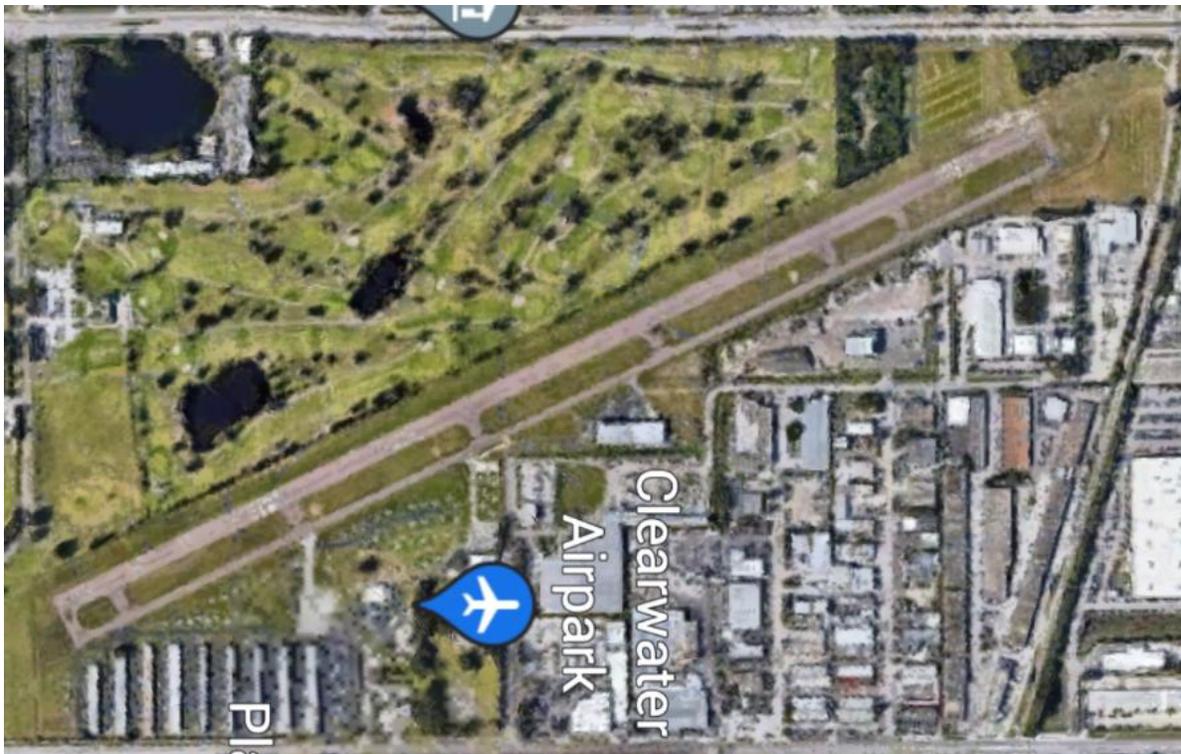


# Proposal For Fixed Base Operator Services – Clearwater Airpark

RFP #: RFP 38-22

Bidder: Clearwater Airpark, Inc.



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TAB 1: Letter of Transmittal:

Clearwater Airpark, Inc.  
1000 N. Hercules Ave  
Clearwater, FL 33765  
727-443-3433



To: Lori Vogel, CPPB

RE: Proposal for City of Clearwater/Airport Management Proposal

Dear Ms. Vogel,

Pursuant to your request, we are pleased to present this proposal for the operation and management of the Clearwater Airpark, its FBO, and all services related to operation of the airpark in Clearwater, Florida. The following document provides our recommendations and presentation for the operation of the Airpark and FBO, with careful consideration to the City's interests and goals to make the airpark safe, secured and as self-sustaining as possible.

An airport or airpark in any city or town is a critical element to enabling a vibrant and healthy community because of the ease of transportation that having such a facility provides.

We are certain that Clearwater Airpark, Inc. is highly qualified to meet the goals of the City and the community at large as we have been the operator of this actual Airpark for many years. Our aim is to strike a balance between the users of the airpark and the general community as well as the objectives of the City. Of course, our number one objective is safety and this proposal keeps this at the forefront of all requirements.

It is our intent to continue the excellent relationship with the City of Clearwater that we have enjoyed for the past 22 years while operating Clearwater Airpark. We believe our qualifications and experience and the ability to perform the scope of work are well-known by the upper management of the City of Clearwater.

We have developed this relationship during the past 22 years interacting with City Management, City Commission and numerous City employees. Our personal qualifications will be expanded upon in Tab 2a.

We look forward to presenting a more detailed plan to the City at your earliest convenience. In the meantime, should you have any questions or need further information, please do not hesitate to contact the undersigned.

Yours truly,

David W King  
2270 Citrus Ct.  
Clearwater FL 33763  
727-919-1580

Barbara Cooper  
2263 Lake Arbor Blvd.  
Clearwater FL 33763  
727-858-5747

TAB 2: Demonstrated Experience of Company and Project Personnel

Tab 2a: Qualifications are listed herein. Financial qualifications are that in 22 years, Clearwater Airpark, Inc. has never missed a payment to the City of Clearwater nor has it defaulted on any financial obligations whatsoever. Additional financial information may be provided upon request.

Tab 2b: Project Managers are as follows:

- David W King: President
- Barbara Cooper: Vice-President, Chief Operating Officer
- Luis Freay: Head Lineman and Safety Coordinator
- Vern Carmack: Head of Airpark Maintenance

Tab 2c: Each of the above team members has been performing their current duties for many years, as noted. Further details can be found in the qualifications below.



As mentioned in our letter of Transmittal, we have been handling the day-to-day operations of Clearwater Airpark in its entirety for the past 22 years. Our success over the years has demonstrated that we have the knowledge and experience and are not only qualified but adept at operating a Community Airpark always putting Community safety first and profits second.

Additionally, during our tenure, we have had to deal with numerous nationwide emergencies, such as 9/11 in 2001, the recession of 2007-2009, and most recently the Covid 19 pandemic. During those times we have been flexible enough to make the necessary changes to allow our company to be financially stable while **never being late in a payment to the City** since the first day of our arrival in January 2000.

Our Fuel Line Staff is well trained, experienced, friendly, and customer service oriented and most of them have been with us for many years. In all, we have a combined experience of nearly 60 years. Some of these key personnel include:

- David King, the President has been operating Clearwater Airpark for 22 years
- Barbara Cooper has been at the Airpark as the FBO Manager going on 19 years
- Luis Freay, our head fuel Lineman, has been at the Airpark for over 14 years and
- Vern Carmack, a Lineman and head of Airpark Grounds Maintenance has been here for 4 years.



These employees have been critical to our success as a company and to the City of Clearwater when emergencies have occurred. In an emergency, our procedures and training have made a difference and have assured the highest degree of safety.

CLEARWATER AIRPARK, INC.  
1000 N. Hercules Avenue  
Clearwater, FL 33765  
727-443-3433  
r44dave@mac.com



David W. King  
2270 Citrus Ct.  
Clearwater, FL 33763  
Phone: 727-919-1580  
Email: [r44Dave@mac.com](mailto:r44Dave@mac.com)

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### **David King Curriculum Vitae/Qualifications:**

- I currently hold several aviation licenses:
- a Commercial Multi-engine Instrument Airplane rating
- a Commercial Instrument Helicopter rating and
- and a Seaplane rating with over 5,000 total hours.

I have also taken and passed both ATP written exams. Before coming to Clearwater Airpark (KCLW), I was VP and Chief Operating Officer of Consolidated Marketing Group, a company that co-founded and built from the ground up with my partner Michael Foster. The two of us began in July of 1988 and by 1999, just 11 years later, the company had grown to over 2000 full-time agents, generating over \$30-million in gross sales and operating in 41 states. At that time, we sold it to Conesco, a Fortune 500 company.

Soon thereafter, I received my pilot license and found KCLW a few months later. I met will Bill Morris, director of Marine and Aviation at the City of Clearwater and was excited about the Master Plan and the opportunity to work with the City of Clearwater and build another business. At that time the Airpark was partially supported by tax revenue from the city, but within a few years we succeeded in stabilizing the business operations and we were successful in transitioning it to a freestanding, self-supporting enterprise fund. This enabled us, in conjunction with the City of Clearwater to remove the liability and financial responsibility from the City. This led to Clearwater Airpark becoming *Florida's Airport Of The Year* in 2014 bringing great pride to us all. Soon after I moved to Clearwater to be closer to the Airpark and to continue building on the success of prior years.

I believe I have not only demonstrated my ability to handle every requirement of the City to operate the Airpark, but have exceeded them.

I am very proud of what we have accomplished together not only with the City, but with the neighbors and especially with my relationship with *The Arc, Tampa Bay Foundation*. In working together, we have become one of their largest fundraising partners, raising nearly \$1,000,000 in the past 6 years to help support the intellectually disabled within our community.

I hope to continue operating Clearwater Airpark as I believe that there is still more to accomplish.

Barbara Cooper  
2263 Lake Arbor Blvd  
Clearwater, FL 33763  
Email: bcflyher@gmail.com  
Phone: 727-858-5747



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## **Barbara Cooper Curriculum Vitae and Qualifications**

**Qualifications:** A full understanding of aviation, including functions of operating an airport including accounting, business management, leadership, delegation, scheduling, customer relations, etc.

### Aviation qualifications:

- ATP-rated pilot
- with a Multi-Engine Instructor rating with
- over 3,000 flight hours.

