florida - Plumbing Contractor
Florida - Building Contractor
Florida - Fire Protection System Contractor V
Louisiana - Highway, Street & Bridge Contractor
North Carolina - General Contractor
South Carolina - General Contractor
South Carolina - Mechanical Contractor
Georgia - Utility Contractor
Georgia - Low Voltage Contractor
Texas - UST Contractor
Virginia - Plumbing/ HVAC Contractor
Virginia - General Contractor

PROFILE
Howard J. Murrell serves as President at Quality Enterprises USA, Inc./ APF Development IV, LLC (QEAPF) where he oversees all company operations. Howard has been integral to QEAPF’s growth and brings over 40 years of industry experience to the team. Howard has managed a variety of large scale projects, most notably: the recent runway and taxiway expansion for commercial jets at the Hilton Head Island Airport, a 3,700 LF Horizontal Directional Drill under the Harbour River on Fripp Island, SC, and construction of a water tower at Guantanamo Bay in Cuba.

PROJECT EXPERIENCE
DEVELOPMENT OF APF HANGARS AT NAPLES AIRPORT
Naples, FL
Description: This project included the design, permitting, and construction of: (3) 3,400 SF hangars, (1) 8,100 SF hangar, and (1) 6,000 SF two-story office building at the Naples Airport. The office building had Class A interior finishes, the hangars had upgrade energy efficient insulation, and the hangar doors were upgraded to Bifold Hangar Doors vs. rolling doors for increased hurricane resistance.

DEVELOPMENT OF APFII HANGARS AT NAPLES AIRPORT
Naples, FL
Description: This project included the design, permitting, and construction of: (2) 24,000 SF buildings and (12) individual hangars approximately 4,000 SF each. All hangars had upgraded energy efficient insulation and the hangar doors were upgraded to Bifold Hangar Doors vs. rolling doors for increased hurricane resistance.

DEVELOPMENT OF APF III HANGARS AT NAPLES AIRPORT
Naples, FL
Description: This project involved the design, permitting, and construction of (2) buildings making up of a total of (9) hangars and office spaces totaling 57,000 SF at the Naples Airport. Construction involved relocation of an existing landfill, earthwork, utilities, concrete slab, tilt up walls, structural steel, roofing system and hangar doors. Coordination with the Naples Airport Design Review Board and City of Naples Building Department was required.
LOUIS J. GAUDIO

Vice President

PROFILE
Louis J. Gaudio serves as Vice President at Quality Enterprises USA, Inc. (QE) where he oversees all business development efforts and project estimation/management in the state of Florida. Louis brings more than 30 years of experience to the job and will oversee the day to day management of the design and construction of the Land Lease for Development of North Quadrant Land Parcel 3 project. In addition to many aviation projects, Louis has managed other large projects for QEAPF including the $24 million reconstruction of North & South Collier Boulevard and over $70 million worth of post Hurricane Katrina relief work in Mississippi and New Orleans ($40M worth of waterway reconstruction and $30M worth of concrete flood wall construction, respectively.)

PROJECT EXPERIENCE

TAXIWAY D REALIGNMENT & DRAINAGE IMPROVEMENTS
Naples, FL
Description: This project involved the construction of Taxiway D, as well as the realignment of connectors, at the Naples Airport. The project also involved the installation of over 1500 LF of RCP drainage pipe ranging in size from 24” to 60”, drainage structures, approximately 6,000 tons of P-401 Asphalt Mix, and 25,000 CY of embankment placement. All work was completed under an FAA grant, in accordance with strict FAA regulations, EEO requirements, certified payroll, and DBE participation. Close coordination with the air tower was required for work adjacent to active runways with most paving taking place at night.

PUNTA GORDA AIRPORT - TAXIWAY A CONSTRUCTION
Marco Island, FL
Description: This project involved the construction of a new Taxiway at the Punta Gorda Airport. QEAPF performed earthwork, installation of drainage piping and structures, installation of base material and P401 pavement, electrical lighting and signing, and pavement markings.

DEVELOPMENT OF APF III HANGARS AT NAPLES AIRPORT
Naples, FL
Description: This project involved the design, permitting, and construction of (2) buildings making up of a total of (9) hangars and office spaces totaling 57,000 SF at the Naples Airport. Construction involved relocation of an existing landfill, earthwork, utilities, concrete slab, tilt up walls, structural steel, roofing system and hangar doors. Coordination with the Naples Airport Design Review Board and City of Naples Building Department was required.

SARASOTA INTERNATIONAL AIRPORT MASTER DRAINAGE IMPROVEMENTS
Naples, FL
Description: This project involved major improvements to the Master Drainage System at the Sarasota International Airport. The work included earthwork, installation of Gabion Baskets, large diameter storm pipe and drainage structure installations, and runway/taxiway paving. A portion of this project involved a scheduled 21 day runway closure for installation of a double 60” pipe, which was completed ahead of schedule in only 11 days.
Brandt Henning is a Florida-registered and NCARB-certified Architect. He received his architectural degree in 2003 from Ball State University in Muncie, Indiana. Growing up in a family of architects, artists, and inventors; design is literally in his blood. With over 20 years of professional experience, he has been a key team member of the design and construction of a wide range of projects including residential, commercial, civic, and planning. He has been instrumental in the development of several award winning designs from the American Institute of Architects, including in 2009 when he received a prestigious AIA Florida/Caribbean Design Award of Merit. In 2007 Brandt was named AIA Florida Southwest’s Chapter Individual of the Year. In April, 2013, Brandt merged his talents with his wife Michaela, and HLevel, and the firm has grown tremendously. Prior to this, Brandt was vice president of another large Naples based architectural firm from 2003-2013, as well as working for a large multi-disciplined firm located in Indianapolis, IN, BSA LifeStructures. Believing in the importance of strong conceptual design and the betterment of the built environment, Brandt has been involved in many design competitions including the 2011 AIA CSH/Florida Sustainable House for the 21st century, a Public Library Competition in Stockholm, Sweden, a Disabled Persons Prototype Housing Competition in Akron, OH, and the Gordon River Greenway Monument Signage Competition. Brandt is also a LEED Accredited Professional, which distinguishes building professionals with the knowledge and skills to successfully steward the LEED certification process for developing high-performance, sustainable buildings and sites.
CONCEPTUAL DESIGN FOR:
NORTH QUADRANT HANGAR DEVELOPMENT

CITY OF NAPLES AIRPORT AUTHORITY | 160 AVIATION DRIVE NORTH | NAPLES, FLORIDA 34104

08 | 12 | 2020
iii. PROPOSED CONSTRUCTION MATERIALS, METHODS, AND FINISHES

QEAPF has built several structures at the Naples Airport throughout the years. RFP - North Quad Parcel 3 will be designed in accordance with NAA standards and will be compatible with existing businesses and surrounding operations, as QEAPF plans to work with, and seek approval from, the NAA throughout the development/construction process.

Below is a list of high quality construction materials, methods, and finishes to be provided by QEAPF:

- QEAPF will use crushed concrete for the subgrade, rather than a typical sandy soil; this ensures a much stronger foundation similar to roads vs. buildings. Crushed concrete is much more resistant to foundation damage than sandy soils in a flooding situation.
- The concrete used in QEAPF’s flooring is a 4000lb mix, compared to a 3000lb mix with fiber mesh install. This provides a much stronger floor, developing fewer cracks.
- QEAPF’s concrete is laser screened when installed providing a much smoother floor, improving drainage functionality, and allowing for easier cleaning/maintenance.
- Building purlins in a roof system are galvanized as compared to the use of steel. Although an option, this makes the building higher quality and lasts longer without needing repairs, especially if leaks occur over the years.
- Remaining structural steel not galvanized is painted with a commercial paint. Most hangar steel comes with primer paint from a factory and is never given a finish paint. Our finish paint is more aesthetically pleasing and prevents rusting.
- QEAPF offices are constructed of masonry or tilt up concrete as opposed to a generic metal building. This provides a much more attractive structure coupled with an additional level of hurricane protection.
- The proposed hangar doors will be single panel and hydraulically operated. Although expensive, their operational and maintenance costs are much lower than sliding or bi-fold doors. These hangar doors are also more hurricane resistant compared to the multi-piece sliding or bi-fold doors.
- QEAPF’s building insulation is a higher grade than building standards require.
- QEAPF constructs developments that exceed building standards. Demonstrated during hurricane Irma, the only damage affecting the QE hangar was a failed gutter strap.

