Minutes
September 17, 2020
Special Meeting

A. ROLL CALL

Meeting was called to order by Chair Lenhard at 9:22 a.m. in the Council Chambers at City Hall.

Present were Chair Lenhard, Vice Chair Dustin, Commissioner Brousseau, Commissioner Messer and Commissioner Rideoutte.

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

B. PLEDGE OF ALLEGIANCE

Chair Lenhard led the Pledge of Allegiance.

C. AGENDA

There were no changes to the agenda.

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

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

Ms. LeDuc provided a summary of the RFP process that was issued on July 1st to solicit proposals from qualified parties interested in the lease of vacant land Parcel 3 in the north quadrant of the airport. She displayed an exhibit showing the vacant land available for aeronautical development. She said that four submittals were received, and the four respondents are here today to present their proposals. She reviewed certain criteria that was outlined in the RFP. Following each presentation, the Board members will have an opportunity to ask questions before ranking the proposals. Once ranked, staff will commence negotiations and bring forward a lease for consideration at a future Board meeting.

- Gulf Coast Commercial Corporation

Mr. Joseph McCabe, Vice President of Development of Gulf Coast Commercial Corporation (GCCC), thanked the Authority for the opportunity to present. Mr. McCabe provided a brief summary of his firm's experience and presented the proposed use for the parcel. He stated that his RFP submittal was for noncommercial use but disclosed that there was a potential for establishing commercial use with JetIt, a Honda jet fractional share company, with whom he has a personal relationship. Mr. McCabe introduced Mr. Matthew Kragh, President of MHK Architecture and Planning. Mr. Kragh presented the design inspiration for the project.

A question and answer period followed regarding GCCC's flexibility on the proposed rental terms per square foot, the likelihood of establishing a regional hub with JetIt and the fire code requirements for building separation between the neighboring hangar.

- Marco Hangars, LLC

Mr. Mirash Vataj, Owner of Marco Hangars, LLC, thanked the Authority for the opportunity. He introduced Mr. Austin Brown of Hole Montes, Inc., Fort Myers, Florida who was available to answer any questions. Mr. Vataj said that there is an interested charter company who would like to use Parcel 3 for business. He showed site plans and renderings of the development which would facilitate the use of a G550 or G650. Mr. Vataj said that he has a nondisclosure agreement with a national aviation real estate company. He provided a summary of his experience.

A question and answer period followed regarding the limitations of parking and maneuvering a G650 on the proposed apron due to its size.

- PPD Holdings, LLLP

Ms. Patricia Diego, Manager, and Mr. Pablo Diego, Managing Partner of PPD Holdings, LLLP (PPD) presented a summary of their firm's background and experience. Mr. Diego said that the parcel would be used to store their aircraft to conduct business throughout the Southeast United States. He introduced Mr. Michael Harris, Senior Aviation Designer/Airport Planner for Hanson Professional Services, Inc. Mr. Harris presented the proposed development, conceptual site plan and conceptual elevations that would house PPD's two private aircraft.

There were no questions.

- Quality Enterprises USA, Inc./APF Development IV

Mr. Louis Gaudio, Vice President of Quality Enterprises USA, Inc./APF Development IV (QEAPF), provided a company overview and their experience. He presented the proposed use of premises, financial benefits to NAA and quality construction materials that would be used. He introduced Mr. Brandt Henning, Principal Architect of Hlevel Architecture_Planning_Design who presented the design aspects and renderings of the building.

A question and answer period followed regarding QEAPF's airport project history and associated delays, the backlog on their projects and confirmation that the use of the premises would be noncommercial.

Following the presentations, there was Board and staff discussion regarding the ranking of the four firms.

Commissioner Rideoutte commented that he eliminated financial capacity and references from the seven criteria outlined on the worksheet that staff provided. He also stated that the proposed lease rate is likely negotiable with each firm. For the quality of development, he ranked GCCC first, Marco Hangars second, and PPD and QEAPF were tied at third and fourth. Regarding proven record of success, he said that most of our dealings with each firm has been positive and that even though QEAPF provides good quality, they are not known for speed. Commissioner Rideoutte felt that the main criteria is for the use of the premises and in his view, GCCC was best in that regard.