Management Qualifications: FBO Manager at Clearwater Airpark, Inc. for the past 19 years. Manage every aspect of the day-to-day operations of the Airport including hiring and managing staff, payroll, ordering fuel, accounts payables and accounts receivables, and many more functions. Deals directly with all visiting FBO customers to assist them in parking, fuel requests and often arranging for their rental cars. Liaises directly with our Airpark tenants handling their questions or concerns.

Past pertinent experience: Worked together with past and present City Management and been involved with the projects and capital improvements. Developed professional relationships with members of the FAA, the TSA, Homeland Security, Clearwater Police, the Clearwater Fire Dept, Tampa Tower, and St Pete Tower Personnel. Coordinated requests from neighboring citizens, hearing concerns and addressing them in an expeditious manner.

Safety, Security and Customer Service are top priorities.

HISTORICAL FINANCIAL RESULTS OF GROWTH DURING 21 YEARS OF OPERATION

Rent Payment to City 2000 - 2021

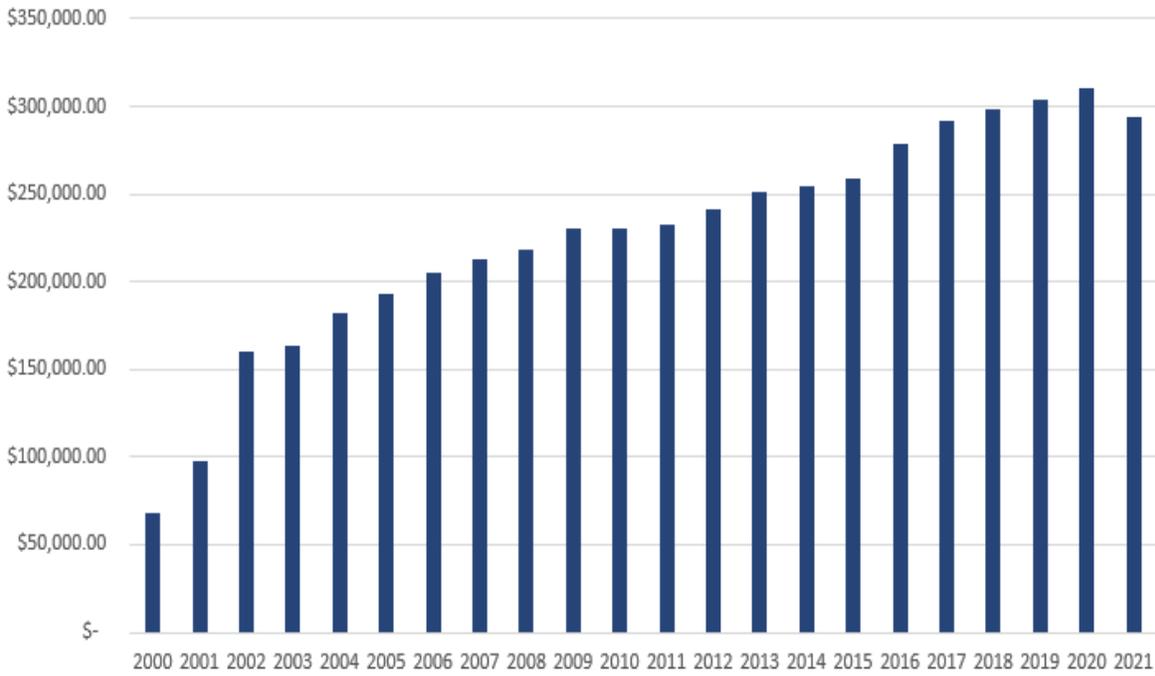


Figure 1: 2021 rent reduction due to hangar demo and rebuild.

Fuel Flowage Payments To City

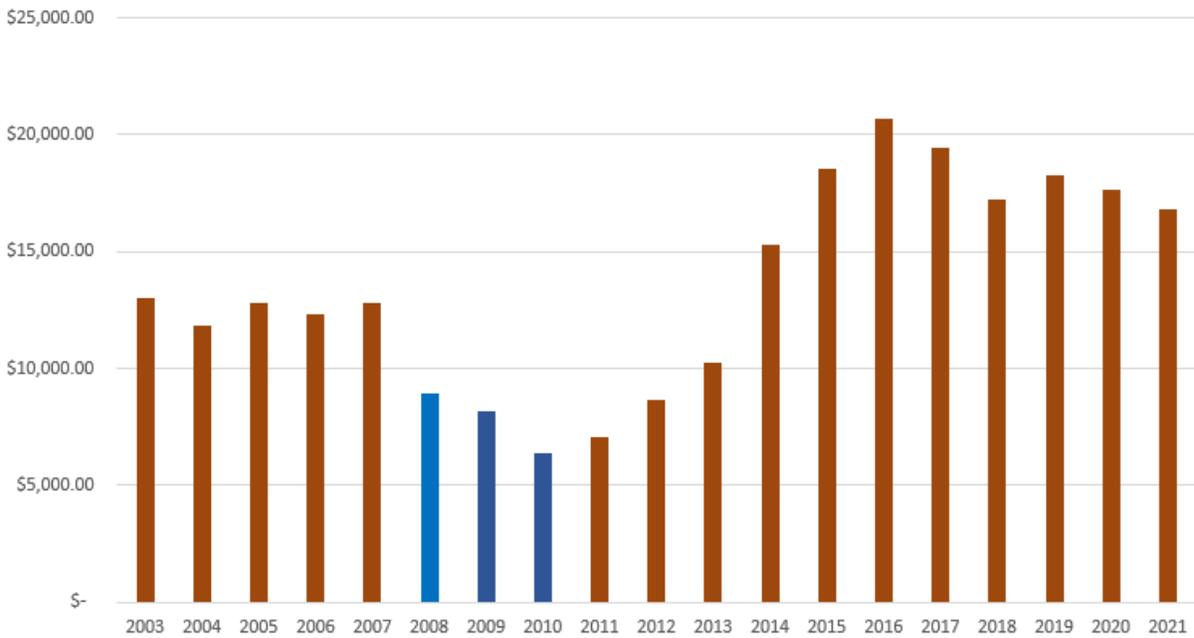
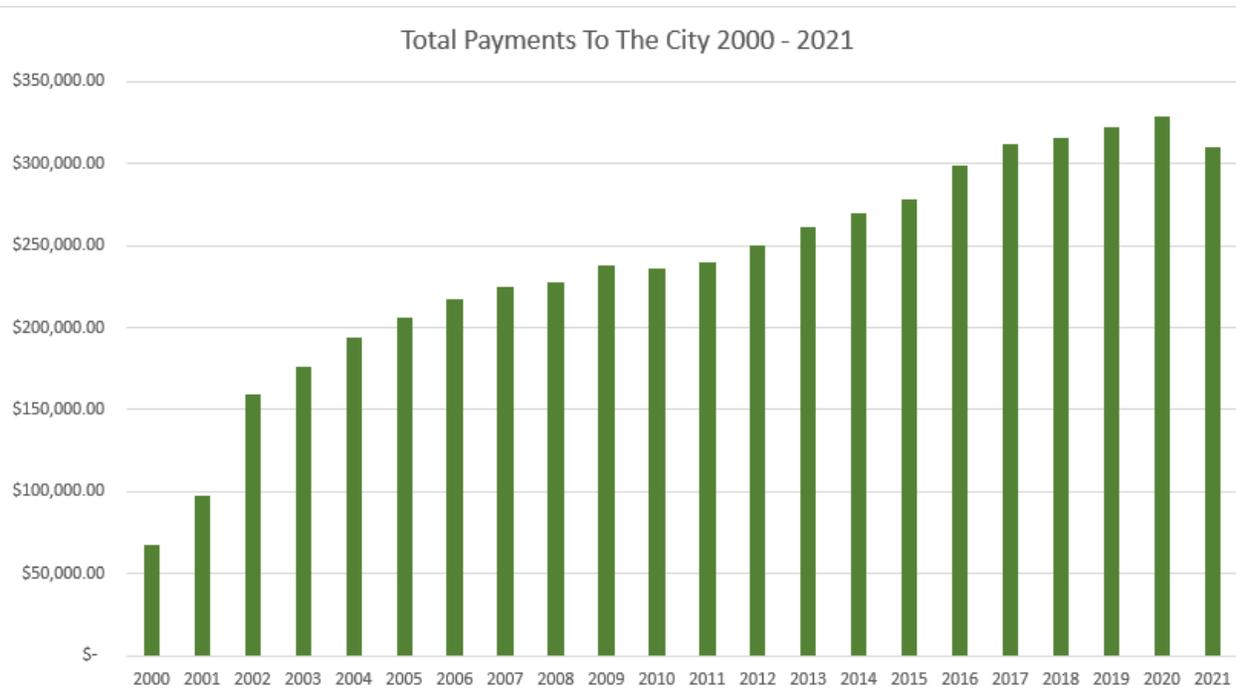


Figure 2: Reflects economic downturn from 2008-2011



Total Compensation paid to City by Clearwater Airpark, Inc. during its tenure from 2000 through 2021 totaled **\$5,232,774.**

## TAB 3: Project Methodology, Operation and Integration Plan

### **Executive Summary:**

In order to fully understand the circumstances for a requirement to operate Clearwater Airpark, it is important to understand some of the pertinent history and Airpark restrictions.

We offer a narrative for purposes of education so that City personnel can better evaluate this, and other applications for this RFP. Therefore, Tabs 3a, 3b, 3c and 3d are integrated within this narrative.

