

**38-22, FBO Services - Clearwater Airpark
PRESENTATION SCORING SUMMARY**

Rankings by Committee for 38-22, FBO Services - Clearwater Airpark							RANKING
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Respondents		Rank 1st, 2nd, 3rd...						
		JB	EG	PK	MM	DS	AVG	
1	Clearwater Airpark Inc	2	2	3	2	2	2.2	2
2	Clearwater Blue Skies, Inc	3	3	2	3	3	2.8	3
3	FlyUSA Inc	1	1	1	1	1	1	1

Committee Members

- Jeremy Brown
- Eric Gandy
- Phil Kirkpatrick
- Michael MacDonald
- Denise Sanderson

Presentation and Ranking Summary

Evaluator Name: *Jeffery Brown*

		Questions/Answers	Notes	RANKING
FIRMS				
1	Clearwater Airpark, Inc	<i>SEE NOTES</i>	<i>SEE NOTES</i>	<i>2</i>
2	Clearwater Blue Skies, Inc			<i>4</i>

Evaluation Signature: *[Signature]*

Date: *8/20/22*

	3 FlyUSA Inc			1
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Evaluation Signature: _____

Date: _____

R. J. Green

Clearwater Airpark, Inc

PRESENTATION TIME/DATE: 1:00PM – 1:40PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What percentage of revenue is derived from helicopter operations?

FLIGHT SCHOOL 2021 - \$0.1K GAL

*HELICOPTER 10% (Prog Fuel 2)
- 1000*

2. With your understanding of the deferred maintenance issues at the Airpark, what would you prioritize and what would you ask of the City be to facilitate them?

*#1 - 3 SHADE HANGARS (\$9m → BUT ALP \$4.7m)
• Amend ALP
#2 - FENCE (NOT IN ALP?)
→ DOT \$?*

3. Please provide us with your perspective on the Airpark's ability to fund significant capital projects based on your knowledge of the revenues and operating costs. In your view is there an opportunity to increase revenues enough to do so?

*INCREASE REV 1) 24 OPERATION BUT CITY NOT OPEN
2) BRING IN CORPORATE TITS
BUT: 135 OPS (CHARTER) ROLAS STRENGTH
VS 191 (PRIVATE)*

4. Which (3) projects identified in the 2020 ALP would you prioritize?

*1) HANGAR NORTH
2) TWO ROWS T. HANGARS
3)*

Evaluator: *R. J. Green*

Date: *8/22/22*

JB

Clearwater Blue Skies, Inc

PRESENTATION TIME/DATE: 1:50PM – 2:30PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. To address the point in your proposal that "many Airpark tenants" consider KCLW to have a "high cost of fuel", what is the market price of fuel in the Tampa Bay market?

\$7.50 ≈ \$0.29 lower than Avg.
↳ present market study

2. Beyond some of the amenity changes to the terminal lounge and new signage, what is your plan to help capitalize some of the more ambitious projects set forth in the ALP.

• SELF SERVICE FUEL TANK (NOT IN ALP?)
• CUSTOMERS THINK FUEL HIGH

• LATER DISCUSS FAA FUNDS. (HIGH %)

3. In the event your chosen manager is unable to sell his interest in the FBO in Alabama and re-locate, what is your alternate management plan?

• SOLD RECENTLY
• HERE

4. Which (3) projects identified in the 2020 ALP would you prioritize?

1) REMOVE WEIGHT AND RESTRICTIONS
2) PAVEMENT REPAIRS ON FOOT
3) IMPROVE LANDINGS INTO OTHER PURPOSES

Evaluator: _____

Date: _____

A. G. Brown

FlyUSA, Inc

PRESENTATION TIME/DATE: 2:40PM – 3:20PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What incremental revenue (fee and revenue sharing) do you project would result from "corporate hangers", fuel sales and as a result of ALP improvements to attract more turbine-powered aircraft?

REPLACE SHARE w/ CORPORATE INCREASE REVENUE TO \$257K / 6.220AM
#103K
REVENUE 5% = \$65K/YR TO 657
(ADDITIONAL)
14/YR = \$2.2M
ADDITIONAL
FUNDS

2. What are you looking for in a FBO manager?

- WOULD TRY TO HAVE ESST.
- 5+ YRS EXP.
- LEAD BY EXAMPLE

3. Recognizing that a significant funding source for any ALP project must be FDOT; Does Fly-USA's ambitious timetable take into account that the City would have to act as a project sponsor and is constrained by procurement and building processes that are on timetable unfamiliar to the private sector?

