



**Response to City of
Clearwater RFQ #38-22 for
Fixed Based Operator
Services – Clearwater Airpark.**

By: FlyUSA, Inc and Paradise Ventures

July 2022





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Section 1
Letter of Transmittal



Ms. Lori Vogel, CAPPB Procurement Manager
City of Clearwater
100 S. Myrtle Avenue Clearwater, FL 33756

Lori.vogel@myclearwater.com

Dear Ms. Vogel,

It is our pleasure to present you with FlyUSA and Paradise Venture's Proposal offering FBO Management and Real Estate Development to the City of Clearwater ("City") in response to your RFQ #38-22 for Fixed Based Operator Services – Clearwater Airpark.

Our combined vision is to build a state-of-the-art terminal/FBO which will be the catalyst in bringing higher value activities and tenants to the airpark, and at the same time preparing it for the future of aviation. Bringing the right higher value tenants to the Airpark will also result in more efficient and less intensive activity for the surrounding neighborhood.

FlyUSA, Inc. is a full-service private aviation firm that specializes in on demand air charter, with a focus on the State of Florida and the Southeast US.

Paradise Ventures is a commercial real estate development company with a fantastic reputation and a successful track record with public/private partnerships.

My name is Barry Shevlin, I am the founder and CEO of FlyUSA, Inc, You may know me as the founder and CEO of Vology, an IT Services firm that I founded in Palm Harbor, FL in 2002. Between 2002 and 2019, Vology grew from \$1 million in annual revenues to \$175 million at its peak, powered by 400 employees, most of whom called Tampa Bay home.

A few months after exiting Vology in 2019, I founded FlyUSA, and the growth has been phenomenal. We have grown from booking \$100,000 per month back in January of 2021 to booking over \$1.3 million in charter sales in June of this year. FlyUSA has quickly become one of the largest originators of on demand TurboProp and Light Jets charters in the State of Florida. As a result, we have strong relationships with virtually every charter company in the State that operates these type of aircraft. These operators are a great example of the higher value clients that you want utilizing the airpark. Most are reluctant to use the airpark today due to the state of the terminal and a number of issues, all which we will be addressing in our proposal.

Additionally, if awarded the concession, FlyUSA will relocate our estimated 20+ employees to the Airpark upon completion of the new terminal, making it our permanent headquarters.

My name is Mike Connor and I am the founder and CEO of Paradise Ventures, which I founded in 1988 in Safety Harbor, FL. Over the last 30 years, I'm proud to say that Paradise Ventures has earned a renowned reputation in the commercial real estate industry in Florida and across the nation. Our diverse portfolio consists of the development of more than 5,000,000 square feet of retail space for major corporations including Publix, Kohl's, Lowe's, Circle K, Tijuana Flats, Another Broken Egg, Old Navy, Take 5 Oil Change, Panera Bread, Walgreen's, and others. Over the last 5 years Paradise has purchased and completed three office development projects in the Tampa Bay market and currently have two additional locations under contract to develop. Our biggest acquisition of late was Sundial, which is the 79k SF retail hub of downtown St. Petersburg. Recently, we've entered into some public/private partnerships which have truly become win-win situations, including Sundial with the new incoming administration as well as it's East Bay retail development in Largo.

As you may know, Paradise partnered with the City of Clearwater on the North Beach Parking Garage that was completed in 2017. The City recently received \$13 million return on their initial investment in the project, resulting in a profit for the City. I have also been working with the City of St. Petersburg on the redevelopment and activation of the Sundial Property in downtown St. Pete. I look forward to working with Barry and the FlyUSA team to create a similar win-win situation with the Clearwater Airpark.

Our proposal generally follows the plan outlined in the 2020 Airpark Layout and Master Plan with a few modifications to make space that would be appropriate for the higher value tenants that we would attract to the airpark. All designs and drawings included are conceptual, our goal would be to work with the city, current and future tenants and of course the local community before finalizing any plans.

We firmly believe that our financial resources combined with our aviation, operational and real estate development experience make us uniquely qualified to partner with the city to activate the airpark facility with higher value but less intensive activity. We will develop a state-of-the-art Terminal/FBO facility that we will all be proud of. Operationally we will always emphasize flight and neighborhood safety while at the same time preparing for the future of aviation.

Thank you for considering FlyUSA and Paradise Ventures, we hope you share our vision for the future of the Clearwater Airpark.

Sincerely,



Barry Shevlin
CEO
FlyUSA, Inc.



Michael Connor
CEO
Paradise Ventures

Section 2

Demonstrated Experience of Company and Project Personnel



2. Demonstrated Experience of Company and Project Personnel

a. A description of what qualifies your company, financial and otherwise, to provide the City with these services for the required period of time, provide appropriate staffing, necessary resources and show a history of demonstrated competence.



FlyUSA is a full-service private aviation firm that specializes in on demand air charter, with a focus on the State of Florida and the Southeast US.

FlyUSA has quickly gained a reputation of an organization that delivers quickly. This focus is what has allowed us to become one of the largest originators of on demand TurboProp and Light Jets charters in the State of Florida. We have and continue to build strong relationships with virtually every charter company in the State that operate these aircraft. These operators are a great example of the higher value clients that we all want utilizing the airpark. Most are reluctant to use the airpark today due to the state of the terminal and a number of issues, all which we will be addressing throughout our proposal. Our intention is to relocate our estimated 20+ employees to the Airpark upon completion of the new terminal, making it our permanent headquarters. FlyUSA will be responsible for all Airpark operations.

Paradise Ventures has earned a renowned reputation in the commercial real estate industry in Florida and across the nation. Our diverse portfolio consists of the development of more than 5,000,000 square feet of retail space for major corporations including Publix, Kohl's, Lowe's, Circle K, Tijuana Flats, Another Broken Egg, Old Navy, Take 5 Oil Change, Panera Bread, Walgreen's, and others. Recently, we've entered into some public/private partnerships which have truly become win-win situations. As you may know, Paradise partnered with the City of Clearwater on the North Beach Parking Garage that was completed in 2017. The City recently received \$13 million return on their initial investment in the project, resulting in a profit for the City. I have also been working with the City of St. Petersburg on the redevelopment and activation of the Sundial Property in downtown St. Petersburg. Paradise role in the partnership will be to lead the Airpark's redevelopment.

2. Demonstrated Experience of Company and Project Personnel

b. Identify the project managers(s) and individuals who will be assigned to the work as part of this project. Include resumes for each person to be assigned. c. Describe the direct experience in conducting similar services for each key staff member who will be contributing to the project, including their area of responsibility.