Based on 22 years of operating experience, we have discovered that there are some limitations of increasing revenues at KCLW. If the City decides, we would be more than happy to discuss this in person. Below are high-level descriptions of issues that concern the operation Clearwater Airpark:

1. We have operated a delicate balance between Airpark profits, safety and neighborhood happiness. When we came to KCLW in 2000, we had 30-40 residents attending City meetings complaining about the Airpark as well as numerous complaint calls daily. At present, we only have 1 or 2 residents who call at all. Increasing any type of traffic at the Airpark could potentially increase the number of complaints from the neighbors.
2. No Instrument Approach. An instrument approach is extremely important for a viable and vibrant aviation community. In fact, an "Approach" offers pilots a way to navigate to an airport, even in poor visibility or inclement weather. In addition, it provides an extra level of safety for pilots and the surrounding community because airplanes have another option for landing. Unfortunately, the City made the decision to relinquish the approach in 2002. The lack of an instrument approach severely limits the number of business aircraft that can use the Airpark. Because it provides a much higher level of safety almost all commercial flight operators are required in their Operation Specifications to only use Airports with instrument approaches.
3. Limited runway length – We have 4,108 feet of takeoff distance but for landing, the displaced thresholds significantly reduce the length of the runway. This prohibits many aircraft such as corporate jets, from being able to land at KCLW due to their performance specifications and insurance requirements.
4. Limited parking/ramp space for transient aircraft. This leads to a loss of potential fuel sales and ramp revenue.
5. Limited hours of operation – It is common for business jet traffic to depart early in the morning or land late in the evening. The City Ordinance allows for no takeoffs or landings before 7am or after 11pm.

It is because of the above issues, among a few others, that increased revenues come at an increased cost. Despite these issues, we have continued to maintain a safe and reliable environment for all involved.

Our approach has been simple, to implement the Clearwater Airpark SAFETY plan which is:

- S:** Symbiotic Neighbor Relations
- A:** Amazing Customer Service
- F:** Flight Safety
- E:** Efficiency
- T:** Teamwork
- Y:** Youth Involvement

We currently have at the Airpark a complete FAA Approved Part 141 Flight School offering initial training through multi-engine certification and flight instructor training. We have the largest fleet of rental aircraft in the Tampa Bay area. We also have a full-service aircraft maintenance department handling both fixed-wing and helicopters. **Each has a full drug testing program in place.** We have 2 companies offering tours of the city and the beautiful beaches of Clearwater. We also have a PSI Testing Center which provides FAA Pilot testing as well as testing for many other companies such as USPS, National Health Association, PGA and Paralegal testing to name just a few.

While considering the City’s desires to increase revenues while still maintaining a happy neighborhood community, here are our thoughts on the additional services that may be included but are not required. These are status-quo descriptions (the “**Status-Quo Plan**”):

- a. Aircraft Sales – Limited revenue to the FBO/City
- b. Flight Instruction – the Flight School, in our opinion, is not “optional” as it plays an important role in training pilots for the commercial aviation industry which currently is experiencing a tremendous pilot shortage. Additionally, it generates over 40% of the airpark revenues.
- c. Flying Clubs – a lot more takeoffs and landings as well as increased safety concerns with very little increase in revenue.
- d. Aerial surveying – Most of this work is now being done with drones with GPS capability or Google Earth. We have not been successful in attracting this type of business.
- e. Sightseeing – We currently have 2 companies doing this.
- f. Air Freight – minimal opportunities – most are large, heavy aircraft requiring longer runways and most fly through the night.
- g. Air Taxi – Minimal opportunities
- h. Charter Operations – There is a thriving charter business currently but, unfortunately it is mostly operated out of Tampa or St. Petersburg-Clearwater Airport due to our limited hours, lack of instrument approach and short runway.
- i. Aircraft Rental – We have the largest fleet in Tampa Bay area and it is extremely busy and profitable.

Next, described below are new Services with great potential vs City and Neighbor tolerance (**the “Future Plan”**), these are the proposed steps for this augmented plan:

- 1. Open a dialogue with the FAA and begin procuring grants for improvements. In addition to FDOT funding, the benefits are almost unlimited on their financial participation towards the ALP and would probably reach 100% which would not require matching funds from any other source. However, this would require the Airpark to be open 24 hours.
- 2. Open a dialogue with the Sheriff’s Department and Bay Flight on housing their operations at the Airpark. New hangars could be constructed just to the north of Corporate Hangar #2 and would be a perfect spot for them to operate out of the Airpark with minimal disruption to normal operations. The potential revenue due to fuel sales could be substantial. The only downside would be a 24-hour operation requirement.
- 3. An Air Ambulance company would also fit this profile of services but would also require 24-hour operations.
- 4. Discuss with the FAA and FDOT the possibilities of reinstating the GPS Approach with limited or specific guidelines. This will open the ability to market the Airpark to a larger segment of corporate aviation and/or commercial air traffic customers. This should result in a significant increase in revenues from fuel sales and overnight parking fees.
- 5. Recommended Helicopter Operational Changes:
  - a. To minimize helicopter traffic pattern usage around KCLW (Clearwater Airpark) helicopters are required to not make multiple traffic patterns and landings at Clearwater



Figure 3: Sheriff’s Dept. and Bay Flight Hangar and Ramp (suggested location)

Airpark except subject to the exceptions herein. All traffic pattern work shall be conducted at satellite airports (i.e. KPIE, X05, etc.)

- b. Pattern work conducted at KCLW must only be in the interest of Pre-stage check training.
  - i. If training is conducted at KCLW for these reasons, no more than 3 consecutive patterns are allowed.
  - ii. Only 1 instruction helicopter is permitted in the KCLW traffic pattern at a time.
  - iii. No helicopter pattern work after 8 pm except as necessary for night currency or required night training.
- c. All helicopter operations on the following holidays shall be limited as stated:
  - i. New Year's Day- after 9 am only
  - ii. Martin Luther King Jr Day- after 9 am only
  - iii. Easter- afternoon only
  - iv. Memorial Day- after 9 am only
  - v. 4<sup>th</sup> of July- after 9 am only
  - vi. Labor Day- after 9 am only
  - vii. Veteran's Day- after 9 am only
  - viii. Thanksgiving Day- **no helicopter operations**
  - ix. Christmas Day- **no helicopter operations**
- d. No helicopter operations prior to 9 am on Sundays.
- e. All helicopter tour operations shall depart directly to the West and return directly from the West over the golf course, traffic pattern, safety permitting.
- f. Additional training will be provided for all pilots involved in new pattern procedures in order to promote additional safety.

Further Information and supporting documentation regarding the sales and marketing (and advertising) material:

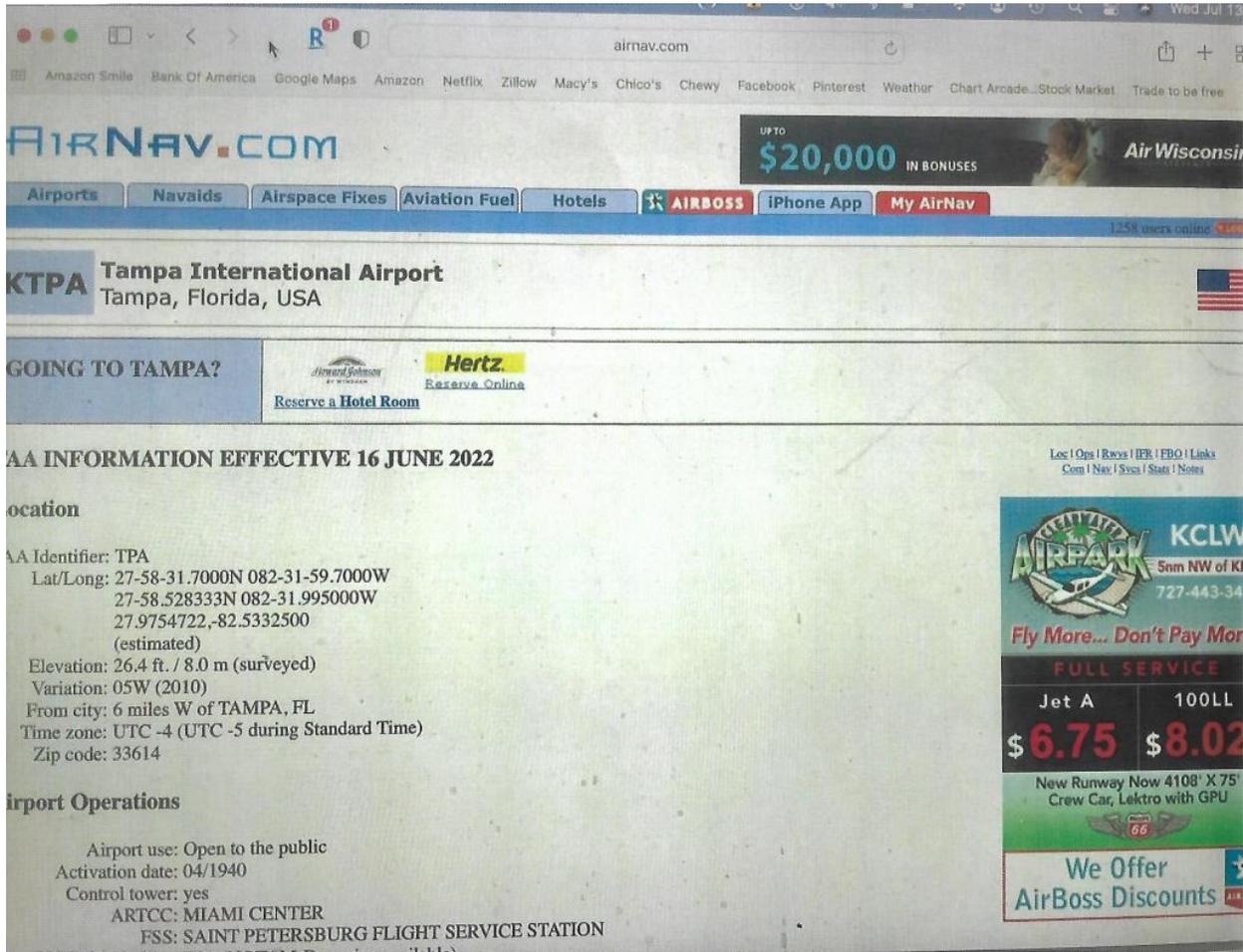


Figure 4: Screenshot of Advertisement on AirNav.com. We have found this to be our best advertising option. Same advertisement running on Tampa Int'l Air-Nav, St.Petersburg Int'l Air-Nav, and Albert Whitted Airport.



