

# August 29, 2022 Board Meeting

Dan McClure Auditorium East  
 6000 Airport Circle Dr  
 Sarasota, FL 34243



August 29, 2022 01:00 PM

Agenda Topic	Presenter	Page
1. Call to Order, Invocation, and Pledge to Flag	Chairman Beruff	
2. Presentation: FDOT Award - 2022 Commercial Service Airport	Fredrick J. Piccolo	
3. Introduction of New Employees	Anita Eldridge	
4. Approval: Minutes of Workshop & Regular Meetings of May 23, 2022	Chairman	3
5. Public Comments - Items on the Agenda	Chairman	
Members of the public who wish to speak on a topic, whether on the agenda or not, are asked to fill out a Citizen's Comment card and present it to the Board Secretary. This is the time for anyone wishing to speak on ANY agenda item, even those that may involve a contract in excess of the \$325,000 threshold amount. A later item on the agenda is set aside for those wishing to speak on items NOT on the agenda.		
6. Items Needing Action	Fredrick J. Piccolo	11
6.1 Public Hearing for Resolution 2022-02 Guidelines for the Use and Rental of General Aviation Facilities (Replacing Resolution 2018-01)		
6.2 Approval: Resolution 2022-02 Guidelines for the Use and Rental of General Aviation Facilities (Replacing Resolution 2018-01)		11
6.3 Approval: Resolution 2022-03 to Congressman Vern Buchanan in Appreciation		15
6.4 Approval: Resolution 2022-04 to Senator Wilton Simpson in Appreciation		16
6.5 Approval: Resolution 2022-05 to Representative Chris Sprowls in Appreciation		17
6.6 Set Public Hearing for Resolution 2022-06 Adoption of Fiscal Year 2023 Budget Establishing Airline Rentals, Fees, and Charges		
7. Presentation: Terminal Expansion Construction Phasing Plan		

8.	Items Needing Action - Over \$325,000 Threshold	FJP	18
	The following item(s) involve a contract in excess of the threshold of \$325,000 and pursuant to Section 332.0075(3)(b) F.S., a reasonable opportunity for public comment must be offered before their approval, award, or ratification.		
8.1	Approval: Guaranteed Maximum Price Proposal for Work Package 1, Escalator Procurement for the Terminal Concourse B Renovations and New Ground Loading Concourse Project		18
9.	Department Reports	FJP	60
9.1	Financial Statements		60
9.2	Investment Portfolio		64
9.3	Finance & Administration		66
9.4	Real Estate Development & Properties		70
9.5	ARFF, Operations & Police		73
9.6	Development/Community Relations & Activity Report		78
9.7	Engineering, Planning & Facilities		83
9.8	Internal Audit & Investment Compliance		87
9.9	Information Technologies		88
10.	Attorney Presentations	C. Dan Bailey	
11.	Old/New Business		
12.	Public Comments - Items Not on the Agenda	Chairman	
	Anyone wishing to speak on items not on the agenda must complete a Citizen's Comment card and present it to the Board Secretary. Comments are limited to five minutes per person. No individual may give their time to another speaker.		
13.	Comments by Commissioners	Chairman	
14.	Adjournment	Chairman	

Proceedings of this public meeting will be digitally recorded. Copies may be purchased from the SMAA executive assistant at 941-359-2770, ext. 4216. Anyone wishing to appeal a decision made by the Airport Authority concerning any matter considered at this public meeting will need a record of the proceedings and must ensure that a verbatim record of the proceedings is made, which includes the testimony and evidence upon which the appeal is based.

## AGENDA ITEM NO. 4



### Minutes for May 23, 2022 Workshop Meeting

05/23/2022 | 11:13 AM - 12:13 PM - Eastern Time (US and Canada)

Dan P McClure Auditorium East

#### Attendees (7)

Commissioners: Carlos Beruff; Jesse Biter; Kristin Incrocci; Robert Spencer;

Staff/Council: Fredrick Piccolo; Dori Guzman; Dan Bailey

#### Absent (2)

Commissioners: Doug Holder; Jeff Jackson

#### Agenda

##### Call to Order

The meeting was called to order at 11:13 a.m.

##### President, Chief Executive Officer's Performance Review

Mr. Piccolo thanked the Board for their kind reviews. The evaluation forms showed the following total ratings in ten categories from the Commissioners:

Carlos Beruff	48
Jesse Biter	50
Doug Holder	50
Kristin Incrocci	49
Jeff Jackson	50
Bob Spencer	50
OVERALL	49.50

##### Discussion: Miscellaneous Matters

Mr. Piccolo shared a PowerPoint with the Board noting recently completed Airport projects:

- fuel farm expanded by three 100,000 tanks, with new building/office space

- new wayfinding signage installed
- expanded security checkpoint from four to six lanes (if needed)
- added 344 additional parking spaces

Ongoing design and construction projects:

- new ground transportation center for public bus, taxi, limo, hotel shuttle, and Uber/Lift/Turo
- west apron expansion for remote/overflow aircraft parking & employee parking lot relocation
- east commercial apron expansion
- new general aviation customs facility
- new observation area, a joint project with Manatee County
- new Park & Ride lot, remote parking, and updated revenue equipment
- new consolidated rental car facility: a single location for rental car cleaning, fueling, maintenance, and storage
- new consolidated baggage handling system
- new paved cell phone lot with restroom facilities and flight information screen
- terminal concourse expansion to include buildout to increase capacity, companion restroom, expanded hold room area, restaurant space, additional escalators, and increased seating
- new ground level boarding terminal to include five new ground boarding gates
- new fixed base operator (Sheltair)

Mr. Piccolo also shared real estate developments, including plans for a Host/Marriott bar in the center of the concourse, the Manatee Technical College, and the Sheltair expansion.

Mr. Piccolo thanked the Board for their continued support and noted his relationship with the SMAA Board is the envy of his colleagues at other airports.

### **Adjournment**

The meeting was adjourned at 12:13 p.m.

**ATTEST:**

**APPROVE:**

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Jesse Biter, Secretary

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Carlos Beruff, Chairman



## **Minutes for May 23, 2022 Board Meeting**

05/23/2022 | 01:00 PM - 01:34 PM

Dan P McClure Auditorium East

### **Attendees (10)**

Commissioners: Carlos Beruff; Jesse Biter; Kristin Incrocci; Robert Spencer

Staff/Council: Fredrick Piccolo; Kent Bontrager; Anita Eldridge; Mark Stuckey; Dori Guzman; Dan Bailey

### **Absent (2)**

Commissioner Holder; Commissioner Jackson

### **Agenda**

#### **Call to Order, Invocation, and Pledge to Flag**

Chairman Beruff called the meeting to order at 1:00 p.m., gave the invocation and let the pledge of allegiance to the flag.

#### **Introduction of New Employees**

Anita Eldridge introduced Jordan McPherson, Firefighter.

#### **Approval: Minutes of Regular Meeting of April 25, 2022**

The Board approved the minutes of the Regular Meeting of April 25, 2022.

#### **Public Comments - Items on the Agenda**

Sharon Hillstrom, President, CEO, Bradenton Area Economic Development Corp (EDC) spoke before the Board in support of the ground lease with the School District of Manatee County, which will provide aircraft maintenance technical training on the Airport. EDC research indicates the aviation industry is expected to grow by 14% over the next five years and aircraft technicians' wages will average \$60,000/year. The EDC appreciates the strong partnership with the Airport and looks forward to the development of the aircraft technical training school.

#### **Recognition: Retired SMAA Fire Chief Bill Quinn**

Retired SMAA Fire Chief Bill Quinn was honored by numerous friends, co-workers, and firefighters from the surrounding communities. Carroll Monneyhan, former Longboat Key Fire Marshal, recognized Mr.

Quinn's service to SMAA from 1980 to 2022, presenting him with keepsakes as a reminder as his time as fire chief. Mr. Monneyhan also presented Mr. Piccolo and incoming fire chief Jason Hackley with a plaque; and presented the Board and Mr. Piccolo with lapel pins, in honor of all firefighters. Additional sentiments were expressed by members of the audience.

### **Update: Ground Based Terminal**

No presentation was given.

### **Items Needing Action**

#### **Item 7.1 Approval: Ground Lease with School District of Manatee County, FL to Provide Aircraft Maintenance Technical Training**

Administration would like to enter into an agreement with the School District of Manatee County, Florida for approximately 2.92 acres to develop aircraft hangars, classrooms, and offices to provide aircraft maintenance technical training.

**MOTION:** Commissioner Spencer motioned to approve the ground lease with the School District of Manatee County, Florida with a proposed initial 30-year lease with four 5-year renewals; initial rental rate of approximately \$0.39/sf, or \$50,000.00 per year, subject to an annual one percent rate adjustment implemented every five years, commencing 36 months following the effective lease date. Commissioner Incrocci seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

### **Items Needing Action - Over \$325,000 Threshold**

#### **Item 8.1 Approval: Purchase of Parking Lot Revenue Equipment**

Administration requests authorization to purchase Parking Access and Revenue Control Systems (PARCS) for new and existing parking lots. This will update current equipment and improve customer service. Additionally, using standard solicitation procedures, allow SMAA President/CEO to execute these purchases, in an amount not to exceed \$1,100,000.00.

**MOTION:** Commissioner Biter motioned to approve the purchase of new parking revenue equipment, in an amount not to exceed \$1,100,000.00; and allow President/CEO to execute these purchases. Commissioner Incrocci seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

#### **Item 8.2 Approval: Selection of Parking Lot Management Company**

Administration requests authorization to approve a contract award for airport parking lot management. In accordance with Airport policy, Request for Proposal P-220005 was noticed, and four firms will be reviewed and ranked by committee. Additionally, administration requests authorization for the President/CEO to execute a contract award with the number one ranked firm.

**MOTION:** Commissioner Spencer motioned to approve to allow the President/CEO to execute a contract award with the number one ranked parking lot management company. Contract will be for five years, with

the option of two one-year extensions. Commissioner Biter seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.3 Approval: Construction Contract Award to Archer Western Construction, LLC for the Baggage Handling System Project**

Administration requests authorization to enter into a construction contract with the low responsive bidder for a new Baggage Handling System, Archer Western Construction, LLC, pending receipt of OTA grant from Transportation Safety Administration, which is anticipated to fund approximately \$23 million of the project. The remaining portion will be funded with a 50/50 grant from FDOT; and the Authority's portion will be repaid through a Passenger Facility Charge (PFC).