These items demonstrate QEAPF’s commitment to providing the highest quality developments that will be long-lived and in premier condition upon the end of the proposed lease term.

iv. EVIDENCE OF COMPATIBILITY WITH EXISTING BUSINESSES, LAND USES, AND AIRPORT OPERATIONS

Due to the close proximity of North Quadrant Land Parcel 3 to QEAPF’s most recent Hangar projects, QEAPF proposes to design and operate the new land lease development project in a similar manner to their most recent build. This will include identical building and land use, as well as similar compatibility to airport operations.

v. ANTICIPATED CHALLENGES /BARRIERS TO DEVELOPMENT & MITIGATION

QEAPF has identified the following anticipated risks and mitigation strategies for RFP - North Quad Parcel 3. The NAA can be assured that QEAPF will use its past experience to mitigate and resolve any issues in the most timely and efficient manner.

RISK #1 - Existing Utilities.

MITIGATION #1 - QEAPF will relocate the existing watermain, as to not to interfere with the construction of the new Hangar, as well as coordinate the location of sanitary sewer lines. QEAPF will self perform all utility work and will coordinate with the City of Naples Utilities Department to permit and sign off on work. Additionally QEAPF will work closely with the City and the NAA on storm water runoff and tie-ins to existing drainage inlets.

RISK #2 - Crane Height Restriction.

MITIGATION #2 - QEAPF has extensive experience working at the Naples Airport and is familiar with height restrictions on needed equipment for hangar construction. To this end, QEAPF will work closely with the NAA to develop a plan for equipment use and the issuance of NOTAM’s as required.

RISK #3 - Material Procurement.

MITIGATION #3 - Due to the vast amount of development and construction activity in the Naples area, materials such as concrete are in high demand. When it is difficult to procure materials, projects can fall behind schedule. In order to mitigate this issue, QEAPF recently purchased two (2) new Volumetric Concrete Trucks to provide concrete for it’s own projects. The material is tested by a local testing firm and complies with all applicable specifications.

RISK #4 - Close Proximity to Adjacent Hangars.

MITIGATION #4 - The development of this property will require close coordination with adjacent property owners. Immediately to the north of North Quadrant Land Parcel 3 is the QE Hangar which will make coordination with the existing tenants very feasible. This will relieve the NAA of becoming involved with any issues related to the two properties.
G. MANAGEMENT

QEAPF proposes non-commercial use for the Land Lease Development of North Quadrant Land Parcel 3. In response, the name and qualifications/position of the primary contact person for the proposed lease is provided below.

HOWARD J. MURRELL
Manager | APF Development IV
Phone: 239.435.7200
Email: hmurrell@qeusa.com

H. PAST PERFORMANCE

QEAPF is a leading heavy civil construction firm with over 51 years of public and private experience. QEAPF has been working in Collier County since 1997 on a variety of infrastructure projects including airports, roadways, bridges, and utility systems and is highly experienced with Collier County construction and regulatory conditions. QEAPF is proud of its versatility as a contractor, self-performing over 90% of each project.

QEAPF has extensive experience with hangar construction and had provided similar Hangar Land Lease Developments to the RFP - North Quad Parcel 3 project. Since 1995, QEAPF has been active in the construction and development of improvements at the Naples Airport, as well as an active participant and supporter of the airport. QEAPF recently completed a 28,000 SF Hangars/Offices project at the APF Development III site off of the Delta Taxiway, as well as the realignment of Taxiway D in front of Parcels 1 & 2.

QEAPF’s staff includes: Accounting personnel, Estimators, Project Managers, Superintendents, Utility Crews, Directional Drill Crews, Earthwork Crews, Paving Crews, Concrete Crews, Bridge Crews, Building Crews, Pilots and Captains. All QEAPF personnel are highly experienced and have a strong understanding of local working conditions. QEAPF has successfully performed numerous Design-Build Projects for FDOT and Collier County, making the team familiar with the Design-Build Process.
DEVELOPMENT OF APF III HANGARS - PHASES 1 & 2

PROJECT DESCRIPTION - OVERVIEW

A multi-phased project, QEAPF recently completed the design, permitting, and construction of (2) buildings making up a total of (9) hangars and office spaces totaling 57,000 SF at the Naples Airport. Construction involved relocation of an existing landfill, earthwork, utilities, concrete slab, tilt up walls, structural steel, roofing system and Hangar doors. Coordination with the Naples Airport Design Review Board and City of Naples Building Department was required.

PROJECT DESCRIPTION - PHASE 1 (ADDRESS - CITATION POINT, NAPLES, FL 34104) (COMPLETION DATE - 2016)

Phase 1 of the APF III Development project included construction of: (1) 27,600 SF building, (6) individual hangars approximately 4,000 SF each, and (6) exterior office buildings approximately 600 SF each. The building exterior was upgraded to Concrete Tilt-Up construction vs. the traditional metal hangar; this allows for a 170 mph hurricane rating, and while this method is more expensive, it yields a longer life and less maintenance. Higher Power Hydraulic Tilt-Up Hangar Doors were chosen for this project - again, while they cost 2-3 times that of conventional doors, QEAPF opted for the hurricane resistant product. All building gutters are run through an underground drainage system resulting in less erosion and required maintenance. All hangars have upgraded energy efficient insulation and air conditioners, the exterior offices have energy efficient/impact resistant hurricane windows and doors, and all were designed with Class A finishes.

PROJECT DESCRIPTION - PHASE 2 (ADDRESS - CITATION POINT, NAPLES, FL 34104) (COMPLETION DATE - 2020)

Phase 2 of the APF III Development project included construction of: (1) 29,000 SF building, (3) individual hangars approximately 8,000 SF each, and (3) exterior office buildings, one approximately 2,500 SF and the other two 1,255 SF each. The project was completed in 2020 and all hangars have the same upgraded features as those constructed in Phase 1. The hangars and office space have upgraded electrical services and heavy duty pavement was used during construction in response to the larger planes housed in these structures. It is not uncommon to hear that these are the nicest hangars at the airport from building inspectors, sub-contractors, and visitors! QEAPF has completed several hangars throughout the years and makes improvements on each subsequent project based on tenant feedback.
DEVELOPMENT OF APF HANGARS AT NAPLES AIRPORT

PROJECT DESCRIPTION

Quality Enterprises USA, Inc./ APF Development, LLC (QEAPF) completed the design, permitting, and construction of (1) building made up of a total of (4) hangars at the Naples Airport. This project included: (3) 3,400 SF hangars, (1) 8,100 SF hangar, and (1) 6,000 SF two-story office building. The project was completed in 1999. The office building was masonry and stucco construction with Class A interior finishes. The hangars have upgraded energy efficient insulation, and the hangar doors were upgraded to Bifold Hangar Doors vs. rolling doors for increased hurricane resistance. QEAPF self-performed 90% of the work and the project was completed on time, within budget, and at high levels of quality.

LOCATION

101 Aviation Drive N.
Naples, FL 34104

COMPLETION DATE

1999

DEVELOPMENT OF APF II HANGARS AT NAPLES AIRPORT

PROJECT DESCRIPTION

Quality Enterprises USA, Inc./ APF Development II, LLC (QEAPF) completed the design, permitting, and construction of (2) buildings made up of a total of (12) hangars at the Naples Airport. This project included: (2) 24,000 SF buildings and (12) individual hangars approximately 4,000 SF each. The project was completed in 2003 and all hangars had upgraded energy efficient insulation. Additionally, the hangar doors were upgraded to Bifold Hangar Doors vs. rolling doors for increased hurricane resistance. QEAPF self-performed 90% of the work and the project was completed on time, within budget, and at high levels of quality.

LOCATION

Ramp Road
Naples, FL 34104

COMPLETION DATE

2003
QEAPF | AN EXPERIENCED FIRM

ii (a). CONTACT FOR ALL PERSONS/ ENTITIES WITH BENEFICIAL/ FINANCIAL INTEREST IN PROPOSAL & CORPORATE OFFICERS

Howard J. Murrell
President | Quality Enterprises USA, Inc. / APF Development IV, LLC
Phone: 239.435.7200
Email: hmurrell@qeusa.com

ii (b). AIRPORT LEASEHOLD INTEREST WITHIN THE LAST FIVE YEARS

If awarded, RFP - North Quad Parcel 3 will be QEAPF’s fourth Land Lease at the Naples Airport. To date, QEAPF has successfully held (3) Land Leases at the Naples Airport, the most current being APF III. This project was just recently completed and is adjacent to North Quadrant Land Parcel 3 (APF III’s structure is within 50 ft. of the Parcel, with the property line roughly 10 ft. away).

ii (c). AIRPORT LEASEHOLD PROPERTY DESCRIPTIONS

QEAPF maintains (1) current Land Lease at the Naples Airport - APF III. However, QEAPF has held (3) land leases at the Naples Airport throughout the years, all in good standing. QEAPF has never defaulted on prior Land Lease Development projects and all previous and current leases held by QEAPF were non-commercial/ private use individual hangars. QEAPF’s Airport Point of Contact for APF Development Projects is listed below.