Figure 5: KCLW current fuel prices. KPIE is over \$10 per gallon.

## TAB 4: References

Following are reference letters from interested parties of Clearwater Airpark, Inc.

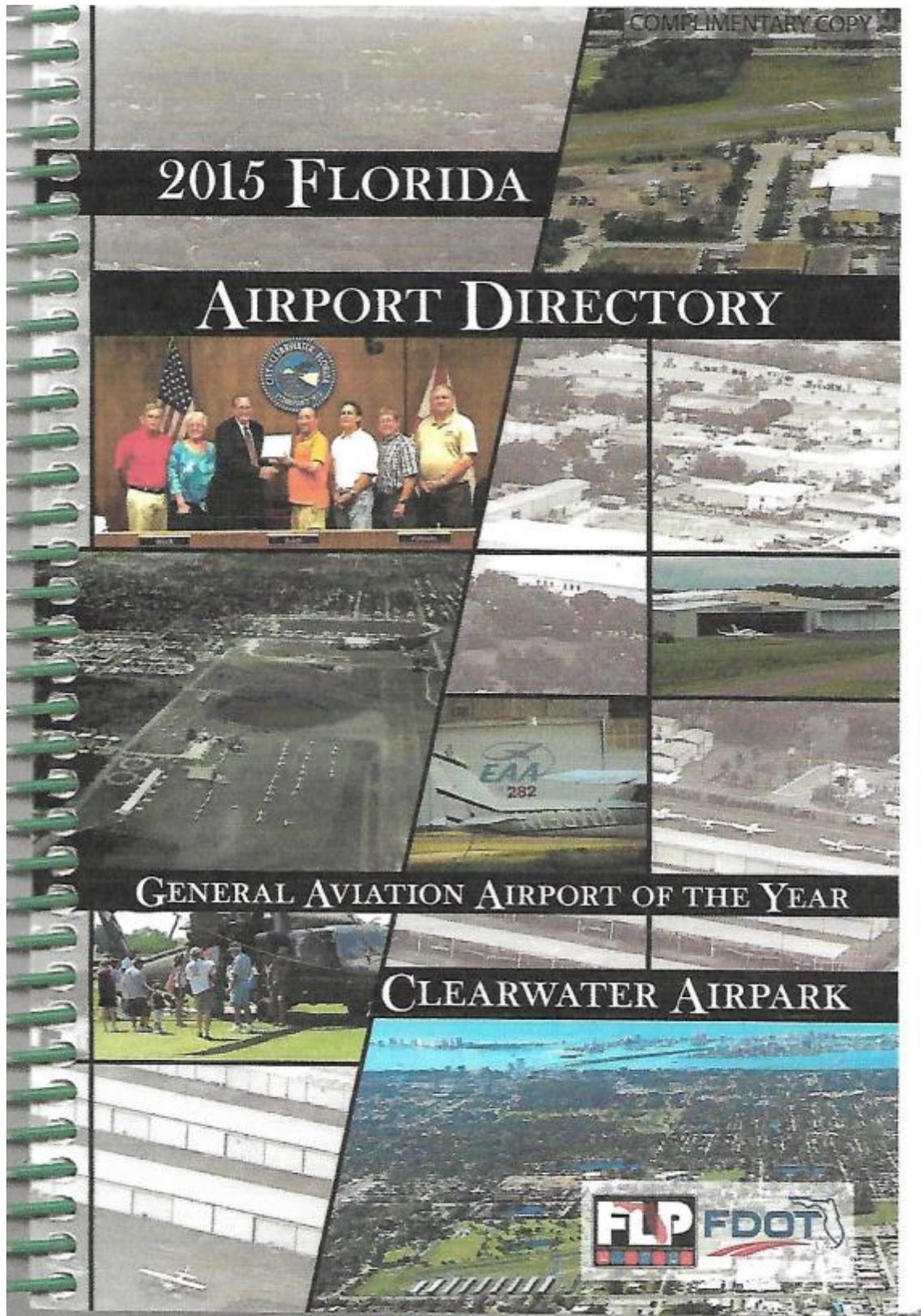


Figure 6: Clearwater Airpark- Airport of the Year 2015



*Achieve with us.*

July 6, 2022

Dear David,

On behalf of our friends with special needs at The Arc Tampa Bay, thank you for being our partner in success since 2016 through your support of our Wings, Wheels & Wine fundraiser.

In the past seven years, Wings, Wheels & Wine has become a landmark event for The Arc and Clearwater Airpark's management and staff have been essential to this success. The partnership between The Arc Tampa Bay Foundation and the Airpark has raised nearly \$1 million to support people with intellectual and developmental disabilities in our community. Without you welcoming our staff and volunteers into this unique and charming space in the heart of Clearwater, none of this would have been possible.

Thank you, again, for your ongoing support of The Arc Tampa Bay and our critical mission.

With gratitude,

A handwritten signature in black ink that reads 'Madison Hauenstein'.

Madison Orr Hauenstein  
Executive Director

**Founder**

William E. Hale, M.D.

**Board of Trustees**

**President**

Ricky Bouchard

**President-Elect**

John Greene

**V. Pres. & Secretary**

Mary Lynne Hawkins

**Treasurer**

Jillian Orr

**Past President**

Kim Kurey

**Emeritus**

Jerry Figurski

**Trustees**

Shaun Beasley

Sara Berger

Allison Bouchard

Dawn Cooper

Lauren Goldman

Phil Guinand

Steve Heller

Jamie Prince

Richard Schomp

Greg Stock

**Executive Director**

Madison Orr Hauenstein

*For people with intellectual and developmental disabilities.*

1501 N. Belcher Rd., Ste. 244 • Clearwater, FL 33765  
727.797.8712 • [www.thearctbfoundation.org](http://www.thearctbfoundation.org)

19:39



**Reference for Clearwater Airpark, Inc.**

The purpose of this letter is to share some very important information about Clearwater Airpark, Inc. when considering the FBO in this RFP.

A brief introduction of myself and my company and our association with David King and Barbara Cooper is in order.

Since September 1998, I have been in Aviation Fuel Sales and Management covering Florida, the Southeast, and the Midwest United States. In my career and have visited about 1,000 airports and FBOs and even more FBOs, the great majority of which are solely General Aviation. Since 2002 my company, World Fuel Services dba Ascent Aviation Group, formerly The Hiller Group, has provided Chevron and Phillips 66 branded fuel and support programs to Clearwater Airpark, Inc. We know them!

As fuel supplier, our role is to bring to fruition all the programs that assist the FBO customer sell more fuel and make sure it is done safely. As a Phillips 66 branded location, Clearwater Airpark, Inc. utilizes the highest level of training available to them in the form of NATA Safety 1<sup>st</sup> and Phillips 66 proprietary website trustedfuel.com. It is through these training programs, policies, and procedures, but most importantly the commitment by David King and Barbara Cooper to fully adopt the highest standards to make sure that the fuel that is received at the Air Park and delivered into aircraft is on specification 100% of the time.

Evidence of this is in the bi-annual inspections that are completed by Phillips 66 (third-party, unbiased) inspectors. In the two inspections completed since 2018, Clearwater Airpark, Inc. has had **PERFECT Quality Control Inspections**. I cannot fully explain how difficult this is as the inspectors are supposed to find deficiencies. Among 500 branded FBOs, perfect inspections are so very rare and they did it back to back. To be in the same company with FBOs having the best quality control teams in the country is an outstanding achievement. I wish I had 150 customers in my territory that had the same commitment as Clearwater Airpark, Inc. does.

Not only does this result in flight safety it should afford the city of Clearwater considerable peace of mind knowing that this FBO takes care and custody of the fuel from the airport and into the wingtip. Phillips 66 also provides additional peace of mind in the form of \$50,000,000 of excess liability coverage above what the FBO carries. This covers operations related to fuel.

Best regards,

Michael Miller

**Michael Miller**  
Sales Executive  
Business & General Aviation

**World Fuel Services, Inc**  
(Including Ascent Aviation Group and World Fuel Services Canada)

# TAMPA BAY AVIATION

Charters – Fixed Wing & Helicopter Flight Training – Maintenance – Management



I am a helicopter airline transport pilot who has spent his entire adult life employed in the aviation industry from flight instructing and conducting offshore oil rig flights to operating flight schools, aviation maintenance facilities and a part 135 charter operation.

This reference is in relation to my experience as President of Tampa Bay Aviation Inc. with Clearwater Airpark, Dave King, and Barbara Cooper. Clearwater Airpark has provided Tampa Bay Aviation fuel services, aircraft parking, rental space for our administrative offices, flight training offices and maintenance at different times since March 2012 to the present.

