

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



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

- Professionalism
- Presentation

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.