Christel Johnson
Real Estate Broker | Paradise Coast Property team
Phone: 239.529.2441
Email: christel@paradisecoastpropertyteam.com

Over the past 51 years, QEAPF has developed the financial capacity to construct and operate a business much larger than the facility proposed for the North Quadrant Land Parcel 3 Land Lease project. The Company has attached a letter from its bonding company which demonstrates this entities’ acknowledgment of QEAPF’s financial capability to perform a single job up to $75 million dollars within a $150,000,000 aggregate. Additionally, QEAPF has the in-house liquidity to fund construction of this project. QEAPF’s financial capacity is also strengthened by the businesses’ history of always creating a profit, never filing for bankruptcy, and never defaulting on a loan/contract.

REFERENCES

- Collier County - Various Construction Projects
  Contact | Alicia Abbott, 239.877.3961
- City of Naples - Various Construction Projects
  Contact | Allyson Holland, 239.398.8910
- Naples Airport - APF Development Projects
  Contact | Christel Johnson, 239.529.2441
- Chesapeake Regional Airport
  Contact | Chris Schrantz, 757.432.8110
- Savannah Airport
  Contact | Mark Denmark, 912.964.0514 ext 3308

QEAPF is able to provide additional references upon request.

PROPOSED LEASE TERMS

The proposed lease rate for this project will be $0.61 per square foot per year for thirty (30) years. QEAPF would like the availability of extension options if NAA is pleased with operations during initial 30 years. The rent shall increase annually based on the Consumer Price Index (CPI) throughout the life of the lease, similar to existing leases on APF.

THE PROPOSED REVENUE TO THE NAA WILL BE AS FOLLOWS:

- $0.61 per square foot for 30 years x 40,699 sf = $ 744,791.70
  plus annual increases based on the CPI.
State of Florida
Department of State

I certify from the records of this office that QUALITY ENTERPRISES USA, INC. is a Virginia corporation authorized to transact business in the State of Florida, qualified on May 25, 1995.

The document number of this corporation is F95000002550.

I further certify that said corporation has paid all fees due this office through December 31, 2020, that its most recent annual report/uniform business report was filed on February 10, 2020, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Tenth day of February, 2020

Secretary of State

Tracking Number: 1643399404CC

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication
May 25, 2020

QUALITY ENTERPRISES USA, INC.
3494 SHEARWATER STREET
NAPLES, FLORIDA 34117

*REVISED*

RE: CERTIFICATE OF QUALIFICATION

Dear Sir/Madam:

The Department of Transportation has qualified your company for the type of work indicated below. Unless your company is notified otherwise, this Certificate of Qualification will expire 6/30/2021. However, the new application is due 4/30/2021.

In accordance with §337.14 (1) F.S. your next application must be filed within (4) months of the ending date of the applicant's audited annual financial statements.

If your company's maximum capacity has been revised, you can access it by logging into the Contractor Prequalification Application System via the following link: HTTPS://fdotwp1.dot.state.fl.us/ContractorPreQualification/

Once logged in, select "View" for the most recently approved application, and then click the "Manage" and "Application Summary" tabs.

FDOT APPROVED WORK CLASSES:
DEBRIS REMOVAL (EMERGENCY), DRAINAGE, FLEXIBLE PAVING, GRADING, GRASSING, SEEDING AND ROLLING, HOT PLANT-MIXED BITUMinous COURSES, INTERMEDIATE BRIDGES, MINOR BRIDGES, PORTLAND CEMENT CONCRETE ROADWAY PAVING, R&R MINOR BRIDGES, SIDEWALK, CURB & GUTTER, DRIVEWAYS, UNDERGROUND UTILITIES (WATER, SEWER & FORCE MAIN) AND PUMP STATION.

You may apply for a Revised Certificate of Qualification at any time prior to the expiration date of this certificate according to Section 14-22.0041(3), Florida Administrative Code (F.A.C.), by accessing your most recently approved application as shown above and choosing "Update" instead of "View." If certification in additional classes of work is desired, documentation is needed to show that your company has done such work with your own forces and equipment or that experience was gained with another contractor and that you have the necessary equipment for each additional class of work requested.

All prequalified contractors are required by Section 14-22.006(3), F.A.C., to certify their work underway monthly in order to adjust maximum bidding capacity to available bidding capacity. You can find the link to this report at the website shown above.

Sincerely,

Alan D. Autry
Manager
Contracts Administration Office

www.fdot.gov
STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

CONSTRUCTION INDUSTRY LICENSING BOARD

THE UNDERGROUND UTILITY & EXCAVATION CO. HEREIN IS CERTIFIED UNDER THE PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

LICENSE NUMBER: CUCO097398
EXPIRATION DATE: AUGUST 31, 2022

Always verify licenses online at MyFloridaLicense.com

Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.

MURRELL, HOWARD JR.
QUALITY ENTERPRISES USA, INC.
3492 SHEARWATER STREET
NAPLES, FL 34117
COLLIER COUNTY BUSINESS TAX
COLLIER COUNTY TAX COLLECTOR - 2800 N. HORSESHOE DRIVE - NAPLES FLORIDA 34104 - (239) 252-2477
VISIT OUR WEBSITE AT: www.colliertax.com
THIS RECEIPT EXPIRES SEPTEMBER 30, 2021

LOCATION: 3494 SHEARWATER ST
ZONED: COMM/PUD
BUSINESS PHONE: 435-7200
STATE OR COUNTY LIC #: CB CA57231

LEGAL FORM Corporation

31-40 EMPLOYEES
CLASSIFICATION: 05-BUILDING CONTRACTOR
CLASSIFICATION CODE: 05104801
This document is a business tax only. This is not certification that licensee is qualified.
It does not permit the licensee to violate any existing regulatory zoning laws of the state county or county
nor does it exempt the licensee from any other taxes or permits that may be required by law.

DISPLAY AT PLACE OF BUSINESS FOR PUBLIC INSPECTION.
FAILURE TO DO SO IS CONTRARY TO LOCAL LAWS.
QUALITY ENTERPRISES USA, INC.
MURRELL, HOWARD J JR
3494 SHEARWATER ST
NAPLES, FL 34117

-THIS TAX IS NON-REFUNDABLE-
DATE 07/31/2020
AMOUNT 72.00
 RECEIPT 500-21-00073656

Larry H. Ray

COLLIER COUNTY BUSINESS TAX
COLLIER COUNTY TAX COLLECTOR - 2800 N. HORSESHOE DRIVE - NAPLES FLORIDA 34104 - (239) 252-2477
VISIT OUR WEBSITE AT: www.colliertax.com
THIS RECEIPT EXPIRES SEPTEMBER 30, 2021

LOCATION: 3494 SHEARWATER ST
ZONED: COMM/PUD
BUSINESS PHONE: 435-7200
STATE OR COUNTY LIC #: CUC 057398

LEGAL FORM Corporation

31-40 EMPLOYEES
CLASSIFICATION: UNDERGROUND UTIL/EXCAVATING CONTRACTOR
CLASSIFICATION CODE: 06102801
This document is a business tax only. This is not certification that licensee is qualified.
It does not permit the licensee to violate any existing regulatory zoning laws of the state county or county
nor does it exempt the licensee from any other taxes or permits that may be required by law.