As President of Tampa Bay Aviation, I have worked with Clearwater Airpark, Dave King and Barb Cooper since March 2012 in this capacity. During that time, I have had a very professional experience in my dealings with them.

Both Barb and Dave are always attentive and quickly responsive to any questions or requests that we have. The Airpark is always well taken care of and safety of operations is their top concern.

I always know that I can reach out to Dave with any longer-term concerns or policy discussions. He always answers my calls or texts when I have questions or any concerns. Further, he does not hesitate to contact me with any concerns about our operations and its impact on the airport, our neighbors or the community at large. Dave's guidance has been critical in attempting to craft solutions, which we continue to improve, for our operations to limit the impact on the surrounding neighborhoods as much as possible.

Additionally, Barbara (we all call her Barb), is essentially an institution here at the Airpark. There is nothing that she does not know about the airport, its history and operations. She seems to almost always be present here at the airport and often comes in on her time off to address any issues, meet any important arriving customers or coordinate any special event.

Both Barb and Dave have a unique ability to operate the Airpark and work with its diverse group of tenants having operated other businesses previously and as very experienced former commercial pilots themselves. The number of issues that arise in the operation of an Airpark such as this vary from the mundane, such as where to park a particularly unique transient aircraft, to the complex, such as coordinating a visit from the Coast Guard's huge Jayhawk helicopter and allowing for the crowd who came to see it and learn about employment with the Coast Guard. They both appreciate the issues that arise from both a business and an aviator's perspective.

It has been a pleasure to work with them for the past 10 years and I hope to continue to do so in the future.

You may reach me at:

727-798-5554 (mobile)

Zack@tampabayaviation.com

1000 N. HERCULES AVE  
CLEARWATER, FLORIDA  
33765



6-28-2022

City Council members,

*As the longest running individual past and present to serve Clearwater Executive Airpark, almost 20 years as an employee and for the last 12 years as an employer totaling 32 years serving Clearwater Airpark. I, Jeff Bender along with my VP/ Office manager and wife Mary Kay Bender together own Bender Aviation Services Inc. our retail maintenance facility based at Clearwater Airpark.*

*I personally have had the privilege to know and work with Barbra for more than 15 years and David for 21 years. They are both incredible people in their own ways, both having a great business sense along with Barbara's thorough attention to detail. Both Dave and Barbra are accomplished pilots with a solid and in-depth understanding of pilot and airport FAA rules and regulations. Both have been instrumental in the continued growth of Clearwater Airpark and I believe they have the proven airport management experience, passion, drive and a solid understanding of Aviation to guide Clearwater Airpark in the right direction to fulfill the visions for the future for Clearwater Airpark.*

Respectfully,

  
Jeffrey R. Bender

  
Mary Kay Bender

### **In-Kind Services over the years:**

FDOT requested an area on the north end of the Airpark cleared out – the City of Clearwater obtained a quote for \$25,000-\$30,000. David King volunteered his \$100,000 farm equipment (a skid steer) driving ten hours down and ten hours back, at NO Charge to the City.

We took over the portion of the Grass for which the City was responsible. The City was paying Contractors (who were not getting the job done properly) over \$25,000 per season. FDOT and the City bought a John Deere tractor and we agreed to cut the grass using the tractor at NO Charge to the City. We got the tractor for the 2018 cutting season... So far this adds up to a savings to the City of at least \$125,000.

Aerial Work at NO charge to the City. Over the years David King has donated his helicopter and his time for numerous requests from the City:

Bill Horne - Made many helicopter trips with Bill to assess storm damage or other needs. We probably made 4 or 5 trips overall and these were always done at the courtesy of the Airpark.

Mike Lockwood - Had a project to photograph all the parks and recreation facilities in Clearwater. David King flew around for many weeks and took pictures, and edited and printed them. These photos now hang in the Boardroom of the Parks and Recreation department. This project took over 10 hours of flying and 30 hours of editing and printing. This request was also done at the Courtesy of the Airpark.

Gordon Wills – Asked for a favor for the City’s Advertising department. The City needed updated photos of many areas within the City. David King flew him in his personal helicopter both shot photos in an afternoon. Many of these photos are now being used by the City for its advertising needs. Again no-charge

These just outline a few of the things I have done at the request of the City. I have never looked at our relationship as tenant vs the City but a partnership to work together to do my small part to help. Both Barbara and myself have moved to Clearwater and call it our home.

**Charitable Work:** To name a few...

Arc Tampa Bay – *Wings, Wheels and Wine*. Annual event that has raised nearly \$1-million for intellectually challenged citizens of Pinellas County.

Young Eagles Rally – Use of the facility and discounted fuel to the pilots who offer free flights to young people

Many field trips for a lot of the local schools including the School for the Blind

Sponsor for Civil Air Patrol

Clearwater Free Clinic – donated helicopter and time for golf ball drops for Charity

Boys & Girls Club of the Suncoast - donated helicopter and time for golf ball drops for Charity

JAARS Mission at the Airpark – Donated the use of our facility for a weekend fundraiser for many years in a row

Charity Works Cup Challenge – Donated helicopter and time for golf ball drop

**Working With Law Enforcement**

We have been excellent stewards of the Airpark and have paid close attention to detail. As an example, a few years ago, we noticed unusual activity by one of our customers as he was making many flights to the West Coast and back. We investigated and then contacted FDLE and Homeland Security about a suspected drug smuggling operation. After meeting with them and laying out the information that we had gathered, a trap was set. Not long after that, they were arrested in Tampa when they arrived back from a trip to California. A large quantity of marijuana was seized and 4 people were arrested.

TAB 5: Compensation to City

In order to fully comprehend the situation at the Airpark, it is important to understand that it is not a simple “tenant pays rent” relationship. It is more than that. It must be a partnership between the successful bidder and the City. Further, there are certain deferred maintenance items, which must be addressed in order for any bidder to be accurate with the financial arrangements. For many years, Clearwater Airpark, Inc. has made it known to the City that there are major deferred maintenance items to address, but many have gone unresolved. We feel that it is important for the City to be formally aware of many of these issues, so that it can help in this decision-making process. (See pictures included in this bid for examples of some of the outstanding deferred maintenance issues).

Following are the financial statements for the past several years, which shows that the operation of the Airpark is a **breakeven endeavor** at best and a cost-center at worst. You may note that the largest expenditure item on each of the past 3 years’ income statements is for “Rent” which is the payment to the City of Clearwater. This fact is important to understand because anyone who will operate the Airpark will be affected by this payment amount. Finally, one can see from the income statements below, as the operator of the Airpark, we have made a profit of only approximately \$8,000 over a 3-year period. Please keep in mind that prior to 2000, this Airpark was funded by taxpayer dollars. You can therefore see that this is not a business of “money” but more of a business of “passion.”

**Clearwater Airpark, Inc.  
Income Statement**

**12 Months Ended  
December 31, 2019**

<b>Sales</b>	
Sales	\$ 1,347,578.21
Interest Income	2.26
<b>Total Sales</b>	<u>1,347,580.47</u>
<b>Cost of Goods Sold</b>	
Supplies	20,623.65
Purchases	33,678.84
Fuel	423,741.66
<b>Total Cost of Goods Sold</b>	<u>478,044.15</u>
<b>Gross Profit</b>	<u>869,536.32</u>
<b>Operating Expenses</b>	
Undistributed	5,194.44
Advertising	8,467.10
Auto Expense	2,093.06
Bank Charges	34.00
Collection Costs	22,168.40
Employee Education	171.37
Contributions	250.00
Dues	178.00
Delivery	113.88
Equipment Rent	11,084.93
Fees, Licenses & Permits	481.74
Entertainment	3,555.58
Flowage fees	9,546.40
Office Expense	17,166.49
Insurance	54,973.53
Legal & Accounting	15,940.26
Postage	1,066.70
Periodicals	265.47
Rent	305,238.58
Repairs & Maintenance	22,373.69
Taxes	1,274.91
Taxes-Payroll	14,900.25
Taxes-Property	1,325.28
Sales Tax	45,985.52
Salaries	214,383.35
Telephone	7,892.47
Trash Hauling	2,420.63
Travel	1,312.25
Utilities	91,878.31
Uniforms	1,178.53
<b>Total Operating Expenses</b>	<u>862,915.12</u>
<b>Operating Income (Loss)</b>	<u>6,621.20</u>
<b>Other Income (Expenses)</b>	
<b>Total Other Income (Expenses)</b>	<u>0.00</u>
<b>Net Income (Loss) Before Taxes</b>	<u>6,621.20</u>

**Clearwater Airpark, Inc.**  
**Income Statement**

	<b>12 Months Ended December 31, 2020</b>
<b>Sales</b>	
Sales	\$ 1,278,889.44
Interest Income	5.95
<b>Total Sales</b>	<u>1,278,895.39</u>
<b>Cost of Goods Sold</b>	
Beginning Inventory	22,174.17
Supplies	20,749.00
Purchases	16,513.17
Fuel	374,867.54
Less Ending Inventory	<u>(28,939.43)</u>
<b>Total Cost of Goods Sold</b>	<u>405,364.45</u>
<b>Gross Profit</b>	<u>873,530.94</u>
<b>Operating Expenses</b>	
Advertising	4,478.20
Auto Expense	375.34
Bank Charges	58.00
Collection Costs	23,373.60
Depreciation	2,478.00
Delivery	53.10
Equipment Rent	10,402.92
Fees, Licenses & Permits	455.65
Gifts	129.44
Entertainment	3,682.90
Flowage fees	16,729.70
Office Expense	11,874.50
Insurance	46,054.11
Legal & Accounting	26,772.60
Postage	706.55
Periodicals	296.07
Rent	310,302.24
Repairs & Maintenance	11,868.84
Taxes	1,707.04
Taxes-Payroll	20,030.92
Taxes-Property	1,390.43
Sales Tax	47,084.46
Salaries	255,133.69
Telephone	4,944.80
Trash Hauling	531.91
Travel	445.43
Utilities	84,033.06
Uniforms	<u>840.95</u>
<b>Total Operating Expenses</b>	<u>886,234.45</u>
<b>Operating Income (Loss)</b>	<u>(12,703.51)</u>
<b>Other Income (Expenses)</b>	
<b>Total Other Income (Expenses)</b>	<u>0.00</u>
<b>Net Income (Loss) Before Taxes</b>	<u>(12,703.51)</u>