FlyUSA Operations Team



Barry Shevlin
Co-Founder & CEO

Barry Shevlin, a Clearwater Beach resident since 2006, is the co-founder and CEO of FlyUSA. Mr. Shevlin is an instrument rated pilot and has 8 years of experience owning, operating and managing Piston, Turboprop and Jet Airplanes.

Prior to forming FlyUSA, Barry was the CEO of Vology, an IT Services company he founded in Palm Harbor, Florida in 2002. There, Shevlin ran an operation supporting more than 5,000 customers worldwide overseeing rapid sales growth and product expansion from a startup with \$1 million in revenue in 2002 to annual revenues that ultimately reached \$175 million. Barry exited Vology shortly after a sale to a private equity group in November, 2019.

Some additional highlights of Barry's tenure at Vology included:

- ▶ Ranking on the Inc. 500/5000 lists of the fastest growing private companies in the US for 11 consecutive years
- ▶ Voted one of the Best Places to work in Tampa for 6 consecutive years
- ▶ E&Y Entrepreneur of the Year Finalist 2014

Over his career, Mr. Shevlin has completed over \$500 million in capital market transactions with institutions including private equity firms, family offices, syndicated bank groups, and subordinated debt providers. Mr. Shevlin also owns CAVU Capital, a private investment firm he founded in 2020 and headquartered in Tampa, FL. CAVU makes investments in emerging and mid-market technology companies.

Mr. Shevlin has been a long time supporter of Pinellas County based organizations including Ruth Eckerd Hall, The Morton Plant Mease Foundation and Suncoast Hospice/Empath.

Mr. Shevlin has been a volunteer pilot for Angel Flights Southeast since 2018.

2. Demonstrated Experience of Company and Project Personnel

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FlyUSA Operations Team



William Holtz
Co-Founder & President

William Holtz is originally from Clearwater, FL, graduating from Clearwater High School's Career Academy for International Culture and Commerce (CAICC). Prior to the launch of FlyUSA William proudly served 8 years in the U.S. Coast Guard. During his career he led Law Enforcement and Rescue teams until being promoted to Operations Petty Officer for the Savannah, GA area of operations (AOR). During this time, he earned a Bachelor's Degree in Emergency and Disaster Management from American Military University. He brings demonstrated experience managing multimillion dollar assets, overseeing complex operations and leading teams.

After carrying out his military commitment William co-founded FlyFlorida in 2020. From inception he has managed the growth of the sales, marketing and flight support departments. Since the company's transition to FlyUSA this year, his team has continued to achieve consistent record-breaking growth in 2022, now regularly exceeding \$1 million per month in sales. He has strong ties to the Clearwater Airpark and is excited to support bringing the facility to its fullest potential.

William will assist in overseeing the operations of the Airpark.



TBD FBO
Manager

TBD FBO Manager- We have multiple candidates for the FBO manager position and at least one other that we'd like to speak with in advance of making a final offer. Because these people are all currently employed, we will not make a formal job offer until the contract is awarded.

2. Demonstrated Experience of Company and Project Personnel

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FlyUSA Operations Team



Genevieve Dwyer
Controller

Genevieve Dwyer is an accomplished Controller & Financial Management professional with significant experience that spans over 2 decades. Colleagues recognize her as a strong leader who not only meets but exceeds both client and company expectations

Genevieve is highly skilled at managing accounting records, the production of financial reports, overseeing all employees involved in the accounting process, including accounts receivable, accounts payable, payroll, inventory, and compliance. She has experience monitoring and confirming the financial condition by conducting audits and providing information to external auditors. In addition to financial reporting, Genevieve will be responsible for the management of all tenant leases.



David Moses
Dispatch Team Lead

David Moses attended University in London, England and began his aviation career attending American Flyers flight school in Pompano, FL. After training, he worked with Silver Airways and Alaska Airlines at Fort Lauderdale International Airport in both operations and customer service roles. He was then recruited by JetBlue and is still the only external direct hire into any of JetBlue's focus city's Operations centers.

David's initial experience in Charter operations was with Wing Aviation Group in Orlando, FL. This is where David learned the intricacies and nuances of private aircraft operations. Before advancing his career with FlyUSA, he led their flight support department in developing and adopting their current SOP. David is now leading the FlyUSA flight support team, many who will be based at the Clearwater Airpark and cross trained for various customer facing roles.

2. Demonstrated Experience of Company and Project Personnel

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Paradise Ventures Development Team



Michael P. Connor
President / CEO

Mike Connor, CEO of Paradise Ventures, founded Paradise in 1988 in Safety Harbor, FL and leads all aspects of Paradise's strategic planning. In addition to cultivating and managing key retail relationships, Mike oversees the financing and capital structures of Paradise's projects nationwide and manages the company equity partner relationships. Mike received his Juris Doctorate from the Stetson University and a Bachelor of Arts in Finance from the University of Notre Dame. He is a member of the International Council of Shopping Centers, the Florida Bar and is a licensed Florida Real Estate Broker. Mike served on the boards of Ruth Eckerd Hall, Morton Plant Mease Hospitals Foundation, and the Notre Dame Engineering Advisory Council. He is also the past chair of the Community Impact Committee for the Morton Plant Mease Foundation Board.



Brad Karns
Project Manager

Originally born and raised in the Sunshine State, Brad Karns graduated with a Bachelor of Science in Civil Engineering from the University of South Florida in 2007. He kicked off his career at a local Civil Engineering Firm (Foresite Group, Inc.) located in Tampa back in 2008 and obtained extensive experience with Site Planning, Civil Engineering Design, Entitlements & Jurisdictional Permitting, Budgeting, and Project Management for various Commercial Retail Projects and National Tenants throughout the Southeast.

In 2017, after obtaining over 8 years of experience in the Civil Engineering industry, Brad accepted a Project Manager position with an established Real Estate Developer in Safety Harbor (Paradise Ventures). Brad manages all projects from conception to construction commencement and manages the project team throughout the entitlement process. He manages his projects with a focus on schedule and cost control.

2. Demonstrated Experience of Company and Project Personnel

b. Identify the project managers(s) and individuals who will be assigned to the work as part of this project. Include resumes for each person to be assigned. c. Describe the direct experience in conducting similar services for each key staff member who will be contributing to the project, including their area of responsibility.