**MOTION:** Commissioner Biter motioned to authorize the Chairman to execute a construction contract with Archer Western Construction, LLC, (pending receipt of an OTA grant from TSA) in the amount of \$41,861,000.00 with a 10% contingency for a total budget of \$46,047,100.00 for construction of a new Baggage Handling System. Commissioner Spencer seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.4 Approval: Construction Contract Award to Quality Enterprises USA, Inc for Commercial Apron Expansion Project**

Administration requests authorization to enter into a construction contract with the low responsive bidder for the Commercial Apron Expansion Project, Quality Enterprises, USA, pending receipt of grants from FAA and FDOT. It is anticipated up to 95% of project costs will be funded through these grants.

**MOTION:** Commissioner Spencer motioned to authorize the Chairman to execute a construction contract with Quality Enterprises USA (pending grants from FAA and FDOT) in the amount of \$9,965,082.75 with a 10% contingency for a total budget of \$10,961,591.00 for the Commercial Apron Expansion Project. Commissioner Incrocci seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.5 Approval: Construction Phase Professional Services Contract with E.G. Solutions, Inc. for Commercial Apron Expansion Project**

Administration requests authorization to enter into a construction phase services contract with E.G. Solutions, Inc. to provide construction phase services for the Commercial Apron Expansion Project, to support construction.

**MOTION:** Commissioner Biter motioned to authorize the Chairman to execute a construction phase services contract with E.G. Solutions, Inc in the amount of \$569,369,000 with a 10% contingency for a total budget of \$626,306.00 for the Commercial Apron Expansion Project. Commissioner Spencer seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.6 Approval: Construction Contract Award to Stellar Development, Inc. for Construction of QTA BP1 Cell Phone Lot Project**

Administration requests authorization to enter into a construction contract with the low responsive bidder for the QTA BP1 Cell Phone Lot Project, Stellar Development, Inc. The project will be funded through a Customer Facility Charge (CFC), which is collected by the rental car companies serving the Airport.

**MOTION:** Commissioner Biter motioned to authorize the Chairman to execute a construction contract with Stellar Development, Inc. in an amount up to \$1,803,767.00 with a 10% contingency for a total budget of \$1,984,144.00. Commissioner Incrocci seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.7 Approval: Increase Contract Scope for Construction of BP1 - QTA Cell Lot Project, with Stellar Development, Inc.**

Administration requests the Board authorize the President/CEO to execute a contract change with Stellar Development, Inc. to expand the proposed cell phone lot by an additional 50 spaces and add security fencing, cameras, utilities, and lighting.

**MOTION:** Commissioner Biter motioned to authorize the President/CEO to execute a change contract with Stellar Development, Inc. for the BP1 - QTA Cell Lot Project with a 10% contingency. Commissioner Incrocci seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.8 Approval: Professional Engineering Services Contract with Kimley-Horn and Associates for the West Apron Expansion Project**

In May 2021 the Board selected Kimley-Horn as the number one ranked firm to provide professional engineering services to design, permit, bid, and provide construction phase services for Phase 1 Apron Project. Due to unanticipated growth, it was determined to re-scope this project to design, permit, and bid an expansion to the west commercial apron. This project has received an FDOT grant and is eligible for up to 50% funding.

**MOTION:** Commissioner Spencer motioned to authorize the Chairman to execute a design contract with Kimley-Horn and Associates in the amount of \$630,151.15 with a 10% contingency for an authorized level of \$693,166.00. Commissioner Biter seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.9 Approval: Construction Phase Professional Services Contract with PGAL for Quick Turn-Around Facility Projects (BP1, BP2, and BP3)**

The Consolidated Quick Turn-Around (QTA) Facility will combine the six existing rental car facilities into one facility. The QTA project has been bid in three separate bid packages, with PGAL to provide construction phase services for all three to support the construction. Administration is requesting the Board authorize the SMAA President/CEO to approve the negotiated scope and fee and execute necessary contracts with AID. 100% of funding will be provided through Customer Facility Charges collected by the Airport rental car companies.

**MOTION:** Commissioner Biter motioned to authorize the SMAA President/CEO to execute a construction phase services contract with PGAL for a negotiated amount that is based upon an independent fee estimate performed by an independent consultant with a 10% contingency. Commissioner Incrocci seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.10 Approval: Construction Contract Award to Low Responsive Bidder (TBD) for the QTA BP3 - RV/Boat Storage Project**



Bid Package 3 (BP3) of the QTA project will relocate and improve the RV/Boat Storage Lot. Administration requests the Board authorize the SMAA President/CEO to execute a construction contract with the low responsive bidder for the QTA BP3 RV/Boat Storage Lots, with a 10% contingency.

**MOTION:** Commissioner Biter motioned to authorize the SMAA President/CEO to execute a construction contract with the low responsive bidder for the QTA BP3 RV/Boat Storage Lots, with a 10% contingency. Commissioner Incrocci seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.11 Approval: Increase Contract Scope for the Airport Parking Lot Expansion Project with American Infrastructure Development (AID), Inc.**

In May 2019, the Board approved a contract for professional engineering services with AID, which included design, permitting, bidding, and construction phase services for Long Term Parking, Shade Lot, and Valet areas. Due to unanticipated growth, it is necessary to amend these services to include construction phase services for the construction of the Remote Economy Lot and Park and Ride Lots. Administration is requesting the Board authorize the SMAA President/CEO to approve the and execute the necessary contracts with AID.

**MOTION:** Commissioner Spencer motioned to authorize the SMAA President/CEO to amend the AID contract to include construction phase services for the Remote Economy and Park and Ride Lots for a negotiated amount that is based upon an independent fee estimate, with a 10% contingency. Commissioner Biter seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Item 8.12 Approval: Construction Contract Award to Low Responsive Bidder (TBD) for the Park and Ride Lot Project**

Administration requests authorize the SMAA President/CEO to execute a construction contract for the Park and Ride Lot Project, to include paving approximately 1,000 spaces, drainage improvements, striping, landscape, security fencing, lighting, revenue control, and emergency call boxes.

**MOTION:** Commissioner Biter motioned to authorize the SMAA President/CEO to execute a construction contract with the low responsive bidder for the Park and Ride Lots with a 10% contingency. Commissioner Incrocci seconded. **MOTION PASSED UNANIMOUSLY (4-0).**

**Department Reports**

- 9.1 Financial Statements
- 9.2 Investment Portfolio
- 9.3 Finance & Administration
- 9.4 Real Estate Development & Properties
- 9.5 ARFF, Operations & Police
- 9.6 Development/Community Relations & Activity Report
- 9.7 Engineering, Planning & Facilities
- 9.8 Internal Audit & Investment Compliance
- 9.9 Information Technologies

**Old/New Business**

There was no old/new business.

**Public Comments - Items Not on the Agenda**

There were no public comments regarding items not on the agenda.

**Comments by Commissioners**

There were no comments by the commissioners.

**Adjournment**

The meeting was adjourned at 1:34 p.m.

**ATTEST:**

**APPROVE:**

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Jesse Biter, Secretary

\_\_\_\_\_  
Carlos Beruff, Chairman

DRAFT

## AGENDA ITEM NO. 6.2

**SARASOTA MANATEE AIRPORT AUTHORITY  
AUGUST 29, 2022, REGULAR MEETING  
STAFF NARRATIVE**

**REQUEST FOR APPROVAL  
REPLACE RESOLUTION NO. 2018-01 WITH RESOLUTION NO. 2022-02  
GUIDELINES FOR USE AND RENTAL OF GENERAL AVIATION FACILITIES**

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**EXECUTIVE SUMMARY:** Requesting approval to replace Resolution No. 2018-01 with Resolution 2022-02, Guidelines for Use and Rental of General Aviation Facilities, concerning Policies and Fees related to T-Hangar Waiting Lists and T-Hangar Co-Tenancies.

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**NARRATIVE:** The Authority owns and controls 158 T-Hangars at the Airport that it leases on a first come first serve basis. The demand for T-Hangars routinely exceeds the Authority's inventory of available hangars. As a result, the Authority maintains a waiting lists for T-Hangars. Resolution 2022-02, Paragraph 5, as proposed, codifies the Authority's policies, procedures and fees required for individuals to be placed on a waiting list. Resolution 2022-02's proposed language regarding the waiting list reads as follows: *"The Authority shall maintain waiting lists of interested parties wanting to lease T-Hangers from the Authority. Management shall have discretion to reject any applicant who has previously demonstrated a disregard for compliance with the Airport's Rules and Regulations. A fee shall be assessed for each name added to the waiting list. The Authority shall periodically review the fee assessed and may adjust the fee as it deems necessary."*

Due to the demand for T-Hangars, the Authority prohibits the sublease of T-Hangars. However, the Authority permits co-tenancies of T-Hangars on a seasonal basis to maximize the use of available T-Hangars. Resolution 2022-02, Paragraph 7, as proposed, codifies the Authority's policies, procedures and fees governing co-tenancies. Resolution 2022-02's proposed language regarding co-tenancy reads as follows: *"Co-tenancy of T-Hangars may be permitted, provided that each co-tenant signs a rental agreement with the Authority and is named as an "additionally insured" on each insurance policy required by the agreement. The co-tenant's aircraft may be hangered for a cumulative period not to exceed six (6) months in any twelve (12) month period. The co-tenant Lessee, aircraft owner, aircraft registered entity, and named insured on each insurance policy shall all be under the same entity name. Co-tenancy of T-Hangars shall be limited to one co-tenant per 12-month period. Co-tenancy leases shall be assessed a one-time fee at the commencement of each co-tenancy. The Authority shall periodically review the fee assessed and may adjust the fee as it deems necessary."*

All other revisions to Resolution 2018-01 are grammatical and brings the document up to date. A copy of proposed Resolution 2022-02 is attached for reference.

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**RECOMMENDATION:** It is hereby recommended that the Sarasota Manatee Airport Authority Board approve to replace Resolution No. 2018-01 with Resolution 2022-02, Guidelines for Use and Rental of General Aviation Facilities, as presented.

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**ATTACHMENT:** Proposed Resolution 2022-02.

**RESOLUTION NO. 2022-02**

**RESOLUTION OF THE SARASOTA MANATEE AIRPORT AUTHORITY**

**GUIDELINES FOR USE AND RENTAL OF GENERAL AVIATION FACILITIES**

**WHEREAS**, the Sarasota Manatee Airport Authority (hereinafter the "Authority"), is a body politic and corporate created by Chapter 2003-309, Laws of Florida, and is the owner and operator of the Sarasota Bradenton International Airport (hereinafter called "Airport"); and

**WHEREAS**, the Authority is authorized and empowered to lease Airport facilities and to fix rates, and collect fees, for the use of any Airport facilities; and

**WHEREAS**, the Authority presently leases land to three fixed base operators (FBO's) parcels of Airport land, on which they provide pilot facilities, fueling, and maintenance services, as well as hangar and tie-down space in accordance with the terms and conditions of their leases and the FBO Minimum Standards for Aeronautical Activities; and

**WHEREAS**, the Authority also owns certain lands, which are not under the FBO leaseholds, on which the Authority has developed general aviation facilities consisting of aircraft hangars leased to individual, non-commercial tenants; and

**WHEREAS**, the Authority desires by this resolution to update and amend certain guidelines regulating Authority-owned aircraft hangar facilities on lands not presently under lease to FBO's as set forth in this Resolution.

