

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

		Demonstrated Experience and Project Personnel (Tab 2)						Project Methodology, Operations and Integration Plan (Tab 3)						References (Tab 4)						Compensation to the City (Tab 5)						TOTAL	RANKING
Respondents		35 points						35 points						10 points						20 points						100	
		JB	EG	PK	MM	DS	AVG	JB	EG	PK	MM	DS	AVG	JB	EG	PK	MM	DS	AVG	JB	EG	PK	MM	DS	AVG	points	
1	Clearwater Airpark Services Inc	11	15	10	10	15	12.20	15	14	18	10	9	13.20	6	6	0	10	4	5.20	7	12	16	10	11	11.20	41.80	<b>4</b>
2	Clearwater Airpark Inc	18	30	30	25	25	25.60	11	28	18	25	14	19.20	8	7	4	10	5	6.80	7	16	14	17	10	12.80	64.40	<b>2</b>
3	Clearwater Blue Skies Inc	18	20	25	20	22	21.00	25	14	25	20	17	20.20	6	5	6	5	5	5.40	7	13	16	10	12	11.60	58.20	<b>3</b>
4	FlyUSA Inc	25	29	35	25	30	28.80	25	32	35	30	30	30.40	7	8	6	10	6	7.40	14	18	20	17	16	17.00	83.60	<b>1</b>

**Committee Members:**

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

JB

Evaluator Name: Allen Brown

	Demonstrated Experience and Project Personnel (Tab 2)	Project Methodology, Operations and Integration Plan (Tab 3)	References (Tab 4)	Compensation to the City (Tab 5)	TOTAL	RANKING
Respondents	35 points	35 points	10 points	20 points	100 points	
1 Clearwater Airpark Services, Inc	11	15	6	7	39	1
2 Clearwater Airpark, Inc	18	11	8	7	44	1

Evaluator Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Evaluator Name: JB

	Demonstrated Experience and Project Personnel (Tab 2)	Project Methodology, Operations and Integration Plan (Tab 3)	References (Tab 4)	Compensation to the City (Tab 5)	TOTAL	RANKING
<b>Respondents</b>	35 points	35 points	10 points	20 points	100 points	
3 Clearwater Blue Skies, Inc	18	25	6	7	56 0	1
4 FlyUSA, Inc	25	25	7	14	71 0	1

Evaluator Signature: \_\_\_\_\_

Date: \_\_\_\_\_

A. Brown

CLW. AIRPARK

- a + OPERATOR LAST 22 YRS
- b OF SAME LAST FRDAY (1/4 RESUMED)
- c + BEEN DOING IT

a. + OFFERED "ISSUES" + "CONCERNS"

a - BUT MOST ITEMS INCLUDE 24-HR?

+ pg 14 #4

+ CHANGES TO HELICOPTOR OPERATIONS  
(VERY F.V.N)

b - DON'T ADDRESS? (SCREENSHOT OF AD)

\* NOT WELL ORGANIZED TO R.I.P.

c - DISCUSS TO ID

d - SORT OF TALK w/ HELICOPTOR'S BUT  
LIMITED ELSEWHERE

✓ + EXTRA Pgs

a \$10K/MONTH ← RISK

b → BUT SHOWS DICS

b 3.1% (EX: 2020, \$1.5M SALES/YR = \$3K/MONTH)

\* c - NO DON'T ADDRESS

~~USED BYES INSTEAD OF TYPE OF LEASE~~

\* SHOW ALP CONTRIBUTION OF \$100K/YR

BUT ALP \$5.3M/COPIES (LOCAL SHARE) = \$266K/YR

T. Young

CLW AIRPORT GWS.

- a. - Value, STAFFING,
- b. - No RESUME? NOT HYS?
- c. - ? No CHANGE?

a. - Value, why NOT AGENCY POSITELY BE VALUABLE?   
 => NO TALK OF CIP?