Paradise Ventures Development Team



Chuck Ernst
Vice President

Chuck Ernst joined The Paradise Group in 2008 as CFO. Shortly after his arrival, he was tasked with assisting in the restructure of our loan portfolio among 12 lenders. He now oversees operations of Paradise Ventures, Inc., which is the real estate venture formed from the legacy Paradise Group in July 2009. Chuck has an extensive background in commercial real estate lending and valuation. Prior to joining The Paradise Group, Chuck was market manager for LaSalle Bank's Commercial Real Estate Group where he was responsible for business development and loan organization for local and regional clients in Florida and Georgia. Chuck also served in similar production roles at KeyBank Real Estate Capital, SunTrust Bank and ING Investment Management.

Chuck has a Bachelors degree in Finance and Real Estate from Florida State University.



Brian Aungst, Jr.
Attorney

Concentrating his practice in the areas of land use, zoning, governmental, and administrative approvals and contracting, Mr. Aungst has extensive experience representing clients before governmental entities such as the City of Clearwater, Pinellas County, the City of St. Petersburg, and multiple other jurisdictions throughout west central Florida. He has provided representation for community institutions such as the Clearwater Marine Aquarium and Ruth Eckerd Hall and has successfully handled over one hundred quasi-judicial and administrative hearings in his career. A resident of Clearwater since 1988, Mr. Aungst currently serves the residents of Pinellas County and the Sixth Judicial Circuit as a member of the Juvenile Welfare Board of Pinellas County and a member of the Sixth Judicial Circuit Judicial Nominating Commission. Mr. Aungst is also an active participant in Amplify Clearwater (f/k/a the Clearwater Regional Chamber of Commerce), having served as legal counsel and past Chairman, the YMCA of the Suncoast, Ruth Eckerd Hall and the Clearwater Marine Aquarium.

2. Demonstrated Experience of Company and Project Personnel

b. Identify the project managers(s) and individuals who will be assigned to the work as part of this project. Include resumes for each person to be assigned. c. Describe the direct experience in conducting similar services for each key staff member who will be contributing to the project, including their area of responsibility.

Paradise Ventures Development Team



Joshua Bradley
Engineer

Josh Bradley has nearly 25 years of extensive experience as a civil/site design engineer. He has designed and managed projects in the public and private sector – all in the Central Florida area. Although specializing in drainage, his experience ranges from preliminary site due diligence and conceptual planning, full engineering design/permitting, and through to construction administration. Mr. Bradley has experience working with the regulatory programs of the Southwest Florida Water Management District, St. Johns River Water Management District, South Florida Water Management District, Florida Department of Transportation, Environmental Protection Commission of Hillsborough County, Environmental Protection Commission, the Florida Department of Environmental Protection, as well as the City of Tampa with regards to site layout, surface water management design, grading, utilities, and environmental permitting.



Chris Meares
Engineer

Chris Meares has over 25 years of extensive experience as a roadway and civil site design engineer. He has designed and managed hundreds of projects for numerous private clients as well as city, county, and state clients and numerous school districts. He is experienced with utility coordination for public and private projects, such as road intersection improvements, stormwater improvements, community redevelopments, or minor improvements like turn-lane designs and private utility extensions and relocations. Mr. Meares has served as PM for numerous GEC-type and task-based work order contracts with local municipalities including Hillsborough County Public Schools, the Hillsborough County TTF Infrastructure Improvement Program, City of Tampa Transportation Project Engineering GEC, and City of St. Petersburg Misc. Professional Services. He is currently the project manager and chief engineer for a 35,000 square foot hangar being built at Sheltair at Tampa International Airport.

Section 3

**Project Methodology,
Operations and
Integration Plan**



3. Project Methodology, Operations and Integration Plan

a. Describe your approach to performing the scope of services and your approach to generating higher value and safer aviation related activities.

Our first step would be to meet with city representatives to clarify expectations and agree on a plan forward that meets the overall goal for the Clearwater Airpark.

Our Goal:

Provide the financial and operational resources to implement the ALP, starting with building a state-of-the-art terminal/FBO which will be the catalyst in bringing higher value activities and tenants to the airpark, and at the same time preparing it for the future of aviation.



We want to take a collaborative approach, not just with the city, but with the current individual tenants, corporate tenants and the neighborhoods surrounding the Airpark. We want them all to not just understand what we're doing, but why.

3. Project Methodology, Operations and Integration Plan

b. Briefly describe your sales and marketing plan or approach.

Our Sales and Marketing Plan



1

Build State-of-the-art New FBO/Terminal facility

- ▶ Current Terminal does not attract HNW clientele
- ▶ 15k square foot building, FBO, FlyUSA and Flight School will be the 3 primary tenants. Will attract other aviation related businesses as well.
- ▶ Increase parking lot to 100+ spaces to accommodate additional activity

2

Construct hangars to accommodate higher value tenants

- ▶ Replace shade hangars with 30k square feet of corporate hangar space
- ▶ Accelerate construction of 1 or 2 additional new corporate hangars from ALP
- ▶ Target Part 91 owners and management companies with TurboProp and Very Light Jets

3

Attract Higher Value Tenants throughout the Airpark

- ▶ Target Airworthy planes with active owners
- ▶ Leverage FlyUSA relationships with TurboProp and VLJ operators that focus on intrastate travel to use Airpark vs. PIE or TPA
 - ▶ Cheaper hangars, cheaper fuel and more convenient to the beaches!!
- ▶ Shared ownership opportunities in Cirrus Planes

3. Project Methodology, Operations and Integration Plan

c. Include a narrative description of the Offeror's scope of operations, setting forth each business activity proposed in accordance with Scope of Services in this RFP/Q, and the means and methods to be employed to operate the FBO in order to provide high quality service to aviation patrons and the public.

This concept expands on what was labeled as Alternative 2A on Figure 3.9 for the FBO in the ALP.