**NOW, THEREFORE, BE IT RESOLVED:**

Resolution No. 2018-01 is hereby replaced in its entirety by the following:

1. Term. Hangar tenancies shall be on a month to month basis.
2. Use. Authority owned hangars shall be used for the storage of the tenant's aircraft and its routine maintenance and service. The Authority follows the FAA Policy on the Non-Aeronautical Use of Airport Hangars dated June 15, 2016, which is included in these guidelines by reference. The FAA Policy allows the following uses: 1) storage of active aircraft, 2) final assembly of aircraft under construction, 3) non-commercial construction of amateur-built or kit-built aircraft, 4) maintenance, repair, or refurbishment of aircraft, but not the indefinite storage of nonoperational aircraft and, 5) storage of equipment, workbenches, tools, and materials used in the servicing, maintenance, repair or outfitting of aircraft. Provided the hangar is used primarily for aircraft storage, non-aeronautical items may be stored provided they do not interfere with the aircraft storage.

Beyond the use restrictions contained in the referenced FAA Policy, the Authority applies these additional use restrictions: 1) no maintenance or servicing of aircraft by non-FBO third parties for compensation shall be permitted within the leased premises, 2) only individual, non-commercial Tenants may lease Authority-owned hangars; however, non-FBO commercial aviation Tenants may lease units in Hangars J-7 and J-8 only, to store their commercial aviation use aircraft, but those aircraft must be operated from a FBO ramp when in commercial use.

3. Maintenance. General maintenance of hangar structures shall be performed by the Authority at the Authority's expense. Tenants shall be held responsible for any costs incurred by the Authority for maintenance resulting from the tenant's negligence or abuse of said premises.

4. Rental Rates. The Authority shall periodically review rental rates charged for hangar units and adjust as necessary within its Budget Resolution effective October 1 of each year.

5. T-Hangar Waiting Lists. The Authority shall maintain waiting lists of interested parties wanting to lease T-Hangers from the Authority. Management shall have discretion to reject any applicant who has previously demonstrated a disregard for compliance with the Airport's Rules and Regulations. A fee shall be assessed for each name added to the waiting list. The Authority shall periodically review the fee assessed and may adjust the fee as it deems necessary.

6. Assignments and Subletting. Tenants shall not assign or sublet their spaces or hangars without the prior written consent of the Authority.

7. Co-Tenancy. Co-tenancy of T-Hangars may be permitted, provided that each co-tenant signs a rental agreement with the Authority and is named as an "additionally insured" on each insurance policy required by the agreement. The co-tenant's aircraft may be hangered for a cumulative period not to exceed six (6) months in any twelve (12) month period. The co-tenant Lessee, aircraft owner, aircraft registered entity, and named insured on each insurance policy shall all be under the same entity name. Co-tenancy of T-Hangars shall be limited to one co-tenant per 12-month period. Co-tenancy leases shall be assessed a one-time fee at the commencement of each co-tenancy. The Authority shall periodically review the fee assessed and may adjust the fee as it deems necessary.

8. Insurance. Tenants shall carry at their expense Aircraft Liability insurance including Premises coverage during the term of their lease, with terms and company satisfactory to Authority, for limits of not less than \$1,000,000 per occurrence for Bodily Injury or Property Damage Liability. The Authority, its officers, agents, and employees shall be named as additional insured. As to any policy to be carried by tenants, said policy shall provide that the Authority and the tenant shall be given a minimum of 30 days written notice by the insurance company prior to cancellation, non-renewal or material change in such insurance. The tenant shall provide the Authority with copies of the policies or certificates evidencing that such insurance is in full force and effect and stating the terms thereof.

9. Indemnification. Tenant shall agree to indemnify and hold harmless the Authority and its agents from and against any and all loss, damage, claim, demand, liability, or expense by reason of any damage or injury to persons (including loss of life) or property which may arise or be claimed to have arisen as a result of or in connection with, or in any way related to the tenant's ownership, maintenance, and use of tenant's aircraft or the tenant's occupancy or use of the premises, whether or not occurring or resulting in damage or injury within the premises. This obligation to indemnify shall include reasonable legal and investigation costs and all other reasonable costs, expenses and liabilities from the first notice that any claim or demand is to be made or may be made. This indemnification shall survive the termination of the lease agreement for any event occurring during this lease term. This indemnification shall not extend to the liability of the Authority for their own negligent acts arising out of the tenant's ownership, maintenance and use of tenant's aircraft or the tenant's occupancy or use of the premises.

10. Non-application to FBO's. This resolution shall neither apply to nor regulate the development, use, or rentals for those general aviation facilities on Airport-owned lands which are presently under lease to FBO's.

11. Supplemental Regulation. This resolution shall be supplemental to other Airport rules and regulations relating to general aviation.

12. Severability. The provisions of this resolution are severable, and if any of its provisions shall be held invalid by any court of competent jurisdiction, the decision of such court shall not affect or impair any of the remaining provisions.

**SARASOTA MANATEE AIRPORT AUTHORITY**

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

Name: \_\_\_\_\_

Title: \_\_\_\_\_

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

**ATTEST:**

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

Name: \_\_\_\_\_

Title: \_\_\_\_\_

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

# Agenda Item No. 6.3

## RESOLUTION NO. 2022-03

### RESOLUTION OF THE SARASOTA MANATEE AIRPORT AUTHORITY

**WHEREAS**, Congressman Vern Buchanan has served as the representative of the 16<sup>th</sup> and 13<sup>th</sup> Congressional Districts of the United States House of Representatives since 2007; and

**WHEREAS**, Congressman Buchanan serves on the House Ways and Means Committee; and

**WHEREAS**, the Sarasota Manatee Airport Authority is a body politic and corporate authorized by Chapter 2003-309, Laws of Florida, as amended, to operate airport facilities within either or both Sarasota and Manatee Counties; and

**WHEREAS**, the Sarasota Manatee Airport Authority operates the Sarasota Bradenton International Airport ("the Airport") in Sarasota and Manatee Counties; and

**WHEREAS**, the Airport has become the fastest growing airport in the United States and must undertake significant expansion projects to handle the increased passenger demand safely and efficiently; and

**WHEREAS**, Congressman Buchanan has supported air traffic, security, and capital improvement projects during his entire tenure; and

**WHEREAS**, Congressman Buchanan has communicated his support over the years to the appropriate federal agencies which has resulted in several capital improvement grants to the airport;

**THEREFORE, BE IT RESOLVED AND CONFIRMED THAT:**

The Sarasota Manatee Airport Authority would like to express its sincere appreciation for Congressman Buchanan's assistance, its high degree of admiration for his counsel, and its continued desire to work with the Congressman for the betterment of aviation throughout the State and at the Sarasota Bradenton International Airport.

**August 29, 2022**

**SARASOTA MANATEE AIRPORT AUTHORITY**

\_\_\_\_\_  
**Carlos Beruff, Chairman**

\_\_\_\_\_  
**Jesse Biter, Secretary**



**RESOLUTION NO. 2022-04**

**RESOLUTION OF THE SARASOTA MANATEE AIRPORT AUTHORITY**

**WHEREAS**, Senator Wilton Simpson has served as the Senator of the 10<sup>th</sup> District and 18<sup>th</sup> District of the Florida Senate since 2012; and

**WHEREAS**, Senator Simpson was elected President of the Florida Senate in 2020 and led that chamber for two years; and

**WHEREAS**, the Sarasota Manatee Airport Authority is a body politic and corporate authorized by Chapter 2003-309, Laws of Florida, as amended, to operate airport facilities within either or both Sarasota and Manatee Counties; and

**WHEREAS**, the Sarasota Manatee Airport Authority operates the Sarasota Bradenton International Airport ("the Airport") in Sarasota and Manatee Counties; and

**WHEREAS**, the Airport has become the fastest growing airport in the United States and must undertake significant expansion projects to handle the increased passenger demand safely and efficiently; and

**WHEREAS**, the Florida Legislature provides significant assistance to all Florida commercial airports through capital improvement grants; and

**WHEREAS**, President Simpson recognized the significant and urgent need to address the infrastructure challenges created by such unprecedented passenger growth and fully supported an appropriation request that resulted in a \$21,500,000 capital grant to the Sarasota Bradenton International Airport to construct a five-gate terminal addition and improve the baggage screening system.

**THEREFORE, BE IT RESOLVED AND CONFIRMED THAT:**

The Sarasota Manatee Airport Authority wants to express its sincere appreciation for President Simpson's assistance, its high degree of admiration for his counsel, and its continued desire to work with him in the future for the betterment of aviation throughout the State and at the Sarasota Bradenton International Airport.

**August 29, 2022**

**SARASOTA MANATEE AIRPORT AUTHORITY**

\_\_\_\_\_  
**Carlos Beruff, Chairman**

\_\_\_\_\_  
**Jesse Biter, Secretary**





**RESOLUTION NO. 2022-05**

**RESOLUTION OF THE SARASOTA MANATEE AIRPORT AUTHORITY**

**WHEREAS**, Representative Chris Sprowls has served as the representative of the 65<sup>th</sup> District of the Florida House of Representatives since 2014; and

**WHEREAS**, Representative Sprowls was elected Speaker of the Florida House of Representatives in 2020 and led that chamber for two years; and

**WHEREAS**, the Sarasota Manatee Airport Authority is a body politic and corporate authorized by Chapter 2003-309, Laws of Florida, as amended, to operate airport facilities within either or both Sarasota and Manatee Counties; and

**WHEREAS**, the Sarasota Manatee Airport Authority operates the Sarasota Bradenton International Airport ("the Airport") in Sarasota and Manatee Counties; and

**WHEREAS**, the Airport has become the fastest growing airport in the United States and must undertake significant expansion projects to handle the increased passenger demand safely and efficiently; and

**WHEREAS**, the Florida Legislature provides significant assistance to all Florida commercial airports through capital improvement grants; and

**WHEREAS**, Speaker Sprowls recognized the significant and urgent need to address the infrastructure challenges created by such unprecedented passenger growth and fully supported an appropriation request that resulted in a \$21,500,000 capital grant to the Sarasota Bradenton International Airport to construct a five-gate terminal addition and improve the baggage screening system.