- + REAGANER RNAV... FAA Part 135
- + MENTIONS CIP FOR LIGHT AIR PORT
- o MENTIONED SOMEWHAT DISCUSSED (ABOUT)
- BUT NOT SALES

c. - Value,  
- SO REPORT DROPPED DURING VALUABLE TIME  
BUT NOW WILL BE DIFFERENT?

d. o/

✓

a. \$30K + TAX ROOM RENTAL  
LESSEE (\$0.15 ± 90,000 GAL ± \$6.25)

- b - UNKNOWN
- c - VALUE
- d - VALUE

A. Brown

# WATERBURY BLUE SKIES

- a. Valuable
- b. ✓  $\rightarrow$  ~~part/plan~~ & APPROVAL
- c. ASE = FSD OPERATOR, TIER 1 - \$

- a + CONSTANT IMPROV. + QUARTERLY NEWSLETTER
- b + EXPLORE ADDITIONAL AVIATION BUSINESSES
  - o PRIVATE FUNDING?
- c + TRANSPARENCY
  - + FUEL?
  - o REVIEW SUBLEASE TO TAMPA GAY AVIATION (RENTAL)
  - o " BROWNSVILLE AVIATION SERV. (MAINT)
- d + CUSTOMER SO KNOWS OF HELICOPTER NISHE ISSUES
  - + COMPLAINT HANDLING

a. \$30K/MONTH \*  
 \$0.10  $\leq$  90K GALL  $\leq$  \$0.20  
 + \$20K FOR LIQ OVER 5 YR  
 TOTAL 5 YR = \$1.97M

- b - Private AVIATION
- c o " " ?
- d  $\rightarrow$

# FLY USA 1

a/b

b + /o PROVIDED FSO!

c + ACTUAL TEAM + ROLES w/ EXP.

K @

b + BUILD STATE OF ART FACILITY

\* + ANCHOR HIGH RISE NORTH (GIVE CORPORATE HANGARS)

VALUE TENANTS

↳ o WHAT ABOUT BEST TENANTS?

c o INCREASE HRS 9-11pm

\* + IMPROVE FACILITIES: LOUNGE, WAIT AREAS, SNACKS, WI-FI

+ STAFF FLEXIBILITY SPECIFIC CORPORATE OFFICE TABLE

o INCLUDE ALL SEEN'S IN REIT

\* + RENTAL CARS

R + IMPROVE AIRPLANE GATE

+ INCREASE TURBO PROP & VLP FLIGHTS

+ LEAD TRANSITION TO GUEST GATEWAY PROJECT

+ POSSIBLE INSTRUMENT APPROVAL

+ EVOLVE FLIGHT SCHOOL ACCESS 7 PM 24

- NO TALK OF NEIGHBOURS

FLY USA

✓ +

2/2

a \$20K / MONTH, \$0.15 / GAL

b + 5% REVENUE

- c. OF \$22M IN CSR (ADDED 25% TO UPDATE)
  - ⇒ How ADDRESS @ FLY USA PAY 20%!
  - ALP HAD ≈ 2/3 STATE, 1/3 LOCAL?
  - o How to CALC TOTALS?

Evaluator Name: Eric Gandy

	Demonstrated Experience and Project Personnel (Tab 2)	Project Methodology, Operations and Integration Plan (Tab 3)	References (Tab 4)	Compensation to the City (Tab 5)	TOTAL	RANKING
Respondents	35 points	35 points	10 points	20 points	100 points	
1 Clearwater Airpark Services, Inc	15	14	6	12	47	4
2 Clearwater Airpark, Inc	30	28	7	14	81	2
3 Clearwater Blue Skies, Inc	20	14	5	13	52	3
4 FlyUSA, Inc	29	32	8	18	87	1

Evaluator Signature: 

Date: 8/11/22

Evaluator Name: PHIL KIRKPATRICK

	Demonstrated Experience and Project Personnel <i>(Tab 2)</i>	Project Methodology, Operations and Integration Plan <i>(Tab 3)</i>	References <i>(Tab 4)</i>	Compensation to the City <i>(Tab 5)</i>	TOTAL	RANKING
Respondents	35 points	35 points	10 points	20 points	100 points	
1 Clearwater Airpark Services, Inc	10	<del>18</del> 18	0	16	44	4
2 Clearwater Airpark, Inc	30	<del>18</del> 18	4 all vendors	14	66	3
3 Clearwater Blue Skies, Inc	25	25	6	16	72	2
4 FlyUSA, Inc	35	35	6	20	96	1

Evaluator Signature: 