DISPLAY AT PLACE OF BUSINESS FOR PUBLIC INSPECTION.
FAILURE TO DO SO IS CONTRARY TO LOCAL LAWS.
QUALITY ENTERPRISES USA, INC.
MURRELL, HOWARD J JR
3494 SHEARWATER ST
NAPLES, FL 34117

-THIS TAX IS NON-REFUNDABLE-
DATE 07/31/2020
AMOUNT 72.00
 RECEIPT 500-21-00073656

Larry H. Ray
August 5, 2020

Naples Airport Authority
160 Aviation Drive North
Naples, Florida 34104
Attn: Heather LeDuc, Business Manager

Re: Quality Enterprises USA, Inc. 
Land Lease for Development of North Quadrant Land Parcel 3

Dear Ms. LeDuc;

Hampton Roads Bonding has the privilege of providing bonds for Quality Enterprises USA, Inc. This account is written through Fidelity and Deposit Company of Maryland / Zurich American Insurance Company. Fidelity and Deposit Company of Maryland / Zurich American Insurance Company are each licensed to transact business in Florida, have an AM Best Rating of A+ and are listed on the U.S. Treasury Circular 570: Companies Holding Certificates of Authority as Acceptable Sureties on Federal Bonds and as Acceptable Reinsuring Companies.

During our relationship, we have observed Quality Enterprises USA, Inc.’s outstanding performance and consider them to be among our most valued surety clients. In our opinion, the company is properly equipped, capably staffed and well financed. Quality Enterprises USA, Inc. currently has a bond program for single jobs in excess of $75,000,000 within a $150,000,000 aggregate. It should be understood if this fine firm needed bonds that exceed the above limits the bonding company would certainly consider such a request based on their past experience. Please note, bond approval is based on the financial condition of the firm at the time of the bond request.

If you have any questions or concerns, please do not hesitate to call.

Sincerely,

Daniel J. Grygo
## I. REQUESTED DOCUMENTATION

### iv. EVIDENCE OF RESPONDENT’S ABILITY TO MEET OR EXCEED THE STANDARD INSURANCE REQUIREMENT

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## CERTIFICATE OF LIABILITY INSURANCE

**DATE (MM/DD/YYYY):** 8/10/2020

**PRODUCER:**

A Marsh & McLennan Agency LLC  
222 Central Park Avenue, Suite 1340  
Virginia Beach VA 23462

**INSURED:**

Quality Enterprises USA, Inc.;  
APF Development IV, LLC  
3494 Shearwater St.  
Naples FL 34117

**CONTACT:**

Marsh & McLennan Agency LLC  
PHONE: 757-456-0577  
PHONE (A/C, No.):  
E-MAIL: certificates@MarshMMA.com

**INSURER(S) AFFORDING COVERAGE**

<table>
<thead>
<tr>
<th>NAIC #</th>
<th>INSURER</th>
<th>ADDRESS</th>
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</thead>
<tbody>
<tr>
<td>16535</td>
<td>Zurich American Insurance Company</td>
<td>Phoenix Insurance Company</td>
</tr>
<tr>
<td>25674</td>
<td>Travelers Prop &amp; Casualty Co of America</td>
<td>XL SPECIALTY INS CO</td>
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<td>37885</td>
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## COVERAGEs

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<th>INSURER</th>
<th>COVERAGE NUMBER: 1505437421</th>
<th>REVISION NUMBER:</th>
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**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.**

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

### A. WORKERS’ COMPENSATION AND EMPLOYERS’ LIABILITY

<table>
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<tr>
<th>ANY/N</th>
<th>PER STATUTE</th>
<th>OTHER</th>
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<tr>
<td>N/A</td>
<td>E.L. EACH ACCIDENT</td>
<td>$1,000,000</td>
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<tr>
<td></td>
<td>E.L. DISEASE - EA EMPLOYEE</td>
<td>$1,000,000</td>
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<tr>
<td></td>
<td>E.L. DISEASE - POLICY LIMIT</td>
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**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES:**

ACORD 101, Additional Remarks Schedule, may be attached if more space is required

**RE: Land Leases for Development of North Quad Land Parcel 3**

The City of Naples Airport Authority, a political subdivision of the State of Florida is included as additional insured under General Liability and a Waiver of Subrogation under General Liability applies in favor of the certificate holder for work performed by the named insured for the referenced job and/or contract if required by written contract. The General Liability insurance evidenced by this certificate shall be primary and non-contributory to any other insurance of the certificate holder if required by written contract.

Per the cancellation clause contained in the policies noted on this certificate, the policy provisions include at least 30 days notice of cancellation except for See Attached...

### B. COMMERCIAL GENERAL LIABILITY

**CLAIMS-MADE**

**GENL AGGREGATE LIMIT APPLIES PER:**

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**DED $10,000**

**EACH OCCURRENCE**

**LIMITS**

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<tr>
<th>EACH OCCURRENCE</th>
<th>$1,000,000</th>
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<tr>
<td>HARM TO RENTED PREMISES (Ex occurrence)</td>
<td>$300,000</td>
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<tr>
<td>MED EXP (Any one person)</td>
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</tr>
<tr>
<td>PERSONAL &amp; ADJURY</td>
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<tr>
<td>GENERAL AGGREGATE</td>
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<tr>
<td>PRODUCTS - COMP/OP AGG</td>
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### C. UMBRELLA LIABILITY

**CLAIMS-MADE**

**EXCESS LIABILITY**

**DED $10,000**

**EACH OCCURRENCE**

**LIMITS**

<table>
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<tr>
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<td>AGGREGATE</td>
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### D. LEASED AND RENTED EQUIPMENT

**EACH OCCURRENCE**

**LIMITS**

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<td>$250,000 . Cranes</td>
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<td>$5%/$25K</td>
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**CERTIFICATE HOLDER**

City of Naples Airport Authority, a political subdivision of the State of Florida  
160 Aviation Drive North  
Naples FL 34104

**AUTHORIZED REPRESENTATIVE**

**ACORD 25 (2016/03) The ACORD name and logo are registered marks of ACORD**
<table>
<thead>
<tr>
<th>AGENCY CUSTOMER ID:</th>
<th>LOC #:</th>
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<tr>
<td>A Marsh &amp; McLennan Agency LLC</td>
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<tr>
<th>NAMED INSURED</th>
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<tr>
<td>Quality Enterprises USA, Inc.; APF Development IV, LLC</td>
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<th>POLICY NUMBER</th>
<th>CARRIER</th>
<th>NAIC CODE</th>
<th>EFFECTIVE DATE:</th>
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<th>ADDITIONAL REMARKS</th>
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<tr>
<td>THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM, FORM NUMBER: 25 FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE</td>
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<tr>
<td>non-payment of premium.</td>
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**BUILDERS RISK COVERAGE TO BE PROVIDED IF REQUIRED BY CONTRACT**
STATEMENT OF DRUG-FREE WORKPLACE

Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids, proposals, responses or that are equal with respect to price, quality, and service are received by the State of Florida or by any of its political subdivisions for the procurement of commodities or contractual services, a bid, proposal or reply received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.

2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.

3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in section 1.

4. In the statement specified in section 1., notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employees will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 of the Florida Statutes or of any controlled substance law of the United States or any state, for a violation occurring in the workplace, no later than five (5) days after such conviction.

5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by an employee who is so convicted.

6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this program.

Select one or the other (not both) of the following certification statements. These statements are mutually exclusive.

☐ This firm DOES NOT comply with the above requirements for a drug-free workplace.

☒ As the person authorized to sign the statement, I certify that this Firm DOES fully comply with the above requirements.

Quality Enterprises USA, Inc./APF Development IV, LLC

Firm Name

Howard J. Murrell

Name of Authorized Individual

August 12, 2020

Authorized Signature

Date
NON-COLLUSION AFFIDAVIT

STATE OF Florida

COUNTY OF Collier

I state that I, Howard J. Murrell, President of Quality Enterprises USA, Inc./APF Development IV, LLC
(Name and Title)
(Name of Firm)

am authorized to make this affidavit on behalf of my firm and its owner, directors and officers. I am the person responsible in my firm for the price(s) and amount(s) of this Response, and the preparation of the Response. I state that:

1. The price(s) and amount(s) of this Response have been arrived at independently and without consultation, communication or agreement with any other Respondent, potential Respondent, Proposal, or potential Proposal.

2. Neither the price(s) nor the amount(s) of this Response, and neither the approximate price(s) nor approximate amount(s) of this Response, have been disclosed to any other firm or person who is a Respondent, potential Respondent, Proposal, or potential Proposal, and they will not be disclosed before Proposal opening.

3. No attempt has been made or will be made to induce any firm or persons to refrain from submitting a Response for this contract, or to submit a price(s) higher that the prices in this Response, or to submit any intentionally high or noncompetitive price(s) or other form of complementary Response.