**THEREFORE, BE IT RESOLVED AND CONFIRMED THAT:**

The Sarasota Manatee Airport Authority wants to express its sincere appreciation for Speaker Sprowls' assistance, its high degree of admiration for his counsel, and its continued desire to work with him in the future for the betterment of aviation throughout the State and at the Sarasota Bradenton International Airport.

**AUGUST 29, 2022**

**SARASOTA MANATEE AIRPORT AUTHORITY**

\_\_\_\_\_  
**Carlos Beruff, Chairman**

\_\_\_\_\_  
**Jesse Biter, Secretary**



## **AGENDA ITEM NO. 8.1**

**SARASOTA MANATEE AIRPORT AUTHORITY  
AUGUST 29, 2022 MEETING  
STAFF NARRATIVE**

**REQUEST FOR APPROVAL: GUARANTEED MAXIMUM PRICE PROPOSAL FOR WORK PACKAGE 1,  
ESCALATOR PROCUREMENT FOR THE TERMINAL CONCOURSE B RENOVATIONS AND NEW GROUND  
LOADING CONCOURSE PROJECT**

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**EXECUTIVE SUMMARY:** The Board approved a contract with DeAngelis Diamond – Magnum Builders (DDM) as the number one ranked firm to provide Construction Manager at Risk services for the Terminal Concourse B Renovations and the new Ground Loading Concourse Project. The fee for pre-construction services was negotiated in the amount of \$398,388.00. It is anticipated that multiple early release packages with Guaranteed Maximum Prices (GMP) for construction will be presented in the upcoming Board meetings. This GMP for Work Package 1 is the first of the release packages and will procure the escalator equipment needed for the replacement of the two (2) escalators with four (4) new ones in the existing terminal.

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**NARRATIVE:** With the significant increases in airline traffic, an expansion of the terminal is required to maintain good level of service for passengers. To expedite construction, the Board selected DDM as the Construction Manager at Risk to construct a Terminal Concourse B expansion and construct a new Ground Loading Concourse. The Concourse B Expansion project will include various upgrades and renovations to the existing concourse. The project's key goals are to expand the existing holdroom capacity, expand and/or increase concession areas, improve efficiency of the arrival/departure gate areas, install an additional ingress/egress escalator system, and evaluate and upgrade power and utilities. The new Ground Loading Concourse will construct a new ground loading concourse with a minimum of five (5) additional gates at the east side of the terminal. It is anticipated that this project will be constructed through several GMP packages to accelerate the construction schedule.

The Work Package 1 GMP includes procurement of the escalator equipment to replace the existing ticket wing and baggage wing escalators. The replacement of the escalator equipment will add an additional up escalator and down escalator to provide redundancy. DDM solicited bids from four (4) escalator manufacturing companies. The following four bids were received prior to the close of the bidding process:

- 1. Kone                    \$837,704.00 (bid determined to be nonresponsive)
- 2. Mitsubishi            \$1,553,013.00
- 3. Otis                    No Bid
- 4. Schindler              \$1,424,872.00

Gresham Smith (GS) along with their escalator subconsultant Lerch Bates reviewed each bid and found Schindler to be the low responsive bid. GS and staff recommend approval of the GMP Work Package 1 - Escalator Procurement for \$1,424,872.00 with an additional \$139,365.00 for DDM's construction management bonds, fees, and insurance for a total of \$1,564,237.00.

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**RECOMMENDATION:** It is hereby recommended that the Sarasota Manatee Airport Authority authorize the Chairman to execute a CMAR GMP Amendment with DeAngelis Diamond – Magnum Builders in the amount of \$1,564,237.00 with a 10% contingency providing an authorized level of \$1,720,661.00. Staff also requests authorization to prepare all documents necessary to implement this action.

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**ATTACHMENTS:**            Proposals received, fee breakdown  
   Letters of review and recommendation  
   Attorney's letter of review and concurrence



August 22, 2022

John S. Wright, RA, ID, CDT, PX, BI  
Sr. Project Manager  
Engineering, Planning & Facilities  
Sarasota Manatee Airport Authority  
6000 Airport Circle  
Sarasota, FL 34243-2105

RE: Sarasota Bradenton International Airport  
SRQ Terminal Expansion  
WP1-A Escalator Procurement

Dear Mr. Wright:

Lerch Bates Inc. has completed review of the bids received on June 10, 2022 for the referenced project. The Bid Tabulation is attached.

To briefly summarize, bids were received from Schindler Elevator, Mitsubishi Electric, and Kone Elevator. Kone Elevator submitted the apparent low bid of \$837,704, Schindler Elevator was second at \$1,337,500, and Mitsubishi Electric was the highest at \$1,553,013.

All three bids included various exceptions to the specification, some took exception to the existing layout dimensions. Kone Elevator was non-responsive to follow-up requests for clarification, as detailed in the attached email from DeAngelis Diamond. Kone declined to confirm whether their equipment would fit within the critical existing conditions and whether an intermediate support would be included. Mitsubishi Electric was more responsive than Kone Elevator, however they required a ten year maintenance contract, were unable to provide the specified stainless steel floorplates, and most importantly their equipment would not fit within the existing conditions shown on the plans, which is unacceptable.

Schindler Elevator has submitted a been responsive to follow-up inquires. Their escalator equipment meets the specification requirements and fits within the existing dimensions shown on the contract drawings. In addition they meet the Buy American requirements, and their lead-times are acceptable. Schindler Elevator has been the most responsible bidder, and in that event, Lerch Bates recommends award to Schindler Elevator.

Sincerely,  
Lerch Bates

A handwritten signature in black ink that reads 'Dan Cook'.

Dan Cook  
Consultant





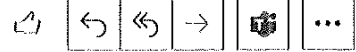
RE: Kone Interaction



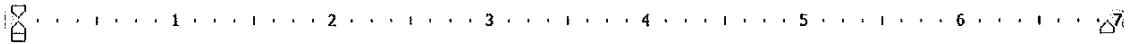
Melissa McBride <melissa.mcbride@deangelisdiamond.co

To John Wright

Cc Scott Beck



7/26/2022



John:

Multiple follow ups were done with all three bidders including the resolution of the 100fpm vs. 70fpm, the Liftnet system vs. capability components, sequencing of escalators, overtime hours, maintenance fee beyond the first 12 months and the important issue with dimensions of the escalator fitting within the existing conditions and providing sufficient clearance.

KONE was difficult to communicate with as it took 5-10 days (each time) to get even a partial response on any communications and subject matters mentioned above, some of which still weren't addressed. It took weeks to get a response on the maintenance fee which was not submitted with their bid. Although it has since been determined that the 100fpm equipment is acceptable, they had not put forth any effort to accommodate the 70fpm subject matter. It was unable to be confirmed if their equipment would fit within existing conditions and provide the proper clearance to the soffits as they were not willing to share even preliminary drawings for review. They did not include the intermediate support attachment and were not willing to revise their pricing and scope to do so. All in all, I didn't have the comfort level that they truly understood the requirements of the work nor did they go above and beyond to sort out any of the major items discovered after bids were received. I think the design team and Lerch Bates would concur.

Sincerely,

Melissa McBride 

Melissa McBride, CPE, LEED AP | Preconstruction Manager



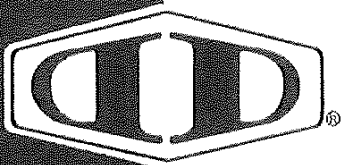
DEANGELIS DIAMOND











July 26, 2022

Mr. Kent Bontrager, P.E  
Sr. Vice President  
Engineering, Planning & Facilities  
Sarasota Manatee Airport Authority  
6000 Airport Circle  
Sarasota, FL 34243-2105

RE: Sarasota Airport Terminal Expansion  
WP1a Escalator Procurement  
**RECOMMENDATION OF AWARD**

Mr. Bontrager,

DeAngelis Diamond Construction completed our review of the bids received on June 10, 2022, for the referenced project. The Bid Tabulation of sealed bids received on bid day and our Bid Leveling sheets summarizing our review of the bids submitted by each bidder are attached.

We solicited proposals from four (4) prequalified manufacturers and received three (3) proposals. Proposals were reviewed and qualified by analyzing pricing, scope, qualifications, bid form, and scope checklist. Site visits were also conducted, and multiple correspondence was held via email and telephone conversations. In addition to price and qualifications, an analysis was performed on each company's ability to meet the schedule. Based on our post-bid evaluation efforts, we recommend awarding the escalator bid package to Schindler. Below is a summary of our efforts:

**Otis Elevator** was invited to bid, but declined to provide a proposal.

**Schindler Elevator** submitted a competitive proposal and fully understood the scope of work necessary to complete the project. They continually worked with the design team and construction management team via multiple emails, phone conversations and virtual meetings to present solutions and pricing options for extraordinary features required by the specifications and existing dimension conditions.

**Mitsubishi** submitted the highest price bid and contained the most qualifications of items that could not be met with their equipment. Ultimately, their bid did not meet the requirements.

**KONE** had difficulty qualifying several requirements of the project. Their team demonstrated a lack of urgency to respond, provided partial responses to our requests,

Naples, FL  
239.594.1994

Fort Myers, FL  
239.594.1994

Sarasota, FL  
941.952.3846

Orlando, FL  
407.949.7440

Birmingham, AL  
205.977.7798

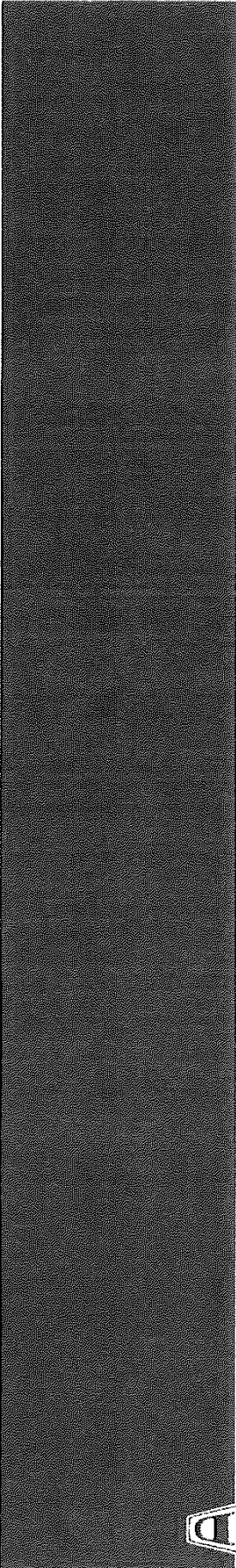
Nashville, TN  
615.922.3995

Detroit, MI  
248.513.6112

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build

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and only answered some of our questions. As a result, it was challenging to qualify their proposal and ensure they fully understood the requirements of the project.