- PRESENTED AS
- WANT TO HELP AS
- WANT TO COMMIT ALL ALP FUNDING EARLY,
BUT NEED TO NEGOTIATE

4. Which three (3) projects identified in the 2020 ALP would you prioritize?

- TAKE IN LOT
- CONSTRUCT FBO
- SHARE HANGARS
- WANT TO DO MORE THU

Evaluator: _____

[Handwritten Signature]

Date: 8/22/22

T. Brown

CLW Airport (OTHER INFO)

- CLOSE TOGETHER ON SKETCHES
- ALP LOOKS MUCH MORE THAN 3 SPACE HANDLER⁷
- COULD BE BETTER PREPARED? (INTEREST?)
 - WANT TO PROVIDE DOC LATER
 - * NOW WAS THE TIME
- * CONCERNED w/ RUNWAY LENGTH & EXISTING PROBLEMS
ALREADY THERE
→ OTHER MEANS TO MAKE SPACE (RECREATION ZONES, ETC)
- * CONCERNED w/ 135. CLEARANCE MAKING ~~THE~~ TAKEOFFS
TURN LEFT INSTEAD OF RIGHT (T.I.A. RULES?)
 - TAKE-OFF SOUTH BOUND?
- * POSSIBLE SOLUTIONS WITHIN 1 HOUR + 15 MIN SOLUTIONS

A. Brown

CLW BLUE SKIES Inc

- OTHER NOTES -

- MAKE MORE FUN, WILDCARD
- COSTS PRESENTED TO: FLYING NOT INCLUDE GRANTS (150T)
- WOULD LIKE TO HELP GET FAA FUNDS TO

T. Brown

FLY USA

- OTHER NOTES -

- ACKNOWLEDGED IF CITY NAME STATUS QUC,
FLY USA NOT GUEST PARTNER
- LANDINGS NOT INCLUDED

Presentation and Ranking Summary

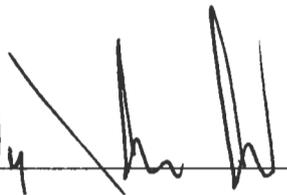
Evaluator Name: Eric Gandy

FIRMS		Questions/Answers	Notes	RANKING
1	Clearwater Airpark, Inc		Wealth of Knowledge + History of AP. Performance + Safety issues Raised Creative Ideas related to interaction with community.	2
2	Clearwater Blue Skies, Inc		Status Quo small Amenities Δ Lacking vision for significant Improvements	3

Evaluation Signature: Eric Gandy

Date: 8/22/22

	3 FlyUSA Inc		Ambitious vision but responsive to community, customer + employees. Capital Commitment and means to move long anticipated projects forward. Operational + Development components	1
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Evaluation Signature: Eric Gandy 

Date: 8/22/22

Clearwater Airpark, Inc

PRESENTATION TIME/DATE: 1:00PM – 1:40PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What percentage of revenue is derived from helicopter operations?

2021 Flight School - 35-40% of fuel
 Helicopter is approx 10% ~~of~~ revenue
 22 yrs ago multiple complaints about flight school
 New strategies
 ☉ Sun
 Δ Hours

2. With your understanding of the deferred maintenance issues at the Airpark, what would you prioritize and what would you ask of the City be to facilitate them?

3 Shade Hangars Old Rust/Rott Roof leaks 9k/mo in Revenue
 West Fence lines
 → 6k/mo ↑ rent for shade hangars at 3 million 21 yrs to repay construction
 → Clw Airpark Inc temp fix to get 3-5 yrs
 Ask of City to Add to ALP

3. Please provide us with your perspective on the Airpark's ability to fund significant capital projects based on your knowledge of the revenues and operating costs. In your view is there an opportunity to increase revenues enough to do so?

Opportunity are there:

Charter
 Light Jets
 24 Hour OPS

Part 91 vs 135 Operations
 Accelerate / Stop Distance - Unsafe
 IFR Clearance / Conflict Created w SPC1W

Current Noise Abatement 34 turn to 020°
 95% of Part 135 OPS would be turned to 270° at 1700-1200ft
 * Has opened charter company to fulfill that need.