4. The Response of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive Response.

5. Neither my firm nor its affiliates, subsidiaries, officers, directors, partners, owners, representatives, employees or parties in interest are currently under investigation by any governmental agency and have not in the last three years been found liable for any act prohibited by state or federal law in any jurisdiction involving conspiracy or collusion with respect to the proposal or bid on any public contract, except as follows:

I state that I and the named firm understand and acknowledge that the above representations are material and important, and will be relied on by the City of Naples Airport Authority, for which this Proposal is submitted. I understand and my firm understands that any misstatement in this affidavit is, and shall be treated as, fraudulent concealment of the true facts relating to the submission of this Proposal.

Authorized Signature

The foregoing instrument was sworn to and subscribed before me by means of ☑ physical presence or ☐ online notarization, on August 12, 2020 by Howard J. Murrell, who [X] is personally known to me or [ ] has produced a N/A - Known driver's license as identification.

My Commission Expires: February 11, 2022

RFP - Land Lease for Development of North Quadrant Land Parcel 3 - July 1, 2020
QEAPF | A LOCAL LEADER

Quality Enterprises USA, Inc. / APF Development IV, LLC (QEAPF) is a leading construction rm based in SW Florida that focuses on major civil, building, and specialized construction in both the private and public sectors. Celebrating over 50 years of service, QEAPF prides itself on completing projects on time, within budget, and at high levels of quality.

Backed by experienced personnel and a modern fleet of heavy equipment, QEAPF is prepared to complete a wide range of multidisciplinary construction projects including:

- Aviation
- Bridges and Roads
- Heavy Highway
- Underground Utilities & Storm Piping
- Water Treatment & Storage
- Many other Types of Specialized Construction

QE + SWFL PROJECTS | A PROVEN PARTNERSHIP

QEAPF has worked in Collier County since 2002 on a variety of infrastructure projects and has a dynamic knowledge and understanding of SWFL construction and regulatory conditions, directly pertaining to dewatering, sandy soils, rock excavation, traffic control, erosion control, and wildlife sensitivities. With the ability to self-perform over 90% of each project, QEAPF maintains jobsite control and has never been assessed liquidated damages for project delays.

Throughout the years, QEAPF has completed similar Land Lease Development projects to the proposed North Quadrant Land Parcel 3 project. QEAPF has been active in the construction and development of improvements at the Naples Airport since 1995, and recently completed over 57,000 SF of Hangar & office space at the APF Development III site located off of the Delta Taxiway. The company also completed the Taxiway D realignment this year, located in front of Parcels 1 & 2.

With key players from QEAPF and the NAA involved on many of the same projects, a strong relationship has been formed. This shared understanding of work structure between QEAPF and the NAA will prove advantageous on RFP - North QuadParcel3.
AWARD WINNING DESIGN
Winners of 17 AIA (AMERICAN INSTITUTE OF ARCHITECTS) design and individual awards, as well as numerous other awards and publications including Gulfshore Business Magazine's 40 under 40 and a recent feature in the Summer issue of Florida/Caribbean Architect Magazine.

EXPERIENCE
Our (2) principals have lived in SW Florida for more than 15 years each and have worked on a variety of project types from multi-million dollar mixed use developments to modest residential renovations.

UNIQUE
We have the desire to do something one-of-a-kind, while having value as a key consideration. We don't reuse previously designed projects/details to maximize profit. Each project has a unique set of circumstances that dictates the design, including, but certainly not limited to: the client, site, and budget.

LOW OVERHEAD/COMPETITIVE FEES
Our firm is comprised of a husband/wife team of licensed architects, (2) architectural designers and three project based design consultants. We are located in a collaborative shared office space, so we can handle larger projects with very minimal overhead.

LOCAL KNOWLEDGE/RELATIONSHIPS
We understand the permitting processes and only use quality consultants & engineers with whom we have developed successful, long term relationships.

WORLDLY INSPIRATION
Staff is multilingual (German, Italian, Vietnamese, Spanish) and has travelled the world, which has helped shape design ideals. We have working relationships with international firms and clients. With projects in Italy, Chicago, Los Angeles, Czech Republic, Panama, North Carolina, Indiana and of course Florida - we primarily work local, but think global!

FINGER ON THE PULSE OF DESIGN TRENDS
We are up to date on how the current and future market likes to live, work, and play: open/ flexible spaces geared towards entertaining, indoor/outdoor living, comfort, sustainability, energy efficiency and a unique design that represents the Client's personality.

DEDICATED LISTENERS
We strive to be able to listen and extract what the Client wants and quickly translate that into a cost effective and aesthetically pleasing design. We are dedicated to bring the best possible design within set parameters, providing unparalleled value.

REFERRALS/HAPPY CLIENTS
All current and past clients since Hlevel's inception would eagerly give positive reviews and recommendations. Feel free to ask or check out some reviews on Houzz.com.

IN COLLABORATION WITH OUR CLIENTS WE CREATE

[H]igh Level design that is integrated into its environment in a harmonious way.

[H]olistic Level design like the word LEVEL that can be read from and back depending on how you look at the word, so is our attitude towards architecture. It is not one-directional or linear. Our approach to architecture is holistic.

[H]uman Level design as we approach each project with an individualized design methodology that requires the firm to listen - not only to our clients, but also to the voices of the elements around a particular site creating in every project both a reflection and an extension of its environment.
QEAPF’S PREPARATION FOR THE JOB

QEAPF is prepared for the Land Lease for Development of North Quadrant Land Parcel 3 Project. With ample manpower, equipment, office resources and the experience to back it up, the NAA can be assured that QEAPF is the proven firm for this project.

QEAPF has experienced significant growth over the past few years, increasing in total number of pieces of equipment owned, personnel employed, and number of jobs completed. The company has come to find that as their resources increase, so does their number of successfully completed jobs. It is because of this that QEAPF will continue to invest in the newest equipment for enhanced job performance.

Since its founding, QEAPF has been cautious about over exerting their materials and personnel, leading to the completion of ALL jobs on time, within budget, and at high levels of quality. QEAPF has never been debarred or failed to complete a project and has the ability to obtain performance and payment bonds.

It is important for the NAA to know that QEAPF has successfully completed all of their past Land Lease Development projects. QEAPF has taken the necessary steps to create an unparalleled, state of the art equipment fleet and maintains a premier management and support staff to ensure that all projects are performed to the highest degree.

**QEAPF is a trusted, versatile contractor and will not disappoint.**

The following graphs demonstrate QEAPF’s growth from 2016 – Present:
QEAPF’S UNIQUE ABILITY | SELF PERFORMANCE

QEAPF’s management team is efficiently structured and is focused on strong communication, coordination, and decision making. With over 250 local employees and 350+ pieces of modern heavy construction equipment, QEAPF has the resources of large competitors but an attentive and responsive management structure characteristic of a small firm.

QEAPF is confident in their ability to successfully complete the Land Lease for Development of North Quadrant Land Parcel 3 project. In 2007, APF III entered into an agreement with the NAA during one of the worst financial times we have seen since the great depression. QEAPF kept its obligation to the NAA and saw the development of APF III through without compromising any aspects of one of the most durable and sustainable hangar developments completed to date on NAA property. It is with this commitment that the NAA can be assured that APF IV will develop another successful project under a Land Lease Development.

QEAPF + HLEVEL | A RELIABLE TEAM

QEAPF has elected to use the services of Hlevel, an award winning architecture firm based in Naples, Florida, that specializes in innovative design solutions with a unique, value-oriented, and sustainable ideal. Hlevel focuses on residential, commercial, civil, and industrial architecture in domestic and international markets. Hlevel’s team is responsive and can quickly translate client needs into a cost-effective and aesthetically pleasing design. Hlevel strives to design buildings/spaces that seamlessly combine form, function, and feeling.

Hlevel at a Glance:

- **243** Total Completed Projects
- **17** Years of local, SWFL Experience
- **30+** Current Active Projects
- **17** American Institute of Architects Design Awards
KEY RESOURCES

As one of the largest local heavy civil construction contractors, QEAPF is prepared for RFP - North Quad Parcel 3. With over 250 employees, including nine utility crews, three earth work crews, two paving crews, two marine crews, two concrete crews, and one bridge crew, the company has a large and skilled workforce and is proud to celebrate 51 years of service. QEAPF is knowledgeable of local conditions, can acquire materials in a timely fashion, and can provide machinery from the company’s heavy equipment fleet for this contract.