DeAngelis Diamond is pleased to be of continuing construction management services on this project. Please contact us if there are any questions.

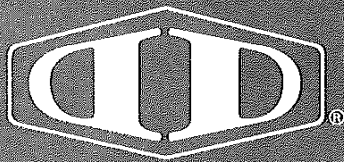
Sincerely,

Scott Beck, Division Manager

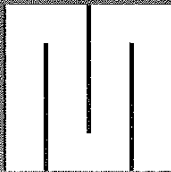
ENCLOSURES: Bid Tabulation





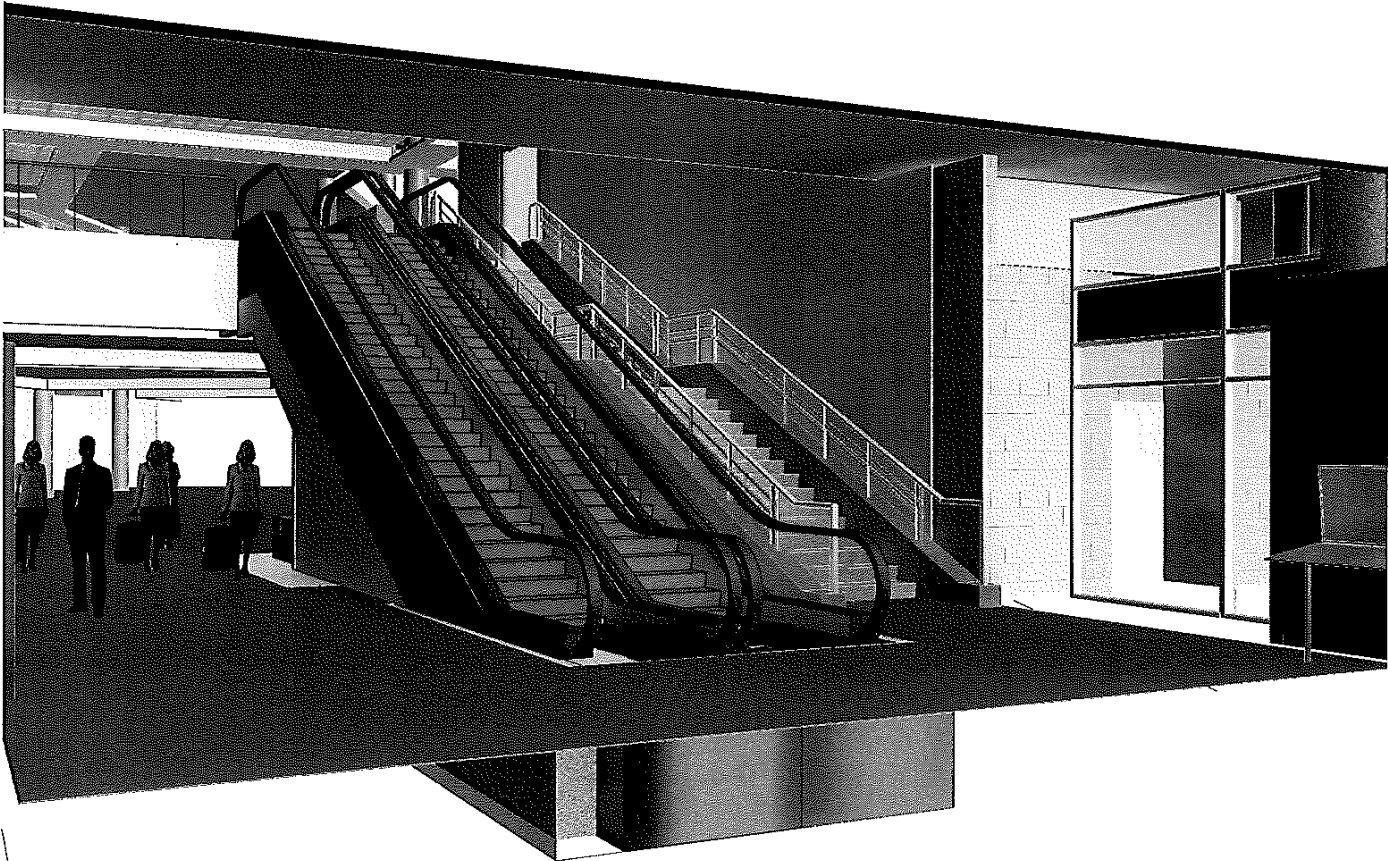


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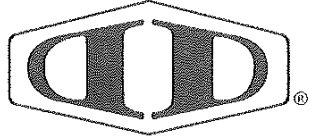


MAGNUM BUILDERS

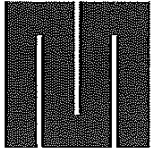
**WP1-a Escalator Procurement  
GMP Proposal  
7/26/22**







DEANGELIS DIAMOND



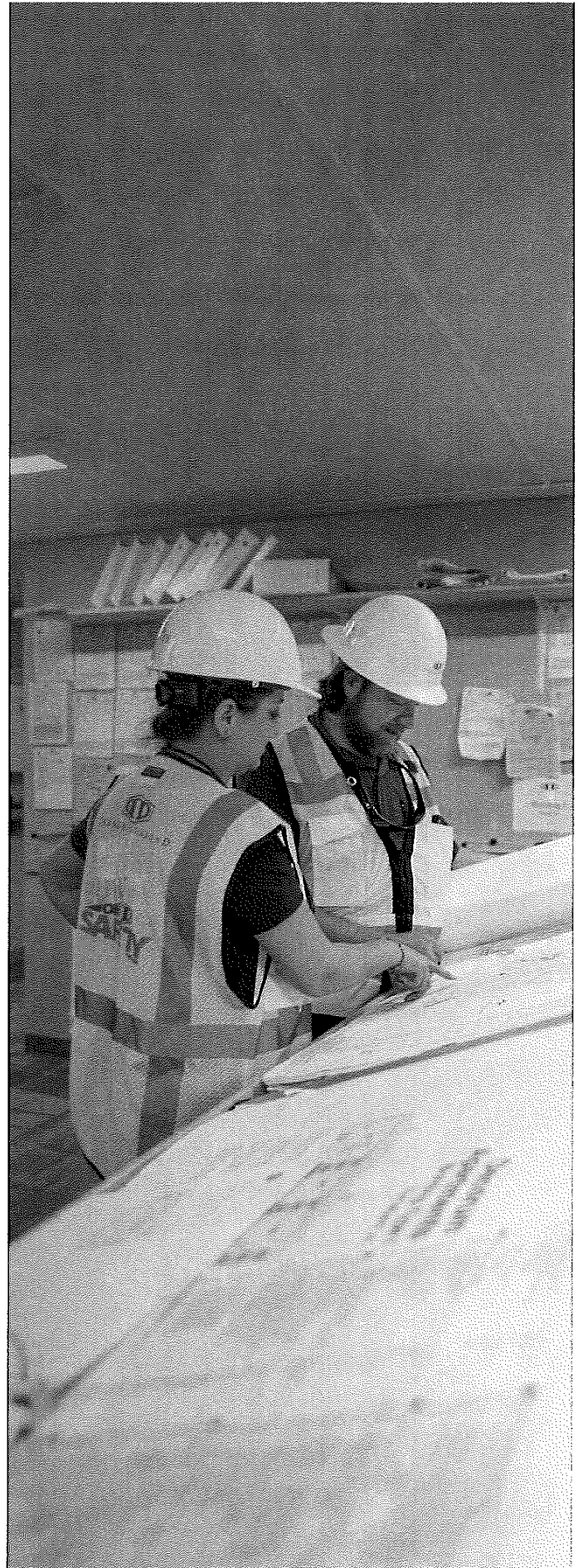
**MAGNUM**  
BUILDERS

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## TABLE OF CONTENTS

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1. Executive Summary
2. Estimate Summary
3. Estimate Detail
4. Assumptions & Clarifications
5. Plans and Specifications Log



**ONE**



**1. EXECUTIVE SUMMARY**



DEANGELIS DIAMOND



MAGNUM BUILDERS

July 26, 2021

Mr. Kent Bontrager  
Mr. John Wright  
Sarasota Manatee Airport Authority  
6000 Airport Circle  
Sarasota, FL 34243

RE: SRQ Terminal Expansion  
WP1-a Escalator Procurement GMP

Gentlemen:

We are pleased to provide our GMP budget proposal for the procurement only of (4) escalators at the Sarasota Bradenton International Airport and as part of the SRQ Terminal Expansion project.

Guaranteed Maximum Price      \$1,564,237.00

The attached documentation represents our comprehensive analysis of the bid documents and subcontractor bids received.

We sincerely appreciate the opportunity to work with your team on this iconic project. Please feel free to contact us with any comments and/or questions you may have concerning the attached information. We look forward to reviewing this estimate in detail with you and your team at your convenience.

Sincerely,

Melissa McBride, Preconstruction Manager  
DeAngelis Diamond Construction in partnership with Magnum Builders

cc:  
Matt Wilson, Gresham Smith Partners  
Miguel Martin, MLM Martin  
Dan Cook, Lerch Bates  
Scott Beck, DeAngelis Diamond  
Bryan Trtan, DeAngelis Diamond  
Mike Baltzer, Magnum Builders  
Clint Riley, Magnum Builders

Naples, FL  
239.594.1994

Fort Myers, FL  
239.594.1994

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941.952.3846

Orlando, FL  
407.367.3173

Birmingham, AL  
205.977.7198

Nashville, TN  
615.922.3995

Detroit, MI  
248.313.6112

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**TWO**



**2. ESTIMATE SUMMARY**





**SECTION #2**  
**ESTIMATE SUMMARY**  
 WP1-a Escalator Procurement

<b>WP1-A ESCALATOR PROCUREMENT GMP-ESTIMATE SUMMARY R1</b>			
<b>CODE</b>	<b>DESCRIPTION</b>	<b>Current Estimate Total</b>	<b>Current Estimate \$/SF</b>
14.01	Conveying Systems	\$ 1,424,872	\$ 813.28
<b>DIRECT WORK SUBTOTAL</b>		<b>\$ 1,424,872</b>	<b>\$ 813.28</b>
	Indeterminable Cost Estimate	\$ 42,746	\$ 24.40
	Construction Manager Insurance	\$ 13,296	\$ 7.59
	Construction Manager Fee (4.75%)	\$ 67,681	\$ 38.63
	Construction Manager P & P Bond (1%)	\$ 15,642	\$ 8.93
<b>TOTAL COST</b>		<b>\$ 1,564,237</b>	<b>\$ 892.83</b>