**Clearwater Airpark, Inc.**  
**Income Statement**

	1 Month Ended December 31, 2021	Percent	12 Months Ended December 31, 2021	Percent
<b>Sales</b>				
Sales	\$ 121,375.67	100.00 %	\$ 1,402,228.35	100.00 %
Interest Income	0.66	0.00	3.50	0.00
<b>Total Sales</b>	<u>121,376.33</u>	<u>100.00</u>	<u>1,402,231.85</u>	<u>100.00</u>
<b>Cost of Goods Sold</b>				
Supplies	1,568.77	1.29	9,255.72	0.66
Purchases	34.36	0.03	561.04	0.04
Fuel	58,559.22	48.25	465,943.99	33.23
<b>Total Cost of Goods Sold</b>	<u>60,162.35</u>	<u>49.57</u>	<u>475,760.75</u>	<u>33.93</u>
<b>Gross Profit</b>	<u>61,213.98</u>	<u>50.43</u>	<u>926,471.10</u>	<u>66.07</u>
<b>Operating Expenses</b>				
Advertising	0.00	0.00	412.00	0.03
Auto Expense	0.00	0.00	406.38	0.03
Bank Charges	0.00	0.00	48.00	0.00
Collection Costs	2,708.66	2.23	28,154.57	2.01
Employee Education	0.00	0.00	560.00	0.04
Delivery	35.20	0.03	178.95	0.01
Equipment Rent	1,168.73	0.96	37,396.38	2.67
Fees, Licenses & Permits	0.00	0.00	466.90	0.03
Entertainment	643.80	0.53	3,504.19	0.25
Flowage fees	1,391.40	1.15	17,824.90	1.27
Office Expense	3,174.41	2.62	12,101.07	0.86
Insurance	4,151.39	3.42	49,167.53	3.51
Legal & Accounting	7,048.66	5.81	46,856.87	3.34
Postage	0.00	0.00	782.50	0.06
Rent	21,741.38	17.91	278,813.20	19.88
Repairs & Maintenance	105.20	0.09	11,588.55	0.83
Taxes	138.59	0.11	1,556.29	0.11
Taxes-Payroll	22,538.97	18.57	22,538.97	1.61
Taxes-Property	0.00	0.00	1,463.51	0.10
Sales Tax	3,771.29	3.11	44,289.00	3.16
Salaries	6,309.24	5.20	263,982.97	18.83
Telephone	510.95	0.42	8,480.82	0.60
Trash Hauling	0.00	0.00	655.13	0.05
Travel	0.00	0.00	42.18	0.00
Utilities	6,698.64	5.52	79,732.49	5.69
Uniforms	46.97	0.04	760.83	0.05
<b>Total Operating Expenses</b>	<u>82,183.48</u>	<u>67.71</u>	<u>911,764.18</u>	<u>65.02</u>
<b>Operating Income (Loss)</b>	<u>(20,969.50)</u>	<u>(17.28)</u>	<u>14,706.92</u>	<u>1.05</u>
<b>Other Income (Expenses)</b>				
<b>Total Other Income (Expenses)</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Net Income (Loss) Before Taxes</b>	<u>(20,969.50)</u>	<u>(17.28)</u>	<u>14,706.92</u>	<u>1.05</u>
<b>Net Income (Loss)</b>	<u>\$ (20,969.50)</u>	<u>(17.28)%</u>	<u>\$ 14,706.92</u>	<u>1.05 %</u>

Tab 5 (a) I: To address Tab 5(a), we are proposing the following arrangement:

Monthly Rental Payment to City of Clearwater:	\$10,023.11
Revenue Share Payments (see Tab 5(b) below):	3.1% of Gross Revenues
Monthly Accrual to ALP Fund*:	\$8,333

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For the above amount, we will be handling all of the operational costs associated with the Airpark, excluding immediate repair items, which can be negotiated with the City if selected.

\* **ALP:** Airport Layout (Master) Plan – This is an account that is to be used for matching grants; the percentage of the master-plan that was formerly the City’s responsibility.

Tab 5 (a)II: Annual increase of Rental Payment at 2% each year. Each 24 months, we propose that Clearwater Airpark, Inc. provides financial documentation, including tax returns filed with the Internal Revenue Service so that we may have a meeting to adjust the amounts based on market conditions. The meeting will be held no later than 60 days after the close of the prior calendar year. Should Clearwater Airpark, Inc. have an excess of \$20,000, it shall be returned to the City. In other words, Clearwater Airpark, Inc. will give 100% of the overage back to the City. If the Airpark is operating at a deficit, we will have discussions to renegotiate some of the values to what is fair for all parties involved.

Tab 5 (b): 3.1% of Gross Revenues will be paid to the City of Clearwater annually.

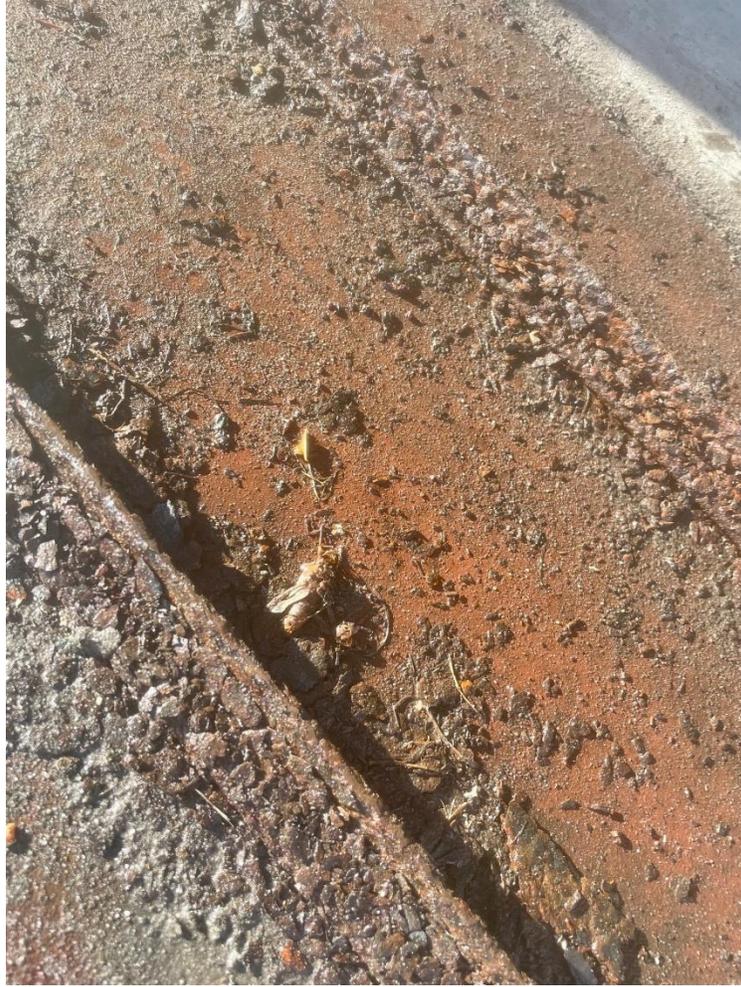
Tab 5 (c): Property improvements will be established by the implementation of the ALP. Value to be determined.

Tab 5 (d): The total compensation over the 5-year initial lease period is as follows:

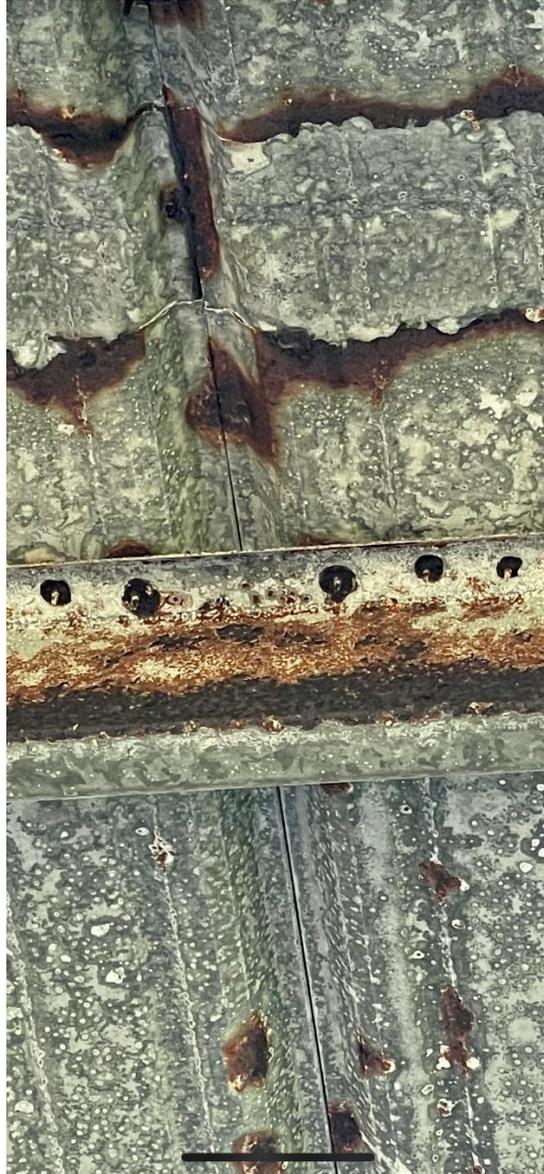
Rent	\$ 625,928
Revenue Sharing	\$ 217,346
ALP Contribution	<u>\$ 499,980</u>
<b><u>Total</u></b>	<b><u>\$1,343,255**</u></b>