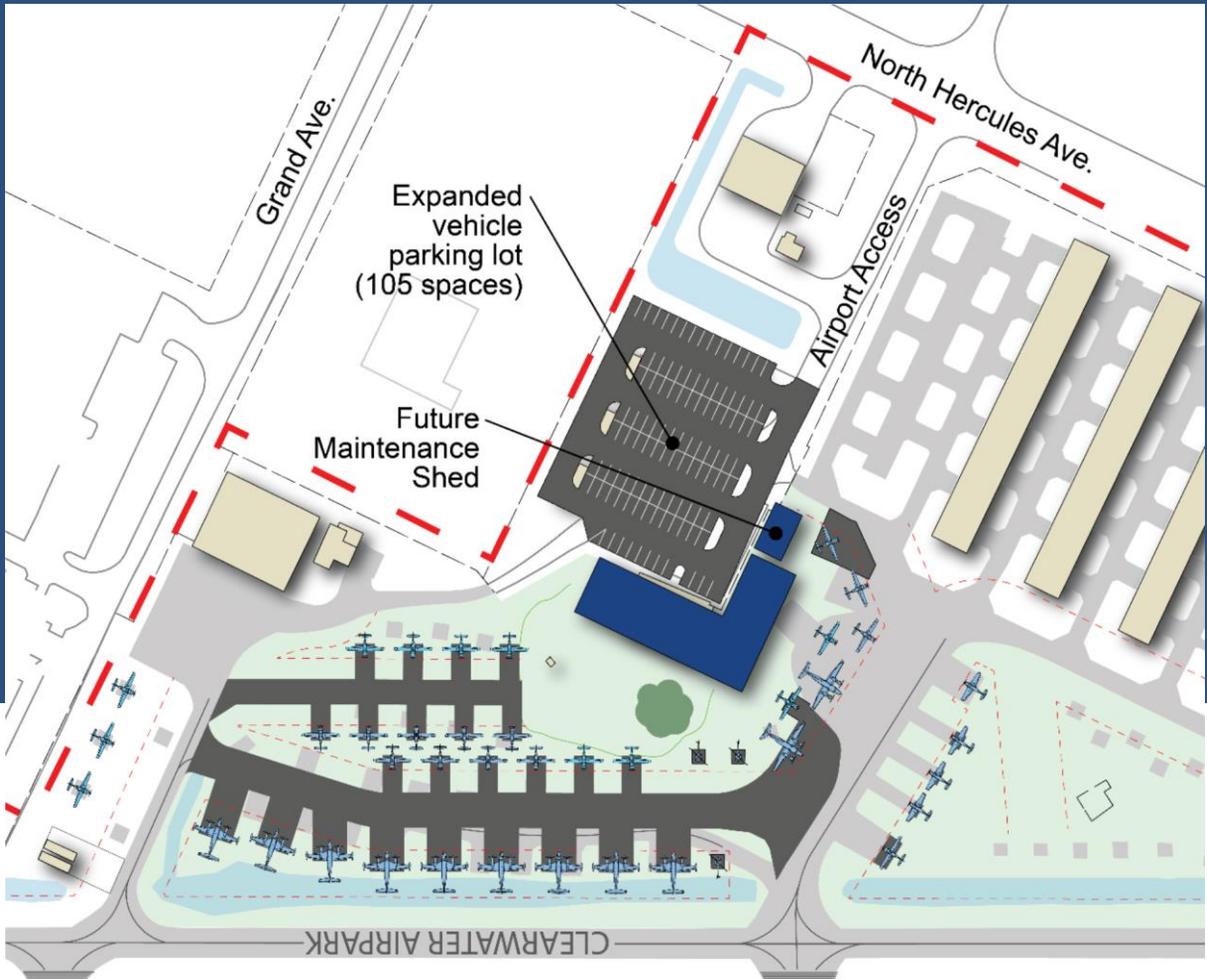


Figure 3.9 Terminal Expansion-Alternative 2A
Source: RDM International, Inc. (2018)

3. Project Methodology, Operations and Integration Plan

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This concept envisions the FBO on the south side (left) separated from corporate offices on the right side. We expect the corporate offices to house FlyUSA, a Flight School and potentially a few other aviation related businesses.

3. Project Methodology, Operations and Integration Plan

c. Include a narrative description of the Offeror's scope of operations, setting forth each business activity proposed in accordance with Scope of Services in this RFP/Q, and the means and methods to be employed to operate the FBO in order to provide high quality service to aviation patrons and the public.



As you can see, in this concept we would like to propose that instead of replacing the three rows of shade hangars, that we build approximately 30,000 square feet of additional corporate hangar space to accommodate tenants operating TurboProp and/or Very Light Jets.

3. Project Methodology, Operations and Integration Plan

c. Include a narrative description of the Offeror's scope of operations, setting forth each business activity proposed in accordance with Scope of Services in this RFP/Q, and the means and methods to be employed to operate the FBO in order to provide high quality service to aviation patrons and the public.

Scope of Operations and Services



Hours: FlyUSA will maintain a seven day a week schedule to support general aviation activities consistent with the hours of operation specified by the City of Clearwater Code of Operations. The current FBO operates from 7am to 9pm, we intend to explore extending these hours to 11pm once the new facility is completed.

In the FBO, FlyUSA will provide facilities for pilots and their passengers. These facilities will include flight planning amenities, a pilot lounge, a waiting area, public restrooms and a café like breakroom with complementary water, coffee, snacks etc. for pilots and passengers. Public Wi-Fi will be available throughout the facility. We intend to partner with a third party to make available healthy options for light snacks.

FlyUSA will ensure we have the proper staff levels to provide aircraft ramp services during normal operating hours. These services will include fueling, towing, parking guidance and other services deemed necessary.

Currently Jeff Bender from Bender aviation services leases a 6,000 square foot hangar and provides maintenance services at the Airpark. We know Jeff and think highly of him and intend to negotiate a long-term lease with him. If we are not able to come to terms with Jeff, we will find another tenant to provide those services. We have relationships with aircraft maintenance shops across the State of Florida, we're confident one of them would be interested in a satellite location at the Airpark.

3. Project Methodology, Operations and Integration Plan

c. Include a narrative description of the Offeror's scope of operations, setting forth each business activity proposed in accordance with Scope of Services in this RFP/Q, and the means and methods to be employed to operate the FBO in order to provide high quality service to aviation patrons and the public.

Scope of Operations and Services



One of the benefits of moving FlyUSA's headquarters to the Airpark will be the additional flexibility it gives us for staffing. Our FAA certified dispatchers will be cross trained to monitor and operate the Unicom radio, issue NOTAM's and other public information involving airport operations and status. Employees in other departments will also be available to work in the FBO to handle tenants or requests from pilots and/or passengers. Related to this, we will ensure that we staff the appropriate number of security personnel to provide after-hours security. The FlyUSA team will monitor on-airport activity and report any potential safety concerns to designated City personnel.

On a weekly basis, our team will complete inspections of the airport area and its paved areas, all lighting and landing systems and other on-ground systems. We will report any issues to the City that we identify during these inspections.

We will provide monthly financial reporting to the City through our X1FBO management system. Additionally, we will provide an annual financial report that will be either reviewed or audited by a third-party CPA firm. The X1FBO management system provides an integrated platform that improves both customer and employee satisfaction.

FlyUSA will provide grass cutting and grounds maintenance of airpark designated property on an agreed schedule. We will take pride in our appearance.

FlyUSA will provide management and oversight of the hangar rental agreements and any subleases to ensure compliance with the rules. This will also be tracked in real time in our X1FBO software suite.