LOCATION

QEAPF’s Corporate Office and Equipment Yard are both located in Naples’ White Lake Corporate Park, 1.5 miles from Interstate 75, and 8 miles from the North Quadrant Land Parcel 3. This will allow key personnel to be on site quickly and also yields prompt equipment mobilization resulting in significant cost savings. QEAPF’s office can be made available for meetings between QEAPF and NAA staff throughout the Land Lease for Development of North Quadrant Land Parcel 3 project. The map below shows the location of QEAPF’s Corporate Office/ Equipment yard.

CORPORATE OFFICE LOCATION
QEAPF

3494 Shearwater Street
Naples, FL 34117
239.435.7200
qeusa.com

EQUIPMENT YARD LOCATION
QEAPF

3489 Shearwater Street
Naples, FL 34117

KEY
The ★ shows the location of both QEAPF’s Corporate Office and Equipment Yard, as they are less than 200 ft. apart.
**METHOD OF ENSURING RESPONSIVENESS**

Frequent and effective communication will be critical during all phases of the Land Lease for Development of North Quadrant Land Parcel 3 Project. Communication Needs Include:

- Internal coordination between QEAPF and Hevel Architecture Firm.
- External coordination between QEAPF, the NAA, and their affected parties.
- QEAPF's office is local, which will result in prompt equipment mobilization and allows key personnel to perform regular site visits.
- All Key Personnel live in Collier County.
- Progress meetings will be conducted, and schedules will be updated, on a weekly basis.
- The NAA will be provided with a 24-hour phone number and email address for immediate access.

QEAPF has successfully worked for the NAA and is respected for their provision of superior services. QEAPF has developed a strong working relationship with the NAA that will result in a seamless Land Lease Development project.

Louis J. Gaudio, QEAPF’s Construction Project Manager, will coordinate with Hevel’s Design staff, the NAA, and governmental and permitting agencies. He will utilize his 30+ years of experience to meet the objectives of this project. The NAA can be confident in QEAPF’s response time, as:

TROUBLESHOOTING, PROBLEM SOLVING TECHNIQUES & RFI’S

QEAPF will mitigate and resolve any issues immediately. The following Escalation Approach to Problem Solving is in accordance with RFP requirements:

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<td>01</td>
<td>All issues should be attempted to be resolved in the field without involvement from outside sources.</td>
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<tr>
<td>02</td>
<td>If an issue is unable to be resolved in the field, the matter will be escalated to QEAPF’s Construction Project Manager.</td>
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<tr>
<td>03</td>
<td>If additional services are needed, QEAPF will contact the appropriate party for a quick resolution.</td>
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With QEAPF’s staff located near the project, presence on site or at a meeting will be immediate.

If input and/ or approval is required by the owner, unresolved issues will be forwarded to the NAA’s Representative in the form of an RFI. QEAPF’s Construction Project Manager will then follow up with a phone call to confirm receipt of the RFI and will be available for questions. NAA’s Representative will be informed of all issues and their resolutions, regardless of whether an RFI is sent or not, and responses to resolutions and RFI’s will be documented and become part of the final documents provided to the County. Additionally, QEAPFs staff will be readily available to meet with City of Naples Building Officials to quickly resolve issues that arise during construction in order to minimize delays and complete construction as soon as possible.

QEAPF will develop and maintain a construction quality control plan in accordance with Section 105 of FDOT Standard Specifications. The sampling, testing and reporting of materials used will be in compliance with the Sampling, Testing and Reporting Guide (STRG).
QEAPF'S TECHNOLOGY | A STEP ABOVE THE REST

Technology plays an integral role in QEAPF’s operations. From investing in high-tech components used in our heavy equipment, to implementing the newest and most advanced software for fleet or bid tracking, to simply managing job sites from an iPad, QEAPF prioritizes the use of cutting-edge technology to assist with daily activities. As a result, QEAPF's job performance is faster and smarter, yet completed with accuracy and great attention to detail.

TECHNOLOGY IN HEAVY EQUIPMENT

Contractors can easily overlook one of the most vital aspects of a well-run jobsite... the need to invest in top of the line heavy construction equipment.

Construction Equipment is costly; however, this investment leads to greater employee and customer satisfaction, a fact that QEAPF has come to realize firsthand. There is no denying that QEAPF's well-maintained equipment fleet stands out from the rest, as the company commits to choosing machines, options, and features needed to create and sustain a high quality equipment fleet.

QEAPF machines are fully equipped with site positioning systems for machine grading and 3D technology. QEAPF has also invested in Trimble sitework technology, a site modeling program that leads to savings in material usage and manpower and improves accuracy from the ability to perform “as-built checks” or changes on the fly. Trimble technology allows QEAPF to achieve millimeter accuracy with fewer passes and no manual staking, and 3D site models yield detailed progress and material movement reports.

Within QEAPF’s advanced equipment fleet is the Caterpillar NEXT Generation Excavator with built in CAT grade and slope technology. This machine was further upgraded to utilize a Trimble Total Station, ensuring the highest level of accuracy on projects like roadways, or airport grading and paving, and provides images when satellites (GPS) are not available due to overhead obstruction.

Many of QEAPF’s machines (CAT dozers, excavators and pavers) are GPS enabled. The integrated GPS receivers communicate with the base site station and can control blade or bucket movement. Additionally, all of QEAPF’s mid to large excavators are equipped with the Cat Pin Grabber Coupler System. This upgraded feature increases machine performance and versatility and helps to ensure jobsite safety. By removing the bucket and using the coupler's rated lifting eye to move needed items, the operator can increase the machine’s lift capacity and improves visibility.

STANDARD 2D E-FENCE TECHNOLOGY

The standard 2D E-fence feature automatically stops excavator motion using boundaries you set in the monitor for the entire working envelope—above, below, sides and front. E-fence features protect equipment from damage and reduce fines related to zoning or underground utility damage. Automatic boundaries even help prevent operator fatigue by reducing over-swinging and over-digging.
North Quadrant Land Parcel 3 RFP Submittal
Corporate Background

- Founded in 1986
- Naples based family office
- Diverse development portfolio
- Current airport tenants and past hangar development experience
Proposed Use

- Gulf Coast Commercial Corp
- Aircraft storage
- Office space
- Future Potential
- Jett

09/17/2020
**JET IT OWNERSHIP PROGRAMS**

- **Acquisition:**
  - JET-10: $630,000
  - JET-6: $1,050,000
  - JET-5: $1,250,000
  - JET-4: $1,500,000
  - JET-3: $2,000,000
  - JET-2: $3,000,000

- **Days per year:**
  - JET-10: 25 days
  - JET-6: 40 days
  - JET-5: 55 days
  - JET-4: 70 days
  - JET-3: 90 days
  - JET-2: 130 days

- **Rate per hour:**
  - JET-10: $1,600
  - JET-6: $1,600
  - JET-5: $1,600
  - JET-4: $1,600
  - JET-3: $1,600
  - JET-2: $1,600

- **Management fee:**
  - JET-10: $4,500/mo
  - JET-6: $5,500/mo
  - JET-5: $6,000/mo
  - JET-4: $7,500/mo
  - JET-3: $9,500/mo
  - JET-2: $13,500/mo

- **Repurpose Valuation:**
  - Year 3: 50%
  - Year 4: 46%
  - Year 5: 44%

  - Book your schedule from 24 months to 72 hours in advance
  - Unused day rollover: 10%

- **Book your schedule from 24 months to 24 hours in advance
  - Unused day rollover: 15%
  - Guaranteed holiday

Simple and transparent cost-structure
Section 179 and bonus depreciation tax benefits are available
Proposed Development

Matt Kragh of MHK Architecture
NORTH QUAD PARCEL 3 DEVELOPMENT PROPOSAL

MARCO HANGARS, LLC
Presentation by Mirash Vataj
USE OF PREMISES:

- Proposing a commercial use aviation business facility with a 120' wide x 100' long Clearspan hangar that meets the specifications of the airport Master Plan

- Available to lease to aviation businesses, such as aircraft charter, painting, or sales companies

- Hangar is large enough to accommodate a Gulfstream G550

- Office Space

- Pilot Facilities

- Waiting Area

- Restroom
USE OF PREMISES:

SITE PLAN
- 40,699 square feet of land (0.93 acres)
- Building is 120' wide x 100' long
- Firewall between hangar and office space
- Sprinkler system in office space