4. Which (3) projects identified in the 2020 ALP would you prioritize?

R- Flight School, Hangar Rental, Fuel

↑ Corporate Hangars and T-Hangars to increase Revenue

Evaluator:

Eric Gandy

Date:

8/22/22

Clearwater Blue Skies, Inc

PRESENTATION TIME/DATE: 1:50PM – 2:30PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. To address the point in your proposal that “many Airpark tenants” consider KCLW to have a “high cost of fuel”, what is the market price of fuel in the Tampa Bay market?

CLW Airpark *29c below Average for Non-towered Airports
Adding a self serve option may keep existing tenants from going elsewhere

2. Beyond some of the amenity changes to the terminal lounge and new signage, what is your plan to help capitalize some of the more ambitious projects set forth in the ALP.

Willing to put in self service fuel tank @ his expense
Est 50K + with 5 year lease renewable

3. In the event your chosen manager is unable to sell his interest in the FBO in Alabama and re-locate, what is your alternate management plan?

Closed on Business in Alabama moving to Area
Wife Attending USF

4. Which (3) projects identified in the 2020 ALP would you prioritize?

Taxiway + Parking area widths
Re-Surface
Leverage Golf Course Property

Evaluator: Eric Gandy

Date: 8/22/22

FlyUSA, Inc

PRESENTATION TIME/DATE: 2:40PM – 3:20PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What incremental revenue (fee and revenue sharing) do you project would result from “corporate hangers”, fuel sales and as a result of ALP improvements to attract more turbine-powered aircraft?

Assuming addtl \$200k in costs security/
Replace 10% of 140 Planes w Turbo-Props

2. What are you looking for in a FBO manager?

- Would Approach Barb Cooper if Awarded
- 5 yr + FBO Exp
- *2. Cust Service + Employee Experience
- *1. Safety

3. Recognizing that a significant funding source for any ALP project must be FDOT; Does Fly-USA’s ambitious timetable take into account that the City would have to act as a project sponsor and is constrained by procurement and building processes that are on timetable unfamiliar to the private sector?

Negotiations to agree upon terms / timetables
Intent to take on as much project mgt + procurement as possible.
* Commit Capital to complete ALP as soon as possible.

4. Which three (3) projects identified in the 2020 ALP would you prioritize?

Parking Lot FBO Shade Hangar Replacement. w
Corporate Hangars

Evaluator: Eric Gandy

Date: 8/22/22

Presentation and Ranking Summary

Evaluator Name: PHIL KIRKPATRICK

		Questions/Answers	Notes	RANKING
FIRMS				
1	Clearwater Airpark, Inc	See Worksheet	STATUS QUO	1 2 3 3
2	Clearwater Blue Skies, Inc	See worksheet	RESPONSIVE BUT SOMEWHAT STATUS QUO	1 2 2

Evaluation Signature: 

Date: 8/22/22

PK

Clearwater Airpark, Inc

PRESENTATION TIME/DATE: 1:00PM - 1:40PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What percentage of revenue is derived from helicopter operations?

2021 - 15K gel fuel flight school - 35-40%
 YTD - 64K " - 11% - 310,000 2021 YTD
 375

- Could close flight school on Sundays
- Could limit holiday hours

2. With your understanding of the deferred maintenance issues at the Airpark, what would you prioritize and what would you ask of the City be to facilitate them?

#1 3 - shake hangers

#2 - fence separating KCW from golf course

Fence funded by FDOT @ 80%

\$ 1.5 M FDOT
 \$ 750K City
 \$ 750K Operator
 25 year
 payback on
 revenue

3. Please provide us with your perspective on the Airpark's ability to fund significant capital projects based on your knowledge of the revenues and operating costs. In your view is there an opportunity to increase revenues enough to do so?

① Can be up to 24 hour operation

② Add corporate business - Charter operation - need to comply w/ Part 135

4. Which (3) projects identified in the 2020 ALP would you prioritize?

① Build revenue streams as first priority

willing to operate a charter company.

Evaluator: PHIL KIRKPATRICK

Date: 8/22/22

Clearwater Blue Skies, Inc

PRESENTATION TIME/DATE: 1:50PM – 2:30PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. To address the point in your proposal that “many Airpark tenants” consider KCLW to have a “high cost of fuel”, what is the market price of fuel in the Tampa Bay market?

- price is okay vs. airports of similar facilities

2. Beyond some of the amenity changes to the terminal lounge and new signage, what is your plan to help capitalize some of the more ambitious projects set forth in the ALP.