At FlyUSA we pride ourselves in being transparent and overcommunicating, we will facilitate excellent communication between the City and the FBO, and act as a liaison to the local community and the broader aviation community.

Other services that will be important to us are flight instruction, aircraft rentals, Air Taxi and On Demand Charter Operations. Other amenities for pilots and passengers will be crew car availability, on site rental cars and charging stations for electric vehicles.

3. Project Methodology, Operations and Integration Plan

d. Include a narrative of the Offeror's approach to balancing the intensity of the aviation activity at the airpark with the safety and expectations of the neighborhoods and surrounding the airpark.

Our Approach

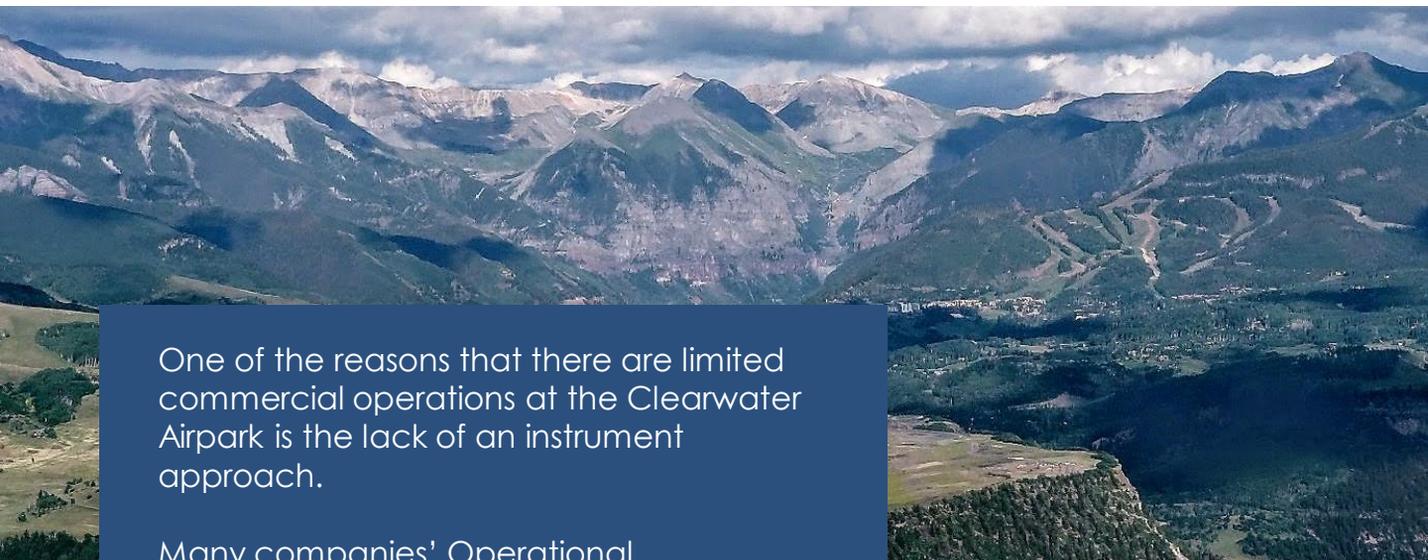


- ▶ Improve quality of aircraft- safer planes. Having conversations with Cirrus focused flight school (the plane with a parachute), and will have similar conversations with existing tenant
- ▶ Increase turboprop and VLJ flights, much safer than piston and fewer takeoffs and landings
- ▶ Next generation planes will be battery powered and make much less noise; we will be leaders in this transition
- ▶ Many components of the ALP are safety related
 - ▶ Rehabilitating/Widening taxiways
 - ▶ Improving asphalt, which will reduce FOD
 - ▶ Increasing size of aprons by corporate hangars
 - ▶ Improved lighting
 - ▶ Installing Blast Pads
- ▶ Publish instrument approach
 - ▶ LP+V WAAS Approach will likely be obtainable for Runway 16
 - ▶ This will improve safety during inclement weather

3. Project Methodology, Operations and Integration Plan

d. Include a narrative of the Offeror's approach to balancing the intensity of the aviation activity at the airpark with the safety and expectations of the neighborhoods and surrounding the airpark.

Instrument Procedure



One of the reasons that there are limited commercial operations at the Clearwater Airpark is the lack of an instrument approach.

Many companies' Operational Specifications prohibit them from operating at airports that do not have a published instrument approach.

History: Approximately 10 years ago, the Clearwater Airpark attempted to add an approach, but were not able to, allegedly because of the proximity of the new hangars to the runway.

We have worked with the consultants at <https://www.flight-tech.aero> and believe that we can publish an LP+V approach that would require the planes that use it to be WAAS enabled. 15 or 20 years ago, very few planes had WAAS enabled GPS systems, where today it is the norm and most of the operators that we'd be targeting to activate the airpark have this as standard equipment.

3. Project Methodology, Operations and Integration Plan

d. Include a narrative of the Offeror's approach to balancing the intensity of the aviation activity at the airpark with the safety and expectations of the neighborhoods and surrounding the airpark.

Less Intensive Air Activity + Higher Quality Aircraft = Less Noise pollution



Limiting/Evolving Flight School Activity

Partner with school that :

1. Plans to use newer/safer planes for training in the short term
2. Intends to transition to electric trainers as they evolve
3. Limit helicopter training, especially the R-22's

Attracting Turboprop category aircraft to the field

Turboprops:

1. Are statistically 10X safer than piston planes
2. Will not likely takeoff more than once a day
3. Are not used for primary training

3. Project Methodology, Operations and Integration Plan

d. Include a narrative of the Offeror's approach to balancing the intensity of the aviation activity at the airpark with the safety and expectations of the neighborhoods and surrounding the airpark.

Aviation Operations Integration Plan

	Aug	Sep	Oct	Nov	Dec	Jan
Submit Proopal	█					
Proposal Selected						
Negotiate Contract with City		█	█			
Finalize Contract			█			
City Council Approval of Contract			█			
Meet with David King	█	█				
Meet with main tenants (Bender, TBA)	█	█				
Meet with neighborhood representatives	█	█				
Draft new tenant leases		█				
Notify Tenants of new lease terms			█	█		
Obtain insurance			█	█		
Hire FBO Manager		█				
Interview personnel from current FBO			█	█		
Extend Job Offers			█	█		
Acquire Required Fixed Assets			█	█		
New Employee Training and Onboarding				█	█	
Install new FBO management systems					█	
Airpark Turnover					█	█

3. Project Methodology, Operations and Integration Plan

d. Include a narrative of the Offeror's approach to balancing the intensity of the aviation activity at the airpark with the safety and expectations of the neighborhoods and surrounding the airpark.