Date: 8/11/22

Evaluator Name: MICHAEL S. MACDONALD

	Demonstrated Experience and Project Personnel <i>(Tab 2)</i>	Project Methodology, Operations and Integration Plan <i>(Tab 3)</i>	References <i>(Tab 4)</i>	Compensation to the City <i>(Tab 5)</i>	TOTAL	RANKING
Respondents	35 points	35 points	10 points	20 points	100 points	
1 Clearwater Airpark Services, Inc	10	10	10	10	40	4
2 Clearwater Airpark, Inc	25 <i>Experience</i>	25	10	17	77	2
3 Clearwater Blue Skies, Inc	20	20	5	10	55	3
4 FlyUSA, Inc	25 <i>- like their vision - FBO Experience</i>	30 <i>Detailed Vision</i>	10	17	92	1

Evaluator Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Evaluator Name: DENISE SANDERSON

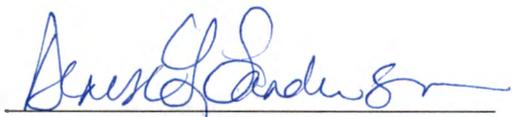
	Demonstrated Experience and Project Personnel (Tab 2)	Project Methodology, Operations and Integration Plan (Tab 3)	References (Tab 4)	Compensation to the City (Tab 5)	TOTAL	RANKING
Respondents	35 points	35 points	10 points	20 points	100 points	
1 Clearwater Airpark Services, Inc	15	9	4	11	<del>34</del> 39	4
2 Clearwater Airpark, Inc	25	14	5	10	54	3
3 Clearwater Blue Skies, Inc	22	17	5	12	56	2
4 FlyUSA, Inc	30	30	6	16	82	1

Evaluator Signature: 

Date: 8/11/22

Evaluator Name: DENISE SANDERSON

	Demonstrated Experience and Project Personnel (Tab 2)	Project Methodology, Operations and Integration Plan (Tab 3)	References (Tab 4)	Compensation to the City (Tab 5)	TOTAL	RANKING
Respondents	35 points	35 points	10 points	20 points	100 points	
1 Clearwater Airpark Services, Inc	No recent FBO experience; quite familiar with current operations	Proposes clean up around the property; extension of runway; parties and meetings with neighborhood to improve relations; offers no proposal for higher value/less intense activities	3 Letters of Support/ Recommendation	\$30,000, 2% escalation (or PPI, whichever is greater), \$.15 Fuel Flowage Fee for 1st 90,000 gal, increasing to \$.25 after. Vague response to options B, C, D. Total compensation is (5 yrs) \$1.8M + FFF (escalation not included).		
2 Clearwater Airpark, Inc	Current FBO operator (22 yrs). David (22 yrs), Barbara (19 yrs), Luis (14 yrs), Vern (4 yrs). Obviously very familiar with operations.	Propose 24-hr operation (against current code), new hangar for Sheriff and BayFlight operations. Reduce Helo operations, obtain flight instrument approval, increase sightseeing tours and aircraft rentals.	Perfect fuel inspection,	low rent, revenue sharing, ALP fund set aside; Total is \$1,343,255 over 5 yrs (2 % escalation; loss protection,		
3 Clearwater Blue Skies, Inc	Terry - experienced entrepreneur and pilot (no FBO experience); Abe has 30 yrs experience (18 as FBO)	Suggests private funding of improvements through long-term lease; utilize Landings; reduce helo operations	Newbold clients/partners (unrelated to airpark operations); FAA examiner, aircraft sales and flight training	\$30,000/mo +2% escalation, \$.10 FFF up to 90,000 gal; \$.20 after; \$20,000 in enhancements. Total is \$1,986,143 (rent, escalation, est FFF)		
4 FlyUSA, Inc	NO FBO experience; proven ability to grow companies; FlyUSA very accelerated growth since founded in 2019. Deep bench of experienced personnel (including development, financing, etc). FBO manager TBD.	Proposes new FBO facility, new 30,000 SF corporate hangar facility; proposes Very Light Jets and turbo props with migration to electric planes; return to flight instrumentation approval. Seems to have a plan to achieve this.	On-Demand charter operator; airplane mgmt company, capital, project engineer and Valley Bank.	\$20,000/mo, 2% or PPI, 3% of all revenues; \$.15 FFF. \$4.5M (in form of prepaid rent) to fund 20% of total CIP. This assumes FDOT will fund 80% (ALP suggests 50%). Willing to renegotiate if FDOT only funding 50%.		

Evaluator Signature: 

Date: 8/11/22