- will install self-service fuel service of a 5-year renewable lease.

3. In the event your chosen manager is unable to sell his interest in the FBO in Alabama and re-locate, what is your alternate management plan?

4. Which (3) projects identified in the 2020 ALP would you prioritize?

- Maximize Safety
- Rehab pavement
- The Landings

Evaluator: PHIL KIRKPATRICK *PK*

Date: _____

PK

FlyUSA, Inc

PRESENTATION TIME/DATE: 2:40PM – 3:20PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What incremental revenue (fee and revenue sharing) do you project would result from "corporate hangers", fuel sales and as a result of ALP improvements to attract more turbine-powered aircraft?

See PowerPoint presentation

2. What are you looking for in a FBO manager?

see PowerPoint presentation

3. Recognizing that a significant funding source for any ALP project must be FDOT; Does Fly-USA's ambitious timetable take into account that the City would have to act as a project sponsor and is constrained by procurement and building processes that are on timetable unfamiliar to the private sector?

- See PowerPoint presentation

4. Which three (3) projects identified in the 2020 ALP would you prioritize?

See PowerPoint presentation

Evaluator: PHIL KIRKPATRICK *PK*

Date: 8/22/22

Presentation and Ranking Summary

Evaluator Name: MICHAEL S. MACDONALD

		Questions/Answers	Notes	RANKING
FIRMS				
1	Clearwater Airpark, Inc			2
2	Clearwater Blue Skies, Inc			3

Evaluation Signature: 

Date: 8/22/22

Clearwater Airpark, Inc

PRESENTATION TIME/DATE: 1:00PM - 1:40PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What percentage of revenue is derived from helicopter operations?

69,000 fuel - 21

64,000 fuel - 22

30-35% of all fuel is due to flight school

Very little complaints from citizens on noise - 1 person

10% from helicopters

close flight schools Sunday

limit on holidays - restrict night time
restrict flight hours in pattern

2. With your understanding of the deferred maintenance issues at the Airpark, what would you prioritize and what would you ask of the City be to facilitate them?

identified the problem - West side fence - what direction they want to go.

T-hanger Row J. - Corporate Hangars -

Fence over grown - needs replacement. - Airpark budget.

3. Please provide us with your perspective on the Airpark's ability to fund significant capital projects based on your knowledge of the revenues and operating costs. In your view is there an opportunity to increase revenues enough to do so?

Potential for revenue growth - 24 hour operation, bring in commercial traffic.

- charter operations -

4. Which (3) projects identified in the 2020 ALP would you prioritize?

Corporate Hangars

T-Hangars

Terminal?

Evaluator: Myra [Signature]

Date: 8/22/22

mm

Clearwater Blue Skies, Inc

PRESENTATION TIME/DATE: 1:50PM – 2:30PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. To address the point in your proposal that “many Airpark tenants” consider KCLW to have a “high cost of fuel”, what is the market price of fuel in the Tampa Bay market?

asked and answered

2. Beyond some of the amenity changes to the terminal lounge and new signage, what is your plan to help capitalize some of the more ambitious projects set forth in the ALP.

invest in self service fuel tank

3. In the event your chosen manager is unable to sell his interest in the FBO in Alabama and re-locate, what is your alternate management plan?

There is not a plan. Ape is moving here regardless

4. Which (3) projects identified in the 2020 ALP would you prioritize?

T - Hangars

Evaluator: MJ Anderson

Date: 8/22/22

FlyUSA, Inc

PRESENTATION TIME/DATE: 2:40PM – 3:20PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What incremental revenue (fee and revenue sharing) do you project would result from “corporate hangers”, fuel sales and as a result of ALP improvements to attract more turbine-powered aircraft?

Answered

2. What are you looking for in a FBO manager?

Answered

3. Recognizing that a significant funding source for any ALP project must be FDOT; Does Fly-USA’s ambitious timetable take into account that the City would have to act as a project sponsor and is constrained by procurement and building processes that are on timetable unfamiliar to the private sector?