**\*\* If the more aggressive buildout program is chosen utilizing FAA funds, then the additional funds paid to the City could easily double or triple in the next 10 years.**

***Please keep in mind that we are the only one bidding on this contract that has used actual complete financial data based on 22 years of operating expenses as well as all the intricacies required to operate this Airpark. If anyone is bidding substantially more, be cautious. It would be a shame to award the contract to someone that may fail because they have incomplete information.***



*Figure 7: Hangar D-1, Door track needs complete replacement.*



*Figure 8: Shade Hangers (Rows E, F, G) Roof. 30 shade hangars. Needs replacement.*



*Figure 9: Shade Hangars E, F, G - detail showing hole in roof (common among these roofs).*



*Figure 10: Hangars E, F, G - additional roof holes.*



*Figure 11: Hangars E, F, G. Structural Support Beam. Deteriorated. Needs full replacement.*



*Figure 12: Bender Aviation Hangar. Ceiling needs full replacement*



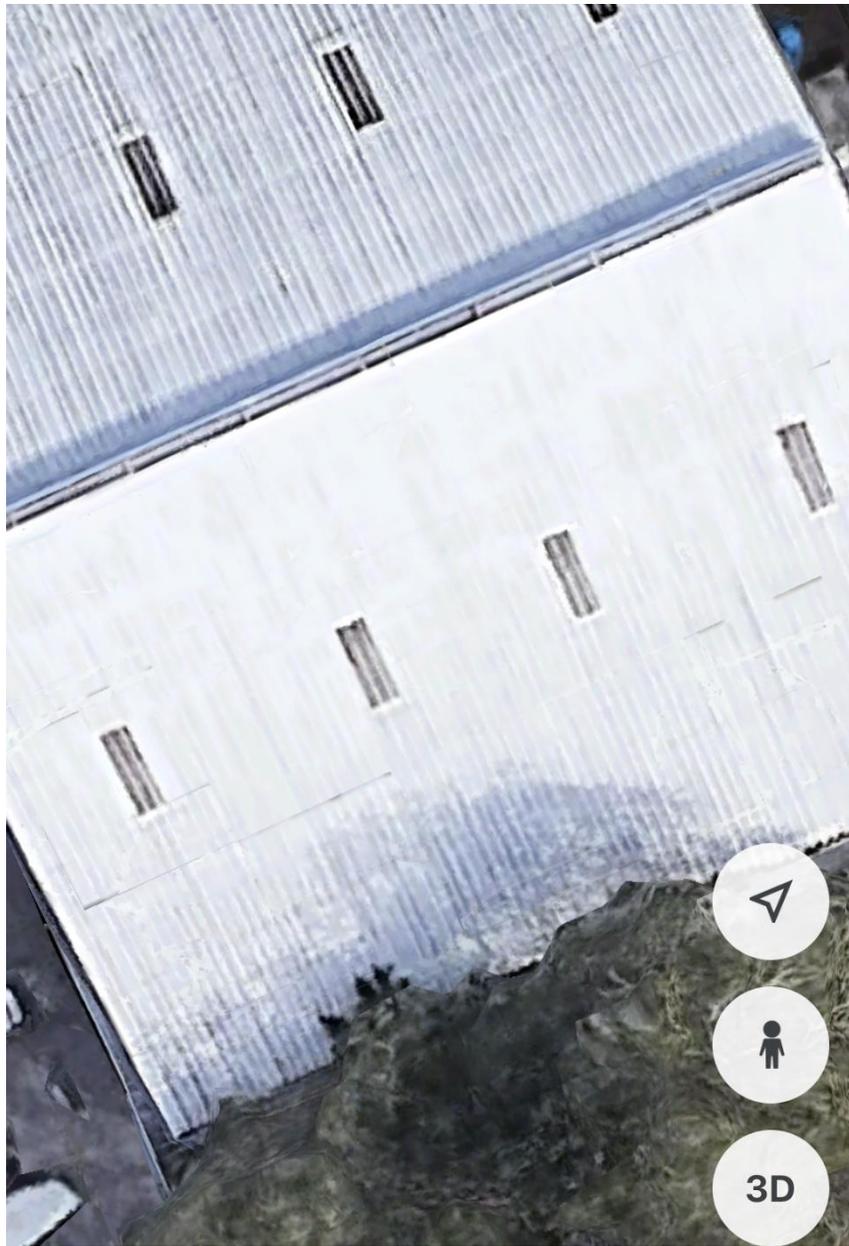
*Figure 13: Bender Aviation Hangar. Additional Damage.*



*Figure 14: Bender Aviation Hangar. Main Door. Extensive Rust.*



*Figure 15: Bender Aviation Hangar: Bottom left below door (zoomed out view of main door).*



*Figure 16: Bender Aviation Hangar. Aerial view of roof. Needs replacement.*





*Figure 17: 1/2 mile of fencing between airpark and golf course, currently maintained by City, needs extensive repair or replacement.*



*Figure 18: Fenceline. Needs significant maintenance.*



*Figure 19: Possible new T-Hangar location*



*Figure 20: Possible New T-Hangar location (to be discussed).*



*Figure 21: Possible New T-Hangar Location*

## TAB 6: Other Forms

**EXCEPTIONS / ADDITIONAL MATERIAL / ADDENDA**

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Proposers shall indicate any and all exceptions taken to the provisions or specifications in this solicitation document. Exceptions that surface elsewhere and that do not also appear under this section shall be considered invalid and void and of no contractual significance.

**Exceptions (mark one):**

**\*\*Special Note – Any material exceptions taken to the City's Terms and Conditions may render a Proposal non-responsive.**

- No exceptions  
 Exceptions taken (describe--attach additional pages if needed)

**Additional Materials submitted (mark one):**

- No additional materials have been included with this proposal  
 Additional Materials attached (describe--attach additional pages if needed)

**Acknowledgement of addenda issued for this solicitation:**

Prior to submitting a response to this solicitation, it is the vendor's responsibility to confirm if any addenda have been issued.

Addenda Number	Initial to acknowledge receipt

Vendor Name \_\_\_\_\_ Date: \_\_\_\_\_

**VENDOR INFORMATION**

Company Legal/Corporate Name: Clearwater Airpark, Inc

Doing Business As (if different than above): \_\_\_\_\_

Address: 1000 N. Hercules Ave

City: Clearwater State: FL Zip: 33765

Phone: 727-443-3433 Fax: 727-443-1006

E-Mail Address: bcflyher@gmail.com Website: clearwaterairpark.net

DUNS # \_\_\_\_\_

Remit to Address (if different than above):

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Order from Address (if different from above):

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Contact for Questions about this proposal:

Name: David King

Fax: 727-443-1006

Phone: 727-919-1580 cell

E-Mail Address: r44dave@mac.com

Day-to-Day Project Contact (if awarded):

Name: Barbara Cooper

Fax: 727-443-1006

Phone: 727-443-3433 office  
727-858-5747 cell

E-Mail Address: bcflyher@gmail.com

Certified Small Business

Certifying Agency: \_\_\_\_\_

Certified Minority, Woman or Disadvantaged Business Enterprise

Certifying Agency: \_\_\_\_\_

**Provide supporting documentation for your certification, if applicable.**

**VENDOR CERTIFICATION OF PROPOSAL**

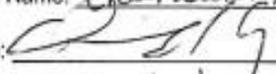
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**By signing and submitting this Proposal, the Vendor certifies that:**

- a) It is under no legal prohibition to contract with the City of Clearwater.
- b) It has read, understands, and is in compliance with the specifications, terms and conditions stated herein, as well as its attachments, and any referenced documents.
- c) It has no known, undisclosed conflicts of interest.
- d) The prices offered were independently developed without consultation or collusion with any of the other respondents or potential respondents or any other anti-competitive practices.
- e) No offer of gifts, payments or other consideration were made to any City employee, officer, elected official, or consultant who has or may have had a role in the procurement process for the services and or goods/materials covered by this contract.
- f) It understands the City of Clearwater may copy all parts of this response, including without limitation any documents and/or materials copyrighted by the respondent, for internal use in evaluating respondent's offer, or in response to a public records request under Florida's public records law (F.S. 119) or other applicable law, subpoena, or other judicial process.
- g) Respondent hereby warrants to the City that the respondent and each of its subcontractors ("Subcontractors") will comply with, and are contractually obligated to comply with, all Federal Immigration laws and regulations that relate to their employees.
- h) Respondent certifies that they are not in violation of section 6(j) of the Federal Export Administration Act and not debarred by any Federal or public agency.
- i) It will provide the materials or services specified in compliance with all Federal, State, and Local Statutes and Rules if awarded by the City.
- j) It is current in all obligations due to the City.
- k) It will accept such terms and conditions in a resulting contract if awarded by the City.
- l) The signatory is an officer or duly authorized agent of the respondent with full power and authority to submit binding offers for the goods or services as specified herein.