**THREE**



**3. ESTIMATE DETAIL**



**SECTION #3**  
**ESTIMATE DETAIL**  
 WP1-a Escalator Procurement

**Spreadsheet Report**

AVI 60.71.02 22-07-13 SRQ Escalator Procurement GMP

Page 1

8/22/2022 2:17 PM

Phase	Description	Takeoff Quantity	Sub Amount	Total Cost/Unit	Total Amount
	<b>Conveying Equipment</b>				
14.30.10	<b>Escalators and Moving Walks</b>				
	Escalators	4.00 ea	1,367,312	341,828.00 /ea	1,367,312
	<b>Labor</b>				
49.40.22	<b>Labor 3</b>				
	Escalator OT work	128.00 mhrs	47,360	370.00 /mhrs	47,360
49.40.23	<b>Labor 4</b>				
	Mobilization	2.00 each	7,000	3,500.00 /each	7,000
49.40.24	<b>Labor 5</b>				
	Storage	2.00 mth	3,200	1,600.00 /mth	3,200



**SECTION #3**  
**ESTIMATE DETAIL**  
 WP1-a Escalator Procurement

**Spreadsheet Report**

Page 2A

AVI 60.71.02 22-07-13 SRQ Escalator Procurement GMP

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**Estimate Totals**

Description	Rate	Amount	Totals	Cost per Unit
Labor				
Material				
Subcontract		1,424,872		356,218.000 /EA
Equipment				
Other				
		<u>1,424,872</u>	<u>1,424,872</u>	<u>356,218.000 /EA</u>
Indeterminable Cost Estimate	3.000 %	42,746		10,686.540 /EA
FEE	4.750 %	<u>67,681</u>		<u>16,920.355 /EA</u>
		<u>110,427</u>	<u>1,535,299</u>	<u>383,824.750 /EA</u>
Bond Rate	1.000 %	15,642		3,910.595 /EA
Liability Insurance	0.850 %	<u>13,296</u>		<u>3,324.005 /EA</u>
		<u>28,938</u>	<u>1,564,237</u>	<u>391,059.250 /EA</u>
<b>Total</b>			<b>1,564,237</b>	<b>391,059.250 /EA</b>



**FOUR**

**4. ASSUMPTIONS & CLARIFICATIONS**



**SECTION #4**  
**ASSUMPTIONS & CLARIFICATIONS**  
 WP1-a Escalator Procurement

The following are assumptions and clarifications that have been made in our proposal based on Procurement Documents for WP-1a, Escalator [Equipment] Procurement, issued for procurement with plans and specifications prepared by Gresham Smith and dated 04-22-22 and indexed in Section 05 of this proposal. No cost or time has been accounted for in the estimate to address any items identified as “excluded”. Changes to the following will result in a modification to the estimate and may require revisions to the project schedule.

**GENERAL CLARIFICATIONS**

1. This proposal expires August 8, 2022.
2. This proposal is for the equipment procurement only for (4) escalators. All CM supervision, work package general requirements, including disposal of existing escalators, and all other enabling work is **excluded**. These items will be included in WP1-b Escalator Enabling Work.
3. This GMP is based upon mutually agreeable contract terms and conditions.
4. This GMP is based upon SMAA accepting SEC (Schindler Elevator Corp) terms and conditions and per their proposal attached herein.
5. Our recommendation of award is to Schindler Elevator Company. These clarifications are based upon Schindler equipment. Our recommendation is based upon the following:
  - a. Can meet Build America/Buy America
  - b. Understands the scope of work, phasing and logistics with some final minor details to be sorted out with the CM
  - c. Competitive shop drawing preparation duration and provided preliminary drawings for review in advance of formal submittal
  - d. Most responsive in scope and proposal clarifications
  - e. Experience with similar airport projects
  - f. Competitive monthly maintenance cost (to be contracted by SMAA directly)
  - g. Included intermediate support attachment
  - h. Meets insurance requirements
  - i. Parts depots including Sarasota location

**DIVISION 14 CONVEYING SYSTEMS**

1. Disassembling and disposal of (2) escalators are included.
2. (2) Mobilizations are included by Schindler, 1 for east escalators and 1 for west escalators.
3. Monthly maintenance cost of \$2,500 for the (4) escalators following the 12-month maintenance, included with the procurement of escalators, is **excluded** and presented separately to SMAA. The maintenance contract is to be for a minimum of 5 years and contain an escalation clause.
4. Escalator equipment to be manufactured per plans, specifications and standard equipment shop drawings from manufacturer with the following exceptions:
  - a. Escalator speed shall be fixed at 100fpm
  - b. Material and labor is included for a working Liftnet system for (4) new escalators. See alternates to provide compatibility provisions only for future LiftNet system.
  - c. Balustrade and skirt lighting are included; however, SEC does not offer a key switch for operation.
  - d. Key-operated switches for directional control and key-operated starter switches installed standard designed locations.
  - e. Plexiglass barriers on the decking are included. Specifications call for glass barriers, which are not offered.
  - f. In regard to section 2.7.C.1, SEC includes standard 3/8” (10mm) clear tempered balustrade glass.



**SECTION #4**  
**ASSUMPTIONS & CLARIFICATIONS**  
 WP1-a Escalator Procurement

- g. Schindler will provide their standard submittal package from engineering. An external PE review and stamp is excluded. See alternates for FL PE stamp.
  - h. The regenerative drive and Eco Premium Feature (sleep mode) required by code (Energy Conservation Act and A17.3 Ed. 2020) are included and forces our product to need extensions. Please review the specification summary sheet in this proposal for pit and top requirements as they differ from the bid drawings.
  - i. Schindler’s Ultra UV2.0 for handrail sanitization is included. See alternates for UV Pro.
  - j. Truss cladding is not included by Schindler. Cladding to be included by others and in WP1-b Escalator Enabling work.
  - k. Schindler is unable to meet DBE, MBE or WBE goals.
5. Payment terms to manufacturer are as follows:
- Engineering & Site Management -50% of contract (payable prior to material order being placed). Includes submittal package, legal review of the contract, administrative tasks, permits and insurance.
  - Material - 95% of the balance in monthly progress payments based upon work in place and material produced
  - Installation – Balance for each unit completed within 30 days on completion on that unit hereunder
  - Retainage shall be held on invoices as per subcontract agreement terms
6. Schindler manufactures and installs its own equipment, therefore, the states does not allow them eligible for a tax credit or incentive.
7. Overtime hours necessary to unload and set in place the new escalators and for final inspections is included. All other work included as normal day time working hours.
8. The intermediate support attachment is included by SEC. The actual intermediate support (column) is by others.
9. Schindler equipment proposed is 20 9300AE Type 20.
10. All work to be completed by end of December 2023 or subject to pricing change for Schindler labor rates.
11. Manufacturer drawings to be coordinated with enabling work including pit dimensions.
12. Assumes for single point of connection for 3-phase electrical and controls at the top pit, one connection for 110v for sump pump and pit light in bottom pit.
13. Truss cladding cannot exceed 10 lbs/square foot. Schindler to provide hat channel to attach cladding.
14. Embeds, structural design of embeds and structural design of intermediate support column are **excluded** and by Others.
15. This work package is unable to meet DBE, MBE or WBE goals. Every effort will be made on future work packages to acquire the overall project goal.
16. (2) additional mobilizations.
17. Overtime work necessary to complete the installation. 128 manhours @ \$370/manhour.
18. Offsite storage of equipment for up to (2) months in the event equipment arrives prior to jobsite being ready to receive.



**SECTION #4**  
**ASSUMPTIONS & CLARIFICATIONS**  
 WP1-a Escalator Procurement

**ALTERNATES**

1. **DEDUCT (\$21,035.00)** to provide Liftnet compatibility provisions only at (4) escalators to connect to a future Liftnet system at a later date. This alternate includes the material provisions (PC and server not included) and labor to connect a new Liftnet system.
2. **ADD \$22,142.00** to upgrade to UV 2.0 Pro handrail sanitization at (4) escalators. This alternate includes two UV 2.0 sanitizations units one both sides, instead of one in the UV 2.0. This means the handrail is exposed to the UV for a longer period of time which means cleaner handrails for the public.
3. **ADD \$24,356.00** to include submittal package stamped by Florida state licensed Professional Engineer for (4) escalators. Please allow an additional 2-3 weeks for submittal package.

**UNIT RATES-ESCALATOR MANUFACTURER**

- |   |   |
|---|---|
| 1. Per manhour, straight time                     | \$185/per manhour                                 |
| 2. Per manhour, overtime                          | \$370/per manhour                                 |
| 3. Operator time                                  | \$3,500 per day (8 straight time hours)           |
| 4. Storage (no prorate)                           | \$1,600 per month                                 |
| 5. Remobilization                                 | \$3,500 per occurrence                            |
| 6. Failed Inspection by Others (not by Schindler) | \$3,500 per each failed inspection (normal hours) |

**OWNER FURNISHED ITEMS / EXCLUSIONS**

To further clarify the scope above, the following items are **excluded** or are by Owner. This is not intended to be a complete listing of owner costs.

1. Builders Risk Insurance, deductibles and buy-down policies
2. Monthly maintenance cost for the (4) escalators following the first 12-months maintenance which is included with the procurement of escalators. The maintenance contract is to be for a minimum of 5 years and contain an escalation clause.





SRQ Escalator Replacement



July 26, 2022

Submitted by:

Danielle Duval  
danielle.duval@schindler.com

**Schindler Elevator Corporation**  
 5833 BARRY RD  
 TAMPA FL 33634-3020



## Proposal

Danielle Duval  
 Phone +1813-313-1955

July 26, 2022

**Customer Information**  
 DeAngelis Diamond  
 2601 Cattlemen Rd  
 Sarasota, FL 34232

**Project Information**  
 SRQ Escalator Replacement  
 6000 Airport Cir  
 Sarasota, FL 34243

**Offer #:302712585**

Melissa McBride:

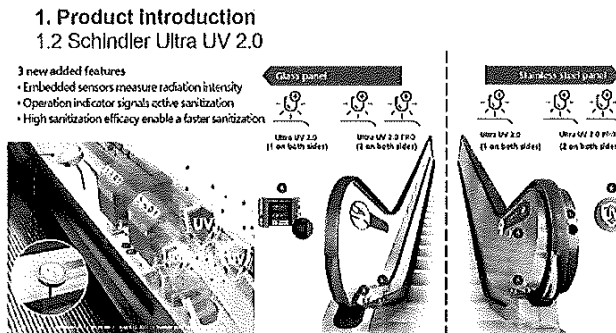
Schindler Elevator Corporation is pleased to submit our proposal to furnish and install in the referenced building, our products for the sum of One million three hundred thirty thousand five hundred and 00/100 USD (\$1,337,500.00) inclusive of taxes.