Commissioner Messer agreed with Commissioner Rideoutte's assessment. She added that one of the things we are trying to do in the master plan is make sure that we build up the look of our airport and make it attractive for our customers. Her preference was GCCC with QEAPF and Marco next and then PPD because it was not the most attractive of the four. She agreed that the lease terms would have to be

negotiable. She noted her concern with QEAPF's issues with delays to the construction schedules. She said that whether we have commercial or noncommercial use or partial down the road is good for discussion but depending on lease terms, her rankings would be (1) GCCC, (2) QEAPF, (3) Marco Hangars and (4) PPD.

Vice Chair Dustin said that commissioners made great comments but disagreed with Commissioner Rideoutte on the elimination of financial capacity as a criteria because the four firms are all not the same. He stated that Marco Hangars is still new and that we need more experience with them. He added that he understands the idea of attracting the right tenant and combining the parcels but would like to see some performance first. He said that he was sympathetic to PPD and their needs. Regarding aesthetics, it was clear that GCCC is better followed by QEAPF. He thought that Marco and PPD were similar. Regarding proven record of success, Vice Chair Dustin said he was mindful that QEAPF hasn't completed work as timely as we wanted and that we have had better experience with GCCC. He added that Marco Hangars has yet to prove themselves, and we don't have any experience with PPD which is unfortunate. The Vice Chair commented that we would need to have the proposed lease term and rental per square foot negotiated with GCCC to a level that is significantly higher for them to be chosen; otherwise, he would rank the firms as follows: (1) GCCC, (2) QEAPF, (3) and (4) toss-up between PPD and Marco Hangars.

Commissioner Brousseau ranked the firms as follows: (1) GCCC, (2) QEAPF and did not have an opinion about the third and fourth ranking.

Chair Lenhard stated that he was in agreement with all the Board members' comments. He pointed out that GCCC had the best-looking building and that it was a concrete building, not a metal hangar. Mr. Kragh was invited back to the podium to comment on the structure material. He stated that GCCC was proposing a hurricane-rated building with a tilt-wall concrete clad structure to meet a 170 mph wind load.

Chair Lenhard said that GCCC's structure adds extra protection for the airport as damage from hurricanes can occur. He ranked the firms as follows: (1) GCCC, (2) QEAPF, (3) PPD and (4) Marco Hangars for the same reasons that Vice Chair Dustin mentioned. He said that the only concern with GCCC was that they had the least favorable lease terms.

Mr. McCabe was invited back to the podium to address the proposed lease terms. He added that he was flexible on terms to be competitive and would like to know what the other proposed rates were. Commissioner Rideoutte advised that there was one firm at $.75 per square foot. Mr. McCabe respectfully disagreed that he would be able to meet that rate given the quality of his project and the ability to perform it but certainly could be competitive with the rate. Mr. Rozansky stated that staff was requesting a ranking today and that the next step would be to negotiate with the top-ranked firm. He said that if we are unsuccessful, we would negotiate with the second-ranked firm. Mr. Rozansky added that it was good to set an expectation on rates.

Vice Chair Dustin asked about the floodplain question raised by PPD Holdings architect. Mr. Rozansky stated that the City of Naples floodplain manager communicated that there has been a Corps of Engineer study and a plan that has yet to be published that could raise flood plain elevations for development. Mr. Keith stated that it was his understanding that there is a new FEMA elevation that will be published sometime in 2021 and it is only for coastal Collier County. He said that they anticipate increasing the floodplain by two feet. Mr. Rozansky commented that there would have to be a public comment process

and we have not seen anything with regards to these changes. The public outreach portion hasn't taken place yet because of the COVID pandemic.

In response to Vice Chair Dustin's comment regarding the sensitivity to the Diego's dilemma and their need for hangar space, Commissioner Messer mentioned that with the importance of our master plan, we are going to be faced with similar situations in the future. She expressed her sympathy to the Diego's. Mr. Rozansky stated that we have very little land left at the airport that is shovel ready and it will take a couple of years to develop the area where the former municipal dump was.

Chair Lenhard summarized Board members' inputs and requested a consensus on the rankings. Mr. Owens recommended that a procedural motion be made to approve the ranking of the firms.

Chair Lenhard moved Board approval to rank the firms for Parcel 3 as follows: (1) Gulf Coast Commercial Corporation; (2) Quality Enterprises USA, Inc./APF Development IV; (3) PPPD Holdings, LLLP and (4) Marco Hangars, LLC. Commissioner Rideoutte seconded. The motion passed 5-0.

E. PUBLIC COMMENTS (5 minute limit)

There were no public comments.

F. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

There were no additional comments and requests/meetings.

G. ADJOURN

With no further business, the meeting adjourned at 10:54 a.m.

Christopher A. Rozansky
Secretary

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

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