Sample Permitting and Construction Schedule

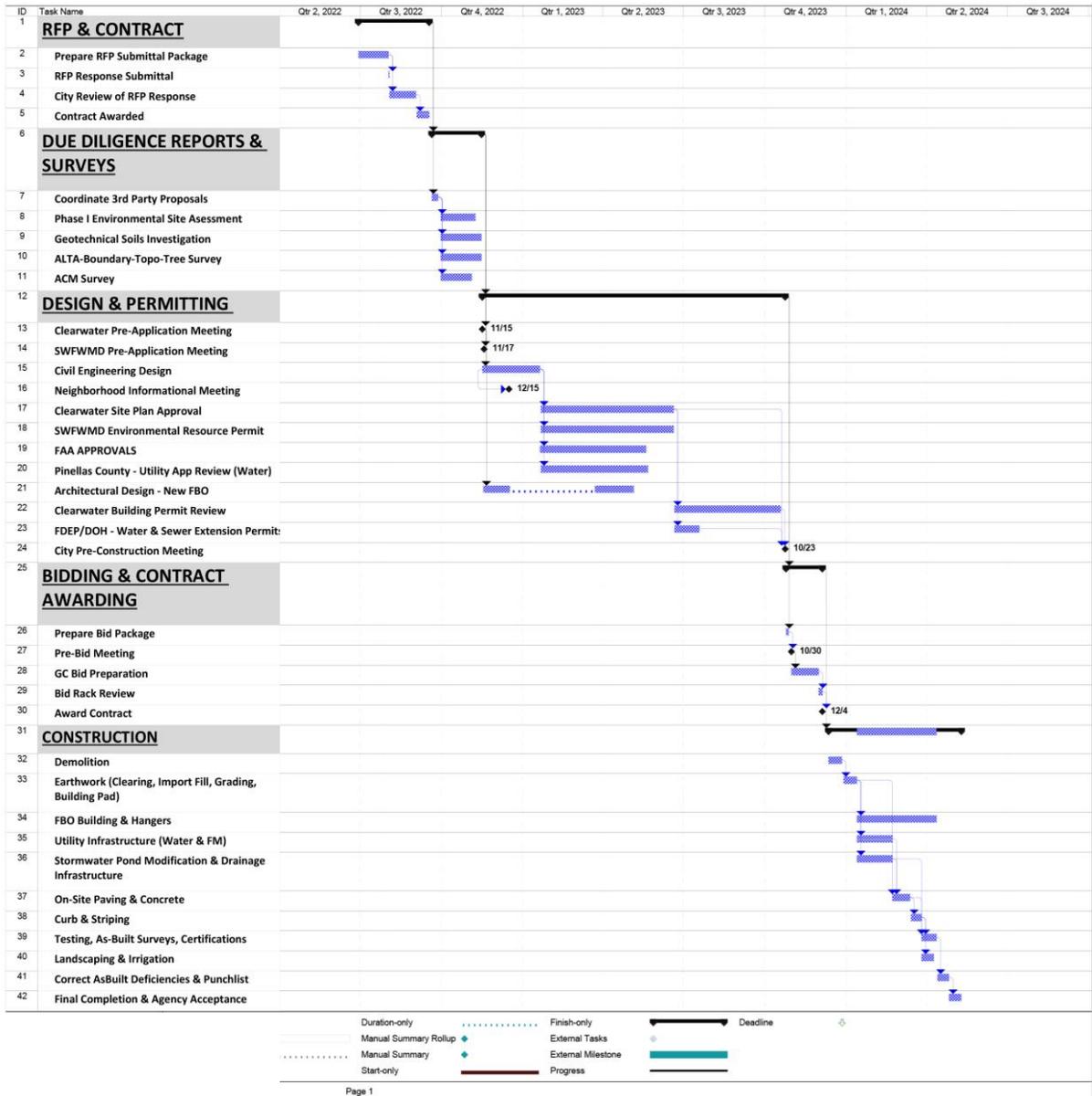
ID	Task Name	Duration	Start	Finish	Predecessors	Resource Names
1	RFP & CONTRACT	80 days	Wed 6/29/22	Fri 9/16/22		
2	Prepare RFP Submittal Package	34 days	Wed 6/29/22	Mon 8/1/22		
3	RFP Response Submittal	1 day	Mon 8/1/22	Tue 8/2/22	2	
4	City Review of RFP Response	30 days	Tue 8/2/22	Thu 9/1/22	2FS+1 day	
5	Contract Awarded	14 days	Fri 9/2/22	Fri 9/16/22	4FS+1 day	
6	DUE DILIGENCE REPORTS & SURVEYS	56 days	Mon 9/19/22	Mon 11/14/22	1FS+2 days	
7	Coordinate 3rd Party Proposals	7 days	Mon 9/19/22	Mon 9/26/22	1FS+3 days	
8	Phase I Environmental Site Assessment	39 days	Thu 9/29/22	Mon 11/7/22	7FS+3 days	
9	Geotechnical Soils Investigation	46 days	Thu 9/29/22	Mon 11/14/22	7FS+3 days	
10	ALTA-Boundary-Topo-Tree Survey	46 days	Thu 9/29/22	Mon 11/14/22	7FS+3 days	
11	ACM Survey	35 days	Thu 9/29/22	Thu 11/3/22	7FS+3 days	
12	DESIGN & PERMITTING	342 days	Tue 11/15/22	Mon 10/23/23	6FS+1 day	
13	Clearwater Pre-Application Meeting	0 days	Tue 11/15/22	Tue 11/15/22	6FS+1 day	
14	SWFWMD Pre-Application Meeting	0 days	Thu 11/17/22	Thu 11/17/22	6FS+3 days	
15	Civil Engineering Design	65 days	Tue 11/15/22	Thu 1/19/23	6FS+1 day	
16	Neighborhood Informational Meeting	0 days	Thu 12/15/22	Thu 12/15/22	15SS+30 days	
17	Clearwater Site Plan Approval	150 days	Fri 1/20/23	Mon 6/19/23	15FS+1 day	
18	SWFWMD Environmental Resource Permit	150 days	Fri 1/20/23	Mon 6/19/23	15FS+1 day	
19	FAA APPROVALS	120 days	Thu 1/19/23	Fri 5/19/23	15	
20	Pinellas County - Utility App Review (Water)	121 days	Fri 1/20/23	Sun 5/21/23	15FS+1 day	
21	Architectural Design - New FBO	74 days	Wed 11/16/22	Fri 5/5/23	13FS+1 day	
22	Clearwater Building Permit Review	120 days	Tue 6/20/23	Wed 10/18/23	17FS+1 day	
23	FDEP/DOH - Water & Sewer Extension Permits	28 days	Tue 6/20/23	Tue 7/18/23	17FS+1 day	
24	City Pre-Construction Meeting	0 days	Mon 10/23/23	Mon 10/23/23	ys,17FS+5 days,22	
25	BIDDING & CONTRACT AWARDING	41 days	Tue 10/24/23	Mon 12/4/23	12FS+1 day	
26	Prepare Bid Package	3 days	Tue 10/24/23	Fri 10/27/23	12FS+1 day	
27	Pre-Bid Meeting	0 days	Mon 10/30/23	Mon 10/30/23	26FS+3 days	
28	GC Bid Preparation	31 days	Mon 10/30/23	Thu 11/30/23	27	
29	Bid Rack Review	4 days	Thu 11/30/23	Mon 12/4/23	28	
30	Award Contract	0 days	Mon 12/4/23	Mon 12/4/23	29	
31	CONSTRUCTION	150 days	Mon 12/11/...	Thu 5/9/24	25FS+7 days	
32	Demolition	15 days	Mon 12/11/23	Tue 12/26/23		
33	Earthwork (Clearing, Import Fill, Grading, Building Pad)	15 days	Thu 12/28/23	Fri 1/12/24	32FS+2 days	
34	FBO Building & Hangers	90 days	Fri 1/12/24	Thu 4/11/24	33	
35	Utility Infrastructure (Water & FM)	40 days	Fri 1/12/24	Wed 2/21/24	33	
36	Stormwater Pond Modification & Drainage Infrastructure	40 days	Fri 1/12/24	Wed 2/21/24	33	
37	On-Site Paving & Concrete	20 days	Wed 2/21/24	Tue 3/12/24	33,35,36	
38	Curb & Striping	12 days	Wed 3/13/24	Mon 3/25/24	37FS+1 day	
39	Testing, As-Built Surveys, Certifications	17 days	Mon 3/25/24	Thu 4/11/24	36,37,38	
40	Landscaping & Irrigation	14 days	Mon 3/25/24	Mon 4/8/24	38	
41	Correct AsBuilt Deficiencies & Punchlist	13 days	Fri 4/12/24	Thu 4/25/24	39FS+1 day	
42	Final Completion & Agency Acceptance	14 days	Thu 4/25/24	Thu 5/9/24	41	