**ACCEPTED AND AGREED TO:**

Company Name: Clearwater Airpark Inc  
Signature:   
Printed Name: David King  
Title: President  
Date: 7/13/2022

SCRUTINIZED COMPANIES FORMS

**SCRUTINIZED COMPANIES THAT BOYCOTT ISRAEL LIST CERTIFICATION FORM  
THIS FORM MUST BE COMPLETED AND SUBMITTED WITH THE BID/PROPOSAL.  
FAILURE TO SUBMIT THIS FORM AS REQUIRED MAY DEEM YOUR SUBMITTAL  
NONRESPONSIVE.**

The affiant, by virtue of the signature below, certifies that:

1. The vendor, company, individual, principal, subsidiary, affiliate, or owner is aware of the requirements of section 287.135, Florida Statutes, regarding companies on the Scrutinized Companies that Boycott Israel List, or engaged in a boycott of Israel; and
2. The vendor, company, individual, principal, subsidiary, affiliate, or owner is eligible to participate in this solicitation and is not listed on the Scrutinized Companies that Boycott Israel List, or engaged in a boycott of Israel; and
3. "Boycott Israel" or "boycott of Israel" means refusing to deal, terminating business activities, or taking other actions to limit commercial relations with Israel, or persons or entities doing business in Israel or in Israeli-controlled territories, in a discriminatory manner. A statement by a company that it is participating in a boycott of Israel, or that it has initiated a boycott in response to a request for a boycott of Israel or in compliance with, or in furtherance of, calls for a boycott of Israel, may be considered as evidence that a company is participating in a boycott of Israel; and
4. If awarded the Contract (or Agreement), the vendor, company, individual, principal, subsidiary, affiliate, or owner will immediately notify the City of Clearwater in writing, no later than five (5) calendar days after any of its principals are placed on the Scrutinized Companies that Boycott Israel List, or engaged in a boycott of Israel.

[Signature]  
 Authorized Signature  
David King  
 Printed Name  
Pres  
 Title  
Clearwater Airport Inc  
 Name of Entity/Corporation

STATE OF Florida  
 COUNTY OF Pinellas

The foregoing instrument was acknowledged before me by means of  physical presence or  online notarization on, this 13 day of July, 2022, by David King (name of person whose signature is being notarized) as the President (title) of Clearwater Airport Inc. (name of corporation/entity), personally known \_\_\_\_\_, or produced FL Drivers License (type of identification) as identification, and who did/did not take an oath.



ISABELA SILVA-CHAMPLIN  
 Notary Public  
 State of Florida  
 Comm# HH228593  
 Expires 2/14/2026

[Signature]  
 Notary Public  
Isabela Silva-Champlin  
 Printed Name

My Commission Expires: 02-14-2026  
 NOTARY SEAL ABOVE

SCRUTINIZED COMPANIES FORMS

SCRUTINIZED COMPANIES AND BUSINESS OPERATIONS WITH CUBA AND SYRIA CERTIFICATION FORM

IF YOUR BID/PROPOSAL IS \$1,000,000 OR MORE, THIS FORM MUST BE COMPLETED AND SUBMITTED WITH THE BID/PROPOSAL. FAILURE TO SUBMIT THIS FORM AS REQUIRED MAY DEEM YOUR SUBMITTAL NONRESPONSIVE.

The affiant, by virtue of the signature below, certifies that:

- 1. The vendor, company, individual, principal, subsidiary, affiliate, or owner is aware of the requirements of section 287.135, Florida Statutes, regarding companies on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or engaging in business operations in Cuba and Syria; and
2. The vendor, company, individual, principal, subsidiary, affiliate, or owner is eligible to participate in this solicitation and is not listed on either the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Sector List, or engaged in business operations in Cuba and Syria; and
3. Business Operations means, for purposes specifically related to Cuba or Syria, engaging in commerce in any form in Cuba or Syria, including, but not limited to, acquiring, developing, maintaining, owning, selling, possessing, leasing or operating equipment, facilities, personnel, products, services, personal property, real property, military equipment, or any other apparatus of business or commerce; and
4. If awarded the Contract (or Agreement), the vendor, company, individual, principal, subsidiary, affiliate, or owner will immediately notify the City of Clearwater in writing, no later than five (5) calendar days after any of its principals are placed on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Sector List, or engaged in business operations in Cuba and Syria.

Authorized Signature: [Handwritten Signature]
Printed Name: DAVID KING
Title: President
Name of Entity/Corporation: Clearwater Airpark Inc.

STATE OF Florida
COUNTY OF Pinellas

The foregoing instrument was acknowledged before me by means of [X] physical presence or [ ] online notarization on, this 13 day of July, 2022, by David King (name of person whose signature is being notarized) as the President (title) of Clearwater Airpark Inc. (name of corporation/entity), personally known, or produced Florida's license (type of identification) as identification, and who did/did not take an oath.



ISABELA SILVA-CHAMPLIN
Notary Public
State of Florida
Comm# HH228593
Expires 2/14/2026

[Handwritten Signature]
Notary Public
Isabela Silva-Champlin
Printed Name

My Commission Expires: 02-14-2026
NOTARY SEAL ABOVE

**E-VERIFY ELIGIBILITY FORM**

**VERIFICATION OF EMPLOYMENT ELIGIBILITY FORM**

**PER FLORIDA STATUTE 448.095, CONTRACTORS AND SUBCONTRACTORS MUST REGISTER WITH AND USE THE E-VERIFY SYSTEM TO VERIFY THE WORK AUTHORIZATION STATUS OF ALL NEWLY HIRED EMPLOYEES.**

**THIS FORM MUST BE COMPLETED AND SUBMITTED WITH THE BID/PROPOSAL. FAILURE TO SUBMIT THIS FORM AS REQUIRED MAY DEEM YOUR SUBMITTAL NONRESPONSIVE.**

The affiant, by virtue of the signature below, certifies that:

1. The Contractor and its Subcontractors are aware of the requirements of Florida Statute 448.095.
2. The Contractor and its Subcontractors are registered with and using the E-Verify system to verify the work authorization status of newly hired employees.
3. The Contractor will not enter into a contract with any Subcontractor unless each party to the contract registers with and uses the E-Verify system.
4. The Subcontractor will provide the Contractor with an affidavit stating that the Subcontractor does not employ, contract with, or subcontract with unauthorized alien.
5. The Contractor must maintain a copy of such affidavit.
6. The City may terminate this Contract on the good faith belief that the Contractor or its Subcontractors knowingly violated Florida Statutes 448.09(1) or 448.095(2)(c).
7. If this Contract is terminated pursuant to Florida Statute 448.095(2)(c), the Contractor may not be awarded a public contract for at least 1 year after the date on which this Contract was terminated.
8. The Contractor is liable for any additional cost incurred by the City as a result of the termination of this Contract.

  
Authorized Signature  
David King  
Printed Name  
President  
Title  
Clearwater Air Park Inc  
Name of Entity/Corporation

STATE OF Florida  
COUNTY OF Pinellas

The foregoing instrument was acknowledged before me by means of  physical presence or  online notarization on, this 15 day of July, 2022, by David King (name of person whose signature is being notarized) as the president (title) of Clearwater Air Park Inc. (name of corporation/entity), personally known \_\_\_\_\_, or produced FL Drivers license (type of identification) as identification, and who did/did not take an oath.



ISABELA SILVA-CHAMPLIN  
Notary Public  
State of Florida  
Comm# HH228593  
Expires 2/18/2026  
My Commission Expires: 02/18/2026  
NOTARY SEAL ABOVE

Isabela Silva-Champlin  
Notary Public  
Isabela Silva-Champlin  
Printed Name

**Request for Taxpayer  
 Identification Number and Certification**

Give Form to the  
 requester. Do not  
 send to the IRS.

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
**Clearwater Airpark, Inc**

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

Individual/sole proprietor or single-member LLC

C Corporation

S Corporation

Partnership

Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) \_\_\_\_\_

Other (see instructions) \_\_\_\_\_

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) \_\_\_\_\_

Exemption from FATCA reporting code (if any) \_\_\_\_\_

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.  
**1000 N Hercules Ave**

6 City, state, and ZIP code  
**Clearwater FL 33765**

7 List account number(s) here (optional)

8 Requester's name and address (optional)

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-				
--	--	--	---	--	--	--	--

OR

Employer identification number

65	-	1094781
----	---	---------

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign this certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person \_\_\_\_\_ Date **7/13/2022**

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.



**EXCEPTIONS / ADDITIONAL MATERIAL / ADDENDA**

---

Proposers shall indicate any and all exceptions taken to the provisions or specifications in this solicitation document. Exceptions that surface elsewhere and that do not also appear under this section shall be considered invalid and void and of no contractual significance.

**Exceptions (mark one):**

**\*\*Special Note – Any material exceptions taken to the City's Terms and Conditions may render a Proposal non-responsive.**

- No exceptions  
 Exceptions taken (describe--attach additional pages if needed)

**Additional Materials submitted (mark one):**

- No additional materials have been included with this proposal  
 Additional Materials attached (describe--attach additional pages if needed)

**Acknowledgement of addenda issued for this solicitation:**

Prior to submitting a response to this solicitation, it is the vendor's responsibility to confirm if any addenda have been issued.

Addenda Number	Initial to acknowledge receipt
38-22 Addendum 1	DK
38-22 Addendum 2	DK
38-22 Addendum 3	DK

Vendor Name Clearwater Airpark Inc Date: 07/28/2022