Pilot Facilities
- Waiting Area
- Restroom
- Office

Parking
- 2 Handicap Accessible Spaces

Clearspan Hangar
- Large enough to fit a Gulfstream G550
- Bottom Rolling Door Opening is 120' wide x 27' high
SITE PLAN OPTION 2

- Building is 137' wide x 110' long
- Holds a Gulfstream G650
USE OF PREMISES:

PROSPECTIVE TENANT INFORMATION

- The tenant has a signed Non-Disclosure Agreement (NDA) with a national aviation real estate company to assist in their acquisition of a facility.
- The charter company would like to acquire both Parcels 2 + 3
USE OF PREMISES:

BUILDING ELEVATION INFORMATION

- Max Building Height: 35'
- Door Height: 27'
- Approximate Hangar Finished Floor Elevation: 7.40 'NAVD
- Approximate Office Finished Floor Elevation: 8.00' NAVD
- 1:12 Roof Pitch
- Office Height: 20'

FRONT VIEW

SIDE VIEW
QUALITY OF DEVELOPMENT:
QUALITY OF DEVELOPMENT:

RECEPTION AREA
QUALITY OF DEVELOPMENT:

RECEPTION AREA
QUALITY OF DEVELOPMENT:

WAITING AREA
QUALITY OF DEVELOPMENT:

CONFERENCE ROOM
PROVEN RECORD OF SUCCESS:

ABOUT MARCO HANGARS, LLC
Mirash Vataj, Owner

- Private Pilot for 25 years
- Owner of FBO at KDXR
- Renovated & Developed Aviation Facilities
- Owner and operator of multiple leased hangar facilities
- Board Member of the Executive Hangar Association
- Resident of Marco Island since 2015
- Developing multi-unit hangar development at KMKY
- Developing North Quad Parcel 2 at KAPF
PROVEN RECORD OF SUCCESS:

OUR EXCEPTIONAL TEAM
Local SWFL Companies

Hole Montes
- Established in Naples in 1966
- Luc Carriere, Project Manager for the Airport Engineering Division, has experience at APF since 1996
- 100+ Corporate/T-Hangars at APF, FMY, MKY & IMM

Integral Building Corp
- Naples based commercial construction company with over 20 years experience lead by John Melton, General Contractor

6200 Whiskey Creek Drive
Fort Myers, FL 33919
Phone: (239) 985-1200
Florida Certificate of Authorization No. 1772
Marketing Plan

INCREASE POTENTIAL CLIENT AWARENESS OF NAPLES AIRPORT & MARCO HANGARS

Utilize SEO (Search Engine Optimization) techniques to increase traffic to our webpages when people are searching for related topics such as "Airports near Fort Myers" or "Hangars in Florida" to direct them to our websites MarcoHangars.com, Google, and Facebook.

Professionally designed digital brochure showcasing our property are emailed to hundreds of contacts in the aviation industry to inform them of our latest project and educate them on the location, benefits, and amenities offered by Naples Airport.

We mail printed versions of our brochures to hundreds of contacts in the aviation industry to inform them of our latest project and educate them on the location, benefits, and amenities offered by Naples Airport.

Involves a mix of print advertising in magazines, newspapers, and physical placement of marketing materials. Just a few examples we’ve utilized before:

- The Marco Review
- Air Aviators Hotline
- Coastal Breeze Newspaper
- Loopnet
- Controller
- FitPlan
- HangarTrader.com
- Aviators Properties Magazine
- ForeFlight
- Business
WHY CHOOSE MARCO HANGARS

• We are going to the meet the needs of the NAA Master Plan Section 4.8.2 on Aircraft Hangar Requirements:

"Additional clearspan hangar space should be considered in order to provide the opportunity for commercial facilities, such as aircraft maintenance, avionics repair, etc., to be developed at the airport. Historically facilities like these have not been established due to the high demand for based aircraft hangar space."

Commercial use facility that provides services to the public, not another "corporate hangar"
WHY CHOOSE MARCO HANGARS

- Master Plan Section 8.2.2- Short-Term Capital Improvement Program states there are numerous development opportunities that will become available over the next 5 years for hangars that will not be providing services to the public in less commercially developed areas of the East and South Quads
WHY CHOOSE MARCO HANGARS

• We are going to meet the needs of the NAA Master Plan Section

6.5.3 Evaluation Criteria Compatibility with Adjacent Uses:

"For aviation related development, an option’s compatibility with adjacent uses will have a direct impact on the operational efficiency of each facility. Due to the variety of aviation operators at APF, some sites are more advantageous than others for the activity the facility is intended to serve. Ratings for compatibility are predominantly based on how a proposed facility might positively or negatively impact the overall airfield operation."
MARCO HANGARS PROPOSAL HIGHLIGHTS

- Provides the flexible use, Clearspan Hangar to accommodate ADG Cat III aircraft, as specified in the NAA Master Plan (Goal #1 of the Strategic Plan)

- Commercial use increases fuel sale revenue (Goal #3 of the Strategic Plan)

- Offering lease rate of $0.75 per square foot (Goal #3 of the Strategic Plan)

THANK YOU FOR THIS OPPORTUNITY

Question + Answer
North Quadrant Land Parcel 3 Proposal

Pablo & Patricia Diego
PPD Holdings, LLP (Atlanta, Georgia)
Introductions

Pablo & Patricia Diego
Mike Harris
About Us

Over the past 30+ years, Pablo and Patricia have been growing PPD Holdings, LLLP to a multi-million-dollar commercial real estate company focused on developing, building and managing primarily multifamily and industrial assets across the Southeast.

PPD Holdings, LLLP

- Invested in assets worth more than $1.8 billion
- 10,000+ multifamily units developed
- $250 million in sales per year
- Current assets: $500 million
Our Product

After purchasing our first Naples residence on 4th Avenue North, and spending much of our time enjoying the Naples community, we started planning our business expansion into Southwest Florida, specifically Collier and Lee County.

Naples Residence Address

- 3rd Avenue North

Current Residential Investments

- 4th Avenue North
- Banyan Blvd
Our Promise

$100 million currently invested in the area and growing.

Current Multi-Family Investments

- The Crest at Bonita Springs (264 units)
  - [https://www.crestbonitasprings.com/](https://www.crestbonitasprings.com/)
- The Crest at Naples (200 units)
- Hangar: Operations & Profit
  - **Operations**: Weekly flights for ourselves, company executives and employees
  - **Profit**: Naples Airport will experience increased fuel revenue with a continuous upward trajectory as PPD continues to expand operations across the submarket
Lorem ipsum dolor sit amet, consectetur adipiscing elit.

The Crest at Bonita Springs (NOW LEASING)
Proposed Development

- 12,000 SF aircraft storage hangar
- Consistent in construction and finish as similar hangar buildings at Naples Airport
- Compatible with the existing development and operations at the airport
Conceptual Site Plan

- 120’ wide x 100’ deep hangar capable of storing 2 or more aircraft
- Setbacks in accordance with airport and City of Naples standards
- Apron matching the building width and depth equal to the depth of the hangar
- 40’ wide connection will be provided to existing Taxiway H
- Asphalt parking area sized for the development with access from Citation Point
- Existing 12” water main will be relocated – City of Naples Utilities Department
- New 7” high chain link fence will be installed to maintain airport security
Conceptual Elevations

- 28’ high, hydraulic swing door on the airside
- Northeast side of the hangar will consist of an overhead door and personnel entry doors
- Overall building height is proposed to be 35’ above ground level – will not exceed height restrictions for the site
- Landscaping provided along the sides of the building facing Citation Point
- Architectural treatment to enhance building aesthetic. Colors will be complementary to surrounding structures and submitted for NAA approval
- Coordinate with NAA to determine final design features
- Coordinate through City of Naples Design Review Board (DRB)
Physical Description

Proposed Construction Materials, Methods and Finishes

- Hydraulic swing door: 100’ width and 28’ high opening
- Solid-member primary structural framing. Primary steel components will have a prime coat
- 24-gauge metal roof panels with two-coat fluoropolymer finish. Roof will be a standing seam roof system and sloped 1”/12”. Roof panels will extend beyond eave to accommodate gutters. Aluminum gutters and downspouts of commercial quality will be provided. Roof panels will be of a non-glare metal and color will be complementary to surrounding structures and submitted for NAA approval
- 26-gauge exterior wall and hangar door panels with two-coat fluoropolymer finish. Hangar will include architectural treatment wainscoting and trim to provide a two-tone color palette and enhance building aesthetic. Colors will be complementary to surrounding structures and submitted for NAA approval
- 18-gauge roll formed base trim
- Insulated entry doors and commercial grade locksets
- Exterior LED lighting wall-paks