**Project Summary:**

Qty	Product	Rise	Speed	Step width
2	9300-20	15 ft 7.323 in	100 fpm	40"
2	9300-20	15 ft 7.323 in	100 fpm	40"

**Value Engineering Alternates:**

- 1) Provide Liftnet provisions only, deduct \$19,000 from base bid. This alternate includes the material provisions (PC and server not included) and labor to connect a new Liftnet system at a later date.
- 2) Upgrade to UV 2.0 Pro handrail sanitization, added \$5,000 per unit. This alternate includes two UV 2.0 sanitizations units one both sides, instead of one in the UV 2.0. This means the handrail is exposed to the UV for a longer period of time which means cleaner handrails for the public.



- 3) Include submittal package stamped by Florida state licensed Professional Engineer, add \$5,500 per unit. Please allow an additional 2-3 weeks for submittal package.

Schindler Elevator Corporation  
5833 BARRY RD  
TAMPA FL 33634-3020



**Project Specific Qualifications and Clarifications:**

- 1) Pricing is based on available plans (dated 4/22/2022 Add 01 and 02) and specifications at time of proposal. Please refer to included specification page for included components. Minimum requirements and dimensions in attached proposal and specification must be met for installation of this product.
  - a. A new LiftNet system is included in the proposal. Includes material and labor for a working Liftnet system for these 4 units.
  - b. Balustrade and skirt lighting is included. However, SEC does not offer a key switch for operation.
  - c. Key-operated switches for directional control and key-operated starter switches installed standard designed locations.
  - d. Plexi-glass barriers on the decking are included. The specifications calls for glass barriers, which is not offered.
  - e. In regard to Section 2.7.C.1, this proposal includes SEC standard 3/8 inch (10 mm) for the balustrade glass.
  - f. Schindler will provide their standard submittal package from engineering. An external PE review and stamp will not be provided.
  - g. The regenerative drive and Eco Premium Feature (sleep mode) required by code (Energy Conservation Act and A17.3 Ed. 2020) are included and forces our product to need extensions. Please review the specification summary sheet in this proposal for pit and top requirements as they differ from the bid drawings.
  - h. This proposal includes Schindler's Ultra UV 2.0 for handrail sanitization.
  - i. Per email dated 7/25/2022 the speed will be 100fpm with no variable speed switch.
  
- 2) This proposal includes one mobilization for each side (East and West) to demolish (with use of a deck crane) and remove the existing escalator. Unloading and setting of the new escalators to be completed during overtime hours.
  
- 3) This proposal includes hoisting and rigging for setting the new escalators with deck cranes and includes a mobilization for each escalator. Schindler will remove the existing West (down) escalator and set both new escalators on the West to complete installation. Once installed, inspected, and final acceptance is complete one escalator will run in the up direction and the other in the down direction. Schindler will mobilize to remove the existing East (up) escalator, then set and install both new escalators on the East.
  
- 4) Price is based on material cost and labor rates for project completion by the end of December 28, 2023.
  
- 5) Any schedules and/or lead times are subject to change based upon permitted and safe access to the site; the availability of items such as personal protective equipment; labor and material for Schindler and its suppliers and subcontractors, as a result of shutdowns and interruptions caused by the response to the Covid-19 outbreak.
  
- 6) Anticipated Lead Times may fluctuate at the time of award due to factory volume.
 

a) Submittal Package	4 weeks
b) Manufacturing	24 weeks (upon receipt of executed contract, approved submittals, 1 <sup>st</sup> payment, site readiness)
c) Installation	5 weeks per unit (upon verification of job site readiness and manpower mobilization)
d) Adjusting	1 week per unit (after pre-inspection checklist is completed)

Please note that the above lead times may not be contiguous.
  
- 7) Please note our required hoistway dimensions and power data on the attached Spec Summary Sheet.
  
- 8) Price includes 12 months of New Product Service (NPS) which includes 24 Hour callback coverage.
  
- 9) No costs for cutting, patching, core-drilling, fire stopping of penetrations, or similar related work are included in this proposal

**Schindler Elevator Corporation**  
 5833 BARRY RD  
 TAMPA FL 33634-3020



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- 10) This proposal includes one final inspection per unit by the elevator code authority per escalator during overtime working hours. If the inspection fails due to the sole responsibility of Schindler, we shall incur the cost for the reinspection with the elevator code authority. Should the failure be due to work by others, you will be responsible for the costs of the reinspection. All other testing requirements will be provided for an additional fee at our normal billing rates. During the final inspection, it is required to have a fire-life safety representative present, at no additional cost to us. Reinspection fee is shown in the table below.
- 11) Demolishing the existing escalators and installation of the new escalators will be completed during normal working hours.
- 12) Sidewalk or street closure permits are not included in our bid. We have assumed adequate ingress/egress into the building with rollable access and an adequate staging area adjacent or with 50' of the elevator shaft.

**ADDITIONAL FEES – PER ELEVATOR**

Description	Additional Fees
Hourly cost per man	\$185 per man hour, straight time \$370 per man hour, overtime
Operator Time	\$3,500 per day (8 straight time hours)
Storage	\$1,600 per month per unit (no prorate)
Remobilization	\$3,500 per occurrence
Failed Inspection by Others (not by Schindler)	\$3,500 per each failed inspection (normal working hours) \$7,000 per each failed inspection (overtime hours)

**Schindler Elevator Corporation**  
5833 BARRY RD  
TAMPA FL 33634-3020



The price is based on the tentative scheduled dates in the table above. Delivery dates and Completion Dates are subject to change depending on approval package receipt and job site readiness dates. In the event of any change to the applicable code, after the date of this proposal that may affect this installation, you agree to pay Schindler any additional costs and provide the necessary extension of time to comply with the code change.

**Contract Requirements:**

This proposal is based on furnishing our standard equipment as defined by the specification summary, in accordance with our attached standard terms and conditions. This proposal will become part of our agreement with you for this work.

We will require receipt of this fully executed proposal, including any attached amendments, final approved drawings, along with payment for pre-production and engineering costs equal to 50% of the above price prior to the release of the equipment for fabrication.

You may indicate your acceptance of our proposal by signing below and returning this document to me. Upon execution this will become the final contract and will be binding to all parties.

Attached terms and conditions are fully incorporated.

Please note our proposal is valid until August 15, 2022.

Respectfully submitted,

Danielle Duval

ACKNOWLEDGED AND ACCEPTED BY

For: DeAngelis Diamond

**Schindler Elevator Corporation**

By:

By: \_\_\_\_\_

signature

Title: \_\_\_\_\_

print name

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

Title:

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

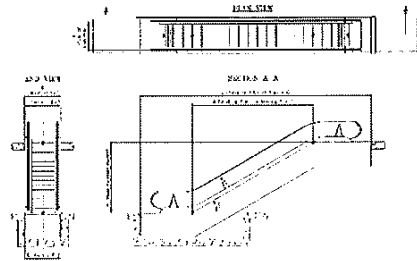
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 5833 BARRY RD  
 TAMPA FL 33634-3020



<b>Item 100-200</b>	
<b>Project Name</b>	SRQ Escalator Replacement
<b>Configuration</b>	
<b>Product</b>	9300
<b>Rise</b>	15 ft 7.323 in
<b>Application</b>	Indoor
<b>Arrangement</b>	Parallel Adjacent – Right Side 01-Left Side 02
<b>Incline</b>	30 °
<b>Nominal Width</b>	48" (Step-40"/1000 mm)
<b>Step Run Bottom</b>	3 Horizontal Steps (M)
<b>Step Run Top</b>	3 Horizontal Steps (M)
<b>Speed</b>	100 FPM
<b>Main Power Supply</b>	480 V 60 Hz
<b>Delivery Mode</b>	2 Piece
<b>Balustrade Design</b>	Design E - Slim Profile
<b>Balustrade Height</b>	Standard (N) 2' 11 7/16" (900 mm)
<b>Balustrade Profile Material</b>	Stainless Steel #4
<b>Balustrade Panel Color</b>	Clear Glass
<b>Balustrade Panel Joints</b>	Optical
<b>Balustrade Panel Material</b>	Glass
<b>Skirt Material</b>	Stainless Steel #4
<b>Skirt Color</b>	Clear Anti-Friction
<b>Inner Decking Material</b>	Stainless Steel #4
<b>Outer Decking Material</b>	Stainless Steel #4
<b>Horizontal Installation Dimension - Top Common Decking</b>	Extended Included

**Layout Dimensions**

H (Floor to Floor Height)	15 ft 7.323 in
A (Working Point to Working Point)	27 ft 0.456 in
L (Edge of Supports)	46 ft 11.62 in
C (Handrail Outer Distance)	4 ft 3 in
D (Width of Escalator)	4 ft 11.25 in
E (Width of Pit)	10 ft 1.125 in
R1 (Top Support Reaction)	9.44 Kips
R2 (Bottom Support Reaction)	7.42 Kips
R3 (Intermediate Support Reaction)	13.94 Kips
R4 (Intermediate Support Reaction)	0 Kips



**Electrical /Mechanical/Outdoor/Truss Options**

<b>Top Truss Deviation</b>	1 ft 4.45 in
<b>Number of Intermediate Supports</b>	1
<b>Oil Drain Channels</b>	Included
<b>Additional Top Key Switch</b>	Included
<b>Handrail Color</b>	Black (handrail with fabric lining and steel cord reinforcement, factory-spliced closed loops)
<b>Handrail Entry Design</b>	"Cap" for Design - E/F
<b>Combplate Logo</b>	Omitted

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 5833 BARRY RD  
 TAMPA FL 33634-3020



**Cladding/Safety/Maintenance Options**

Fastening Element Lateral Cladding By Others	Sheetrock
Fastening Element Soffit Cladding By Others	Sheetrock
Step Color	Black Tread Ground ADA
Yellow Step Inserts	Included
Hardened Tempered Strength Step Chain	Included
Step Chain Sealed Rollers	Included
Combfinger Color	Yellow
Mechanical Blocking Device	Included
Corrosion Protection Truss	Primed
Lubrication	Down Draft
Digital Display	Included
Safety Brake	Included

**Miscellaneous**

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New Product Service	12 months 24 hours callback
Warranty	12 months

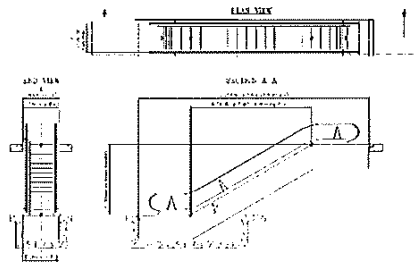
**Schindler Elevator Corporation**  
 5833 BARRY RD  
 TAMPA FL 33634-3020