Project: CLEARWATER AIRPARK	Task	Project Summary	Inactive Milestone
	Split	External Tasks	Inactive Milestone
	Milestone	External Milestone	Inactive Summary
	Summary	Inactive Task	Manual Task

3. Project Methodology, Operations and Integration Plan

d. Include a narrative of the Offeror's approach to balancing the intensity of the aviation activity at the airpark with the safety and expectations of the neighborhoods and surrounding the airpark.

Sample Permitting and Construction Schedule



Section 4 References



References



VeriJet Holding Company, LLC
5030 Champion Blvd, PMB 183-G6
Boca Raton, FL 33496

Verijet is an on demand charter operator that has standardized their fleet on the brand new Cirrus Vision Jet. The Cirrus Vision Jet is in a class of its own, it is the most fuel efficient jet in the market, burning only ¼ of the fuel of some of its competitors. FlyUSA has been doing business since they began operations in 2020 and is now Verijet's largest customer. We've found that it is the perfect plane for same day trips within the state of Florida, and its short field capabilities make it a fantastic fit for the Airpark.

Richard Kane, CEO
richard@verijet.com
561-239-7068

3B Aviation

3417 Clarine Way E
Dunedin, FL 34698

3B Aviation is a Tampa Bay based Part 91 airplane management company. 3B currently manages 13 planes in the Tampa Bay Area. Nick Barrows, the CEO of 3B Aviation, is a long-term colleague of both Mike Connor and Barry Shevlin, both of whom have been doing business with 3B since 2014.

Nick uses FlyUSA's on demand charter service when his clients have conflicts or scheduled maintenance with their planes. Nick has expressed interest in moving some of his client's planes to the Airpark upon completion of a new FBO.

Nick Barrows, CEO
3BAviation@gmail.com
727-741-8021

References



Hyde Park Capital
701 N. Franklin St.
Tampa, FL 33602

Hyde Park Capital is one of the most active Investment Banks in the State of Florida. Hyde Park focuses on the middle-market, specializing in mergers and acquisitions and capital raising for public and private companies.

John Hill, co-founder and Senior Managing Director of Hyde Park has completed over \$100 million in capital market transactions with companies run by Barry Shevlin. John Hill is also an investor in and a client of FlyUSA, Inc.

John Hill, Sr. Managing Director
hill@hydeparkcapital.com
813-383-0205



Mark Hamilton is a Project Engineer at Wawa. Paradise Ventures has recently completed 2 development projects with Wawa in the State of Florida, one in Riverview and one in West Palm Beach. Paradise is currently working on another development with them in Central Florida.

Mark A. Hamilton
Wawa, Inc. Real Estate – Project Engineer
Mark.Hamilton@wawa.com
561-445-4405 |

References



Valley Bank (formerly USAmeribank) has been Paradise Ventures primary lender since 2008. Over that period, they have loaned Paradise over \$175mm on a variety of real estate projects.

Joseph V. Chillura

Senior Executive Vice President
Commercial Banking
Valley National Bank®
107 S. Franklin Street - Suite 200
Tampa, FL 33602
(O) 813-610-4000
jchillura@valley.com

Vincent M. Chillura

Commercial Real Estate Division Head
Valley National Bank®
107 S. Franklin Street - Suite 200
Tampa, FL 33602
(O) 813-418-4055 | (C) 813-545-9292
vchillura@valley.com

Section 5 Compensation to the City



Compensation to the City



\$20,000 per month rent*, increasing by **2%** per annum

+

3%
of all Revenue

+

Fuel Flow Surcharge of **15 cents** per gallon

*Rent will increase annually by the higher of 2% or the yearly percent increase in the Finished Goods Producer Price Index – Commodities (PPI-Commodities) To align with the city's request, we are proposing an initial term of 5 years with 5 options to renew for an additional 5 years each.

Airpark Dev Table

Costs were derived by adding approximately 25% to 2020 ALP costs. Keene Road Hangar was removed from plan based on feedback from the City.