- Interior high-bay LED lighting fixtures
- Restroom with shower
- Mechanical system consisting of intake vent and exhaust fans, sized for the proposed hangar
- Trench drain centered in the hangar with gas and oil interceptor as required by code
- 6-inch-thick concrete floor slab to accommodate largest aircraft that would potentially be stored in hangar
- Airside pavement: 4 inches of asphalt pavement on 8 inches of crushed limerock base
- Parking and driveway areas: 2 inches of asphalt pavement on 6 inches of crushed limerock base
- Landscaping will be provided along the sides of the building facing Citation Point. The landscaping will be designed such that it does not provide an attractant to wildlife. Preference will be given to native species
Evidence of Compatibility

Existing Businesses, Land Uses, and Airport Operations

- Proposed development will not provide competition to the existing businesses located at the airport
- Hangar will be used for storage of multiple aircraft, which are active users of the Naples Airport
- Sized for the corporate jet aircraft typically operating at Naples Airport
- Capable of accommodating the largest aircraft currently operating at the airport, such as the Gulfstream G650 or Global 6000
- Similar in size and use to adjacent hangars and other hangars in the North Quad
Anticipated Challenges or Barriers to Development and Plan to Overcome

The project design team includes Hanson Professional Services Inc. to provide engineering design services for the development.

Airport design experience including numerous projects at Naples Airport.

Floodplain: The site is in a floodplain, Zone AE. Construction in the floodplain will require coordination with the City of Naples Building Department Floodplain Coordinator to determine the minimum building finish floor. Additionally, it is understood that current flood maps are in the process of being updated. It will be preferable to complete the design and permitting prior to adoption of the new flood maps as this would require a higher finished floor elevation.

Drainage: Modifications will need to be permitted through the South Florida Water Management District (SFWMD). The design will be consistent with the Master Drainage Plan and existing conceptual stormwater management permit for Naples Airport. Hanson’s experience at the Naples Airport and permitting projects through SFWMD will help expedite the design and permitting of the project.

Permitting: The project will require permitting through the City of Naples Building Department. It will also require approval by the Naples Design Review Board. The project team understands and is prepared to initiate early coordination with the City to address any potential concerns with the project design.

FAA Coordination: It is understood that submittal of the proposed development to FAA for airspace approval through the 7460 process is required. The submittal of the proposed hangar and any equipment to the FAA OE/AAA (7460) site will occur early in the design process to allow sufficient time for FAA review and avoid construction delays.
Thank You

Pablo & Patricia Diego
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patricia.diego@ppdholdings.com
http://www.ppdholdings.com
INTRODUCTION & COMPANY OVERVIEW
INTRODUCTION & COMPANY OVERVIEW

QEAPF AT A GLANCE

- Howard J. Murrell – President
- Company Mission Statement
  “QEAPF’s philosophy is to be the preeminent provider of superior aviation services. We value the importance of our relationships with clients, exemplified from our repeat business with the NAA, as well as with other customers, who count on our reliability, drive, and integrity. The relationship-based mentality translates to our workforce, as QEAPF employs and supports motivated, flexible, and focused employees.”
- Self-Performance

“QEAPF + HLEVEL ARE CURRENTLY WORKING ON A LOCAL, DESIGN-BUILD PROJECT.”

HLEVEL AT A GLANCE

- 243 TOTAL COMPLETED PROJECTS
- 17 YEARS OF LOCAL SWFL EXPERIENCE
- 30+ CURRENT ACTIVE PROJECTS
- 17 AMERICAN INSTITUTE OF ARCHITECTS DESIGN AWARDS
INTRODUCTION & COMPANY OVERVIEW
QEAPF’S DEMONSTRATED GROWTH

The Following Graphs Demonstrate QEAPF’s Growth from 2016 – Present:

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Employees</th>
<th>New Equipment + Vehicles Purchased</th>
<th>Number of Successfully Completed Jobs</th>
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<tbody>
<tr>
<td>2016</td>
<td>190</td>
<td>$2,579,732</td>
<td>118</td>
</tr>
<tr>
<td>2017</td>
<td>209</td>
<td>$3,156,383</td>
<td>167</td>
</tr>
<tr>
<td>2018</td>
<td>250</td>
<td>$30,189,273</td>
<td>426</td>
</tr>
</tbody>
</table>

FIRST PROJECT IN FLORIDA
FIRST JOB WITH COLLIER COUNTY
REVENUE FROM COLLIER COUNTY IN 2018
TOTAL REVENUE IN 2018
FIRST COLLIER COUNTY SCHOOL BOARD CONTRACT AND HELD EVERY YEAR SINCE
FIRST COLLIER COUNTY UTILITY EMERGENCY CONTRACT AND HELD EVERY YEAR SINCE
PROVEN RECORD OF SUCCESS

- Past APF Development Projects
  - QEAPF + NAA | More than 20-Year Relationship
  - Three Successful Hangar Design-Build Projects

- Over $60 Million in overall NAA Construction Projects
  - Design-Build Projects
  - Hangars
  - Runways, Taxiways, Roadways, etc.

- Experience with NAA and City of Naples Rules & Regulations

- Experience with Design Review Board & Permitting

"QEAPF PRIORITIZES THE USE OF ADVANCED CONSTRUCTION TECHNOLOGY, MAINTAINS A LARGE EQUIPMENT FLEET, HOLDS THE REQUIRED LICENSES AND CERTIFICATIONS FOR WORK UNDER THIS RFP, AND HAS EXTENSIVE PROJECT EXPERIENCE IN THE LOCAL AREA."
USE OF PREMISES
USE OF PREMISES

- Building Layout and Size
  - Utilize the Entire Land Parcel (~40,699 sf)
  - Propose 120 LF x 100 LF Hangar, Accompanied by an Appropriate-Sized Office Space

- Non-Commercial Use
  - Ability to House one (1) to three (3) Planes up to a Gulfstream Size

- Open to Discussions with NAA on Design Refinements

“QEAPF’S PROPOSAL TO THE NAA FOR DEVELOPMENT OF THE NORTH QUADRANT LAND PARCEL 3 INCLUDES THE COMPLETE DESIGN, CONSTRUCTION, AND OPERATION OF HANGAR FOR NON-COMMERCIAL USE.”
FINANCIAL BENEFITS TO NAA

- **Lease Revenue**
  - $0.61/sf * 40,699 sf * 30-Year Lease Term = Estimated $744,791.70 Plus Annual Increases Based on the CPI

- **Potential Fuel Sales**
  - Mid-sized Jet - 300 hrs/ year (moderate use)
    Annual: 75,000 gallons *$4.00/gal = $300,000 Revenue
  - Gulfstream Jet - 300 hrs/ year (moderate use)
    Annual: 157,000 gallons *$4.00/gal = $628,000 Revenue
QUALITY OF DEVELOPMENT
QUALITY OF DEVELOPMENT

- **Previous Developments**
  - Improvements and Benefits to the Airport
- **Hurricane Experience & Building Upgrades**
- **Local Vendors & Suppliers**
- **Design by Hlevel Architects**
  - Complements Other Hangars in the Area
- **In-House Capabilities to See Project from Design Through Construction**

HIGH QUALITY CONSTRUCTION MATERIALS, METHODS, AND FINISHES

- Crushed concrete for the subgrade, rather than a typical sandy soil.
- The concrete used in QEAPF's flooring is a 4,000 lb mix, compared to a 3,000 lb mix with fibermesh install.
- QEAPF's concrete is laser screened when installed.
- Galvanized building purlins in the roof system. Non-galvanized structural steel is painted with commercial paint.
- Tilt-up concrete construction.
- Single panel and hydraulically operated hangar doors.
- High grade building insulation.
USE OF PREMISES

- Strong Financial Position as Evidenced by Size & Scale of Current & Past Projects
- Extensive Experience with High-Limit Bonding Work for Public Entities
  - Single Job up to $75 Million within a $150,000,000 Aggregate
- Financial Stability
  - Resilience through 2008 Economic Downtown
- High Limits of Insurance
- Excess of $65 Million in Revenue for FY 2019
- Knowledge of Local Construction & Operating Costs
Questions & Answers