<b>Item 300-400</b>	
<b>Project Name</b>	SRQ Escalator Replacement
<b>Configuration</b>	
<b>Product</b>	9300
<b>Rise</b>	15 ft 7.323 in
<b>Application</b>	Indoor
<b>Arrangement</b>	Parallel Adjacent - Right Side 03 -Left Side 04
<b>Incline</b>	30 °
<b>Nominal Width</b>	48" (Step-40"/1000 mm)
<b>Step Run Bottom</b>	3 Horizontal Steps (M)
<b>Step Run Top</b>	3 Horizontal Steps (M)
<b>Speed</b>	100 FPM
<b>Main Power Supply</b>	480 V 60 Hz
<b>Delivery Mode</b>	2 Piece
<b>Balustrade Design</b>	Design E - Slim Profile
<b>Balustrade Height</b>	Standard (N) 2' 11 7/16" (900 mm)
<b>Balustrade Profile Material</b>	Stainless Steel #4
<b>Balustrade Panel Color</b>	Clear Glass
<b>Balustrade Panel Joints</b>	Optical
<b>Balustrade Panel Material</b>	Glass
<b>Skirt Material</b>	Stainless Steel #4
<b>Skirt Color</b>	Clear Anti-Friction
<b>Inner Decking Material</b>	Stainless Steel #4
<b>Outer Decking Material</b>	Stainless Steel #4
<b>Horizontal Installation Dimension - Top</b>	Extended

**Layout Dimensions**

H (Floor to Floor Height)	15 ft 7.323 in
A (Working Point to Working Point)	27 ft 0.456 in
L (Edge of Supports)	46 ft 7.17 in
C (Handrail Outer Distance)	4 ft 3 in
D (Width of Escalator)	4 ft 11.25 in
E (Width of Pit)	10 ft 1.125 in
R1 (Top Support Reaction)	10.34 Kips
R2 (Bottom Support Reaction)	5.4 Kips
R3 (Intermediate Support Reaction)	15.06 Kips
R4 (Intermediate Support Reaction)	0 Kips



**Electrical /Mechanical/Outdoor/Truss Options**

Top Truss Deviation	1 ft 0 in
Number of Intermediate Supports	1
Oil Drain Channels	Included
Additional Top Key Switch	Included
Handrail Color	Black (handrail with fabric lining and steel cord reinforcement, factory-spliced closed loops)
Handrail Entry Design	"Cap" for Design - E/F
Complate Logo	Omitted



**Schindler Elevator Corporation**  
 5833 BARRY RD  
 TAMPA FL 33634-3020



**Cladding/Safety/Maintenance Options**

Fastening Element Lateral Cladding By Others	Sheetrock
Fastening Element Soffit Cladding By Others	Sheetrock
Step Color	Black Tread Ground ADA
Yellow Step Inserts	Included
Hardened Tempered Strength Step Chain	Included
Step Chain Sealed Rollers	Included
Combfinger Color	Yellow
Mechanical Blocking Device	Included
Corrosion Protection Truss	Primed
Lubrication	Down Draft
Digital Display	Included
Safety Brake	Included

**Miscellaneous**

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New Product Service	12 months 24 hours callback
Warranty	12 months

**Schindler Elevator Corporation**  
5833 BARRY RD  
TAMPA FL 33634-3020



**TERMS AND CONDITIONS**

**This Proposal is made subject to the following conditions:**

- 1 A mutually agreeable form of contract (fully executed before a manufacturing date can be established in our factory) which includes the following provisions.
- 2 Our indemnity obligation will be limited to the extent of our negligence.
- 3 We will not be liable in any event for direct damages in excess of the amount of our Subcontract, whether in contract or in tort, nor in any event for special, indirect, consequential or liquidated damages of default or delay.
- 4 The purchaser agrees to accept in satisfaction of insurance requirements for the project a standard Schindler Certificate of Insurance with "per occurrence" limits not to exceed \$2 million. Schindler will not name additional insureds.
- 5 Schindler will participate as an insured in an OCIP/CCIP (Owner's / Contractor's Insurance Program), provided it is at no cost to Schindler, and under such circumstances we will provide additional insured coverage for offsite operations and auto liability only.
- 6 Partial waivers of lien for payments received by Schindler will be issued on a mutually agreeable form if the Purchaser so requests in writing. Schindler shall issue a full waiver of lien on a mutually agreeable form after the receipt of all monies to which it is entitled under this Agreement if the Purchaser so requests in writing.
- 7 Payment of the subcontract price will be made as follows:  
50% of the subcontract price upon receipt of initial invoice;  
95% of the balance in monthly progress payments based upon work in place and material produced.  
Balance for each unit completed within 30 days on completion on that unit hereunder.  
All invoices, including final invoice are payable within 30 days of application. Payment of the initial invoice is a condition precedent to the scheduling of manufacture of materials. Payment of first progress invoice is a condition precedent to scheduling of on-site work. Payment of not less than 95% of the subcontract price, inclusive of all change orders is a condition precedent to scheduling elevator inspections. Change orders will be invoiced immediately upon execution and payable per standard 30 day terms. Notwithstanding anything to the contrary in the Agreement or the other contract documents, payment to you by Owner or any other source will not be a condition precedent to payment to us of any amounts due hereunder.
- 8 Work shall be performed by Schindler during regular working hours on regular working days, and overtime by Schindler will be compensated at Schindler's standard rates. Overtime is included for unloading and setting the new escalators and for final inspections only.
- 9 You will have the hoistway/wellway in a safe and proper condition and in conformance to the dimensions contained in the final approval drawings.
- 10 Should storage be required, Schindler will store your equipment in a bonded 3rd party storage facility for you at a cost of \$1,200 per month per equipment and will release equipment upon the site meeting the conditions of our prestart checklist. A formal change notice must be processed for all storage fees prior to delivery to the project site. You agree to pay any other increase in cost resulting from delays in construction.
- 11 Satisfactory reference as to credit must be furnished including bank and bonding company references.
- 12 You agree to pay, as an addition to the price stated herein, the amount of any federal excise tax, state and local sales, use or transaction tax, or increase of any tax, or similar charges based upon the sale, use, ownership or possession of materials and/or equipment imposed by any law enacted after the date of this proposal, or imposed upon you by any existing law. In the event of legislative change to the applicable tax rates, including but not limited sales tax, use tax, excise tax, privilege tax, transaction tax and similar charges, Supplier reserves the right to adjust the contract price accordingly.
- 13 In the event the customer claims an exemption from sales and/or use tax the customer shall provide a valid executed exemption certificate.
- 14 In the event you claim an exemption which Supplier accepts in good faith and it is later determined by a taxing authority that such exemption does not apply, Schindler reserves the right to adjust the contract price to reflect the change.
- 15 Customer shall pay any penalty, interest, additional tax, or other charge that may be levied or assessed as a result of the delay or failure, caused by the Customer, to pay any tax or file any return or information required by law, rule or regulation or by this Agreement to be paid or filed by Supplier.
- 16 If either Party is audited by a taxing authority or other governmental entity in connection with taxes under this Taxes Section, the other Party shall reasonably cooperate with the Party being audited in order to respond to any audit inquiries in an appropriate and timely manner, so that the audit and any resulting controversy may be resolved expeditiously.
- 17 In the event of governmental changes to applicable tariffs, Schindler reserves the rights to adjust the contract price accordingly to account for all additional cost impacts.
- 18 If the work for the above project does not proceed for any reason, we will be paid for costs incurred plus a reasonable mark-up for overhead and profit.

Project Name: SRQ Escalator Replacement  
Project ID: 811907607

Date: 07/26/2022  
Offer: 302712585

Opportunity ID: 202713918  
Schindler Elevator Corporation

Page 10/15

Schindler Elevator Corporation  
5833 BARRY RD  
TAMPA FL 33634-3020



- 19 Any proprietary material, information, data or devices contained in the equipment or work provided hereunder, or any component or feature thereof, remains our property. This includes, but is not limited to, any tools, devices, manuals, software, modems, source/ access/ object codes, passwords. In the event Schindler's maintenance obligation is terminated, the Schindler Ahead features ("SA") (if applicable) will be deactivated and Schindler reserves the right to remove the Schindler Ahead hardware. If Schindler is no longer the maintenance provider, Customer is responsible for obtaining alternative telephone service for the elevator phones.
- 20 Should latent or concealed conditions be encountered in the performance of the work below the surface of the ground or should concealed or unknown conditions in an existing structure be at variance with the conditions indicated by the Purchaser, or should unknown physical conditions below the surface of the ground or should concealed or unknown conditions in an existing structure of an unusual nature differing materially from those ordinarily encountered and generally recognized as inherent in the work of the character provided for in this contract be encountered the contract price and time shall be equitably adjusted by change order upon claim by either party made within 20 days after the first observance of the conditions.
- 21 Neither party shall be responsible for any loss, damage, detention or delay caused by labor trouble or disputes, strikes, lockouts, fire, explosion, theft, lightning, wind storm, earthquake, floods, epidemics, pandemics, storms, riot, civil commotion, malicious mischief, embargoes, shortages of materials or workmen, unavailability of material from usual sources, government priorities or requests or demands of the National Defense Program, civil or military authority, war, insurrection, failure to act on the part of either party's suppliers or subcontractors, orders or instructions of any federal, state, or municipal government or any department or agency thereof, acts of God, or by any other cause beyond the reasonable control of either party. Dates for the performance or completion of the work shall be extended by such delay of time as may be reasonably necessary to compensate for the delay.
- 22 Risk of loss of materials and equipment shall pass to Purchaser upon delivery of materials to the site. Title to materials and equipment shall pass to Purchaser upon payment by Purchaser to Schindler.
- 23 The amount set forth in Article 2 of the section titled "Project Specific Qualifications and Clarifications" of the Agreement is based upon Schindler's work being performed during regular working hours of regular working days, except where overtime is included for unloading, setting, and inspecting the escalators. Purchaser may require overtime subject to Schindler's ability to comply, and Schindler shall be compensated for such work at its standard billing rates. Changes in the scope of work must be agreed upon in writing and the schedule and contract amount adjusted accordingly.
- 24 Notwithstanding anything to the contrary set forth herein, Schindler warrants that the work supplied hereunder will comply with the specifications and that there will be no defects in materials and workmanship for one year after completion of the work or acceptance thereof by beneficial use, whichever is earlier. The equipment furnished and installed under our Agreement requires maintenance service, such as periodic examinations, lubrication and adjustment by competent mechanics, specially trained to service said equipment. Our guarantee is not intended to take the place of this normal servicing of the equipment and it is not to be construed that we will provide