ALP Project #	Description	Estimated Cost
21	Install Rotating Beacon	\$110,000.00
9	Expand Transient Aircraft Parking Area	\$157,000.00
10	Rehab Transient Parking Area	\$312,000.00
6	New FBO/Terminal	\$3,000,000.00
7	Expand Vehicle Parking Lot	\$1,086,000.00
15	Rehab Taxiways I & J	\$600,000.00
16	Rehab Bender Apron	\$411,000.00
23	Security Upgrades (Video)	\$50,000.00
22	New Maintenance Shed	\$200,000.00
12	Rehab TBA Hangar Apron	\$360,000.00
11	New Corporate Hangar and Apron	\$2,620,000.00
13	Rehab Row K and Transient Taxilanes	\$540,000.00
14	New T-Hangar Row J	\$1,785,000.00
18	Reconfigure Aircraft Parking Area	\$960,000.00
8	Replace Shade Hangars with Corporate hangars	\$4,500,000.00
17	Rehab T-Hangar Taxilanes	\$1,200,000.00
24	Airfield Lighting Update	\$463,000.00
20	New T-Hangars	\$2,750,000.00
2	Blast Pads	\$500,000.00
4	Avigation Easements Runway 34	\$250,000.00
5	Avigation Easements Runway 16	\$130,000.00
1	Relocate Taxiway A6	\$475,000.00
Total Project Costs		\$22,459,000.00
FlyUSA/Paradise Contribution		\$4,491,800.00

Our Financial Commitment to the project

FlyUSA will contribute up to **\$4.5** million to the project.

We would propose this investment be in the form of pre-paid rent, up to \$1.5 million in each of the first three **5-year** terms of the agreement to fund the city match portion of the ALP.



Compensation to the City



**\$22.5
million**

Value to the
City for
Property
Improvements

**Over \$7
million**

Total cumulative
compensation to
the city during
initial term

**Over \$35
million**

Total cumulative
compensation to
the city if all 5
renewal options
are exercised

Section 6
Other Forms



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)

FlyUSA’s proposal is based on the understanding that FDOT will fund 80% of the project costs. However, we note that in the ALP Master Plan FDOT is only estimated to fund 50% of the FBO project. We would work collaboratively with the City and FDOT to increase FDOT’s contribution to 80% of the FBO cost. In the event FDOT funds only 50% of the FBO cost FlyUSA would adjust its proposal accordingly

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
Addendum 1 dated 7/6/22	BS
Addendum 2 dated 7/13/22	BS
Addendum 3 dated 7/21/22	BS

Vendor Name FlyUSA, Inc.

Date: 7/27/2022

VENDOR INFORMATION

Company Legal/Corporate Name: FlyUSA, Inc.

Doing Business As (if different than above): _____

Address: 13575 58th St N

City: Clearwater State: Florida Zip: 33760

Phone: 727-424-6679 Fax: _____

E-Mail Address: barry@flyusa.com Website: www.flyusa.com

DUNS # 118023963

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: Barry Shevlin

Phone: 727-424-6679

Fax: _____

E-Mail Address: barry@flyusa.com

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

Name: Genevieve Dwyer

Phone: 201-572-1581

Fax: _____

E-Mail Address: genevieve@flyusa.com

Certified Small Business

Certifying Agency: _____

Certified Minority, Woman or Disadvantaged Business Enterprise

Certifying Agency: _____

VENDOR CERTIFICATION OF PROPOSAL

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: FlyUSA, Inc.
Signed by: _____
Signature: *Barry Shevlin*
Printed Name: Barry Shevlin
Title: CEO
Date: 7/25/2022

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.

Barry L. Sherkin
Authorized Signature

Barry L. Sherkin
Printed Name

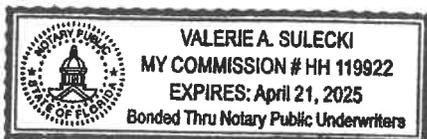
CEO
Title

Fly USA, 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 1 day of August, 2022, by Barry L. Sherkin (name of person whose signature is being notarized) as the CEO (title) of Fly USA, Inc. (name of corporation/entity), personally known or produced (type of identification) as identification, and who did/did not take an oath.



Valerie A. Sulecki
Notary Public
Valerie A. Sulecki
Printed Name

My Commission Expires: 4/21/2025
NOTARY SEAL ABOVE

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:

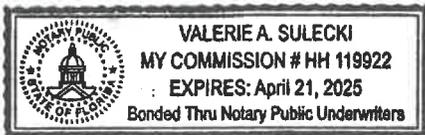
1. The vendor, company, individual, principal, subsidiary, affiliate, or owner is aware of the requirements of section 287.135, Florida Statutes, regarding companies on the Scrutinized Companies that Boycott Israel List, or engaged in a boycott of Israel; and
2. The vendor, company, individual, principal, 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.

Barry L. Shevlin
 Authorized Signature
Barry L. SHEVLIN
 Printed Name
CEO
 Title
FLY USA, 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 1 day of August, 2022, by Barry L. Shevlin (name of person whose signature is being notarized) as the CEO (title) of FLY USA, Inc. (name of corporation/entity), personally known , or produced _____ (type of identification) as identification, and who did/did not take an oath.



Valerie A. Sulecki
 Notary Public
Valerie A. Sulecki
 Printed Name

My Commission Expires: 4/21/2025

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.

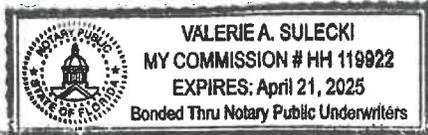
The affiant, by virtue of the signature below, certifies that:

- 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: [Signature]
Printed Name: BARRY L. SHEVLIK
Title: CEO
Name of Entity/Corporation: Fly USA, 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 August, 2022 by Barry L. Shevlik (name of person whose signature is being notarized) as the CEO (title) of Fly USA, Inc. (name of corporation/entity), personally known [X] or produced [] (type of identification) as identification, and who did/did not take an oath.



[Signature]
Notary Public
Printed Name: Valerie A. Sulecki

My Commission Expires:
NOTARY SEAL ABOVE 4/21/2025

Request for Taxpayer Identification Number and Certification

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

▶ Go to 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.
FLY USA, 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) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

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.
13575 58th St. N.

6 City, state, and ZIP code
Clearwater, FL 33760

7 List account number(s) here (optional)

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

8	4	-	4	4	5	7	6	6	0
---	---	---	---	---	---	---	---	---	---

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 the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶  Date ▶ 3/8/22

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.

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.

Thank You

PRIMARY CONTACT

Barry Shevlin
727.424.6679
Barry@FlyUSA.com

