Clearwater Airpark, Inc

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

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

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

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

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

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

Clearwater Blue Skies, Inc

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

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

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

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

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

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

FlyUSA, Inc

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

QUESTIONS / CLARIFICATIONS FOR PRESENTATION:

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

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

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

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