Answered

4. Which three (3) projects identified in the 2020 ALP would you prioritize?

Terminal
parking
shuttle hangers

Evaluator: MSurber

Date: 8/22/22

Presentation and Ranking Summary

Evaluator Name: Deun Sanderson

FIRMS		Questions/Answers	Notes	RANKING
1	Clearwater Airpark, Inc	see presentation Q+A	<ul style="list-style-type: none"> - Appreciate to Mr. King's vast knowledge/experience w/airpark - learned about current operations - does represent the status quo. - highlighted highlighted current rules/reg's/constraints - seems to understand + has managed well the neighborhood concerns 	2
2	Clearwater Blue Skies, Inc	<p>"hang out" = revenue? - yes</p> <p>- Hangar alternatives (pg 9) does not include FDOT #.</p>	<ul style="list-style-type: none"> - Risk of relationships in neighborhoods. - Status quo w/ limited improvements. 	3

Evaluation Signature: Deun Sanderson

Date: 8/22/22

<p>3 FlyUSA Inc</p>	<p>very light jets requiring only 2500 ft (+ passengers) + turbo props; landings is not envisioned necessary for this project.</p>	<p>- Ambitions, bold vision. FBO Manager - Culture; engagement w/ the community.</p>	<p>1</p>
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Evaluation Signature:

Ausey Gardner

Date:

8/22/22

Clearwater Airpark, Inc

PRESENTATION TIME/DATE: 1:00PM - 1:40PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What percentage of revenue is derived from helicopter operations?

*69K Gals fuel; flight school is 35.40% of total fuel. Helicopter is 10.11% of airpark's fuel.

Currently, only one person is a regular complainant. Propose for school: Closed on Sunday, limit holidays

2. With your understanding of the deferred maintenance issues at the Airpark, what would you prioritize and what would you ask of the City to facilitate them?

Fence maintenance can get 3-5 yrs. Can be done by FBO.

3 Shade Hangars (\$3M to replace all)

Fence separating airpark from golf course - overgrown; needs to be replaced. ~~to be done by FBO~~ Need to amend ALP.

6 FDOT has been open to moving \$ around w/in ALP. Revenues for shade hangars does not provide suitable ROI for replacement of shade hangars

3. Please provide us with your perspective on the Airpark's ability to fund significant capital projects based on your knowledge of the revenues and operating costs. In your view is there an opportunity to increase revenues enough to do so?

Light jets is charter work very light jets is typically for S-B passengers

1.- 3 Shade Hangars → 21 yrs to receive repayment

2.- would need to operate 24 hrs. via revenue - Significant issues bringing in Light jets Part 91 vs 135 Charter - private pilot

3. Instrument landings at Clw Airpark require intercept at PIE.

4. Which (3) projects identified in the 2020 ALP would you prioritize?

- Corp. Hangar, 2 rows of T. Hangars

- Dave - opened a charter company; ~~is~~ would give revenue to city.

Evaluator: Aelise Sanderson

Date: 8/22/22

Clearwater Blue Skies, Inc

PRESENTATION TIME/DATE: 1:50PM – 2:30PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

- see attachment/handout

1. To address the point in your proposal that "many Airpark tenants" consider KCLW to have a "high cost of fuel", what is the market price of fuel in the Tampa Bay market?

*- see attachment
- desires to add self-serve option*

2. Beyond some of the amenity changes to the terminal lounge and new signage, what is your plan to help capitalize some of the more ambitious projects set forth in the ALP.

- see attachment

3. In the event your chosen manager is unable to sell his interest in the FBO in Alabama and re-locate, what is your alternate management plan?

Already in process of moving.

4. Which (3) projects identified in the 2020 ALP would you prioritize?

*- see attachment, page 8.
- calculations do not reflect FDOT grant & why has city not pursued FAA funding b/c FAA would then be able to control hrs of operation, etc*

Evaluator: *Stacy S. Sanderson*

Date: *8/22/22*

AS

See attachment.

FlyUSA, Inc

PRESENTATION TIME/DATE: 2:40PM – 3:20PM, Monday, August 22, 2022

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

1. What incremental revenue (fee and revenue sharing) do you project would result from “corporate hangers”, fuel sales and as a result of ALP improvements to attract more turbine-powered aircraft?

- see attached

2. What are you looking for in a FBO manager?

- see attachment

3. Recognizing that a significant funding source for any ALP project must be FDOT; Does Fly-USA’s ambitious timetable take into account that the City would have to act as a project sponsor and is constrained by procurement and building processes that are on timetable unfamiliar to the private sector?

- see attached.

4. Which three (3) projects identified in the 2020 ALP would you prioritize?

- see attached

Evaluator:

Deuse Sanderson

Date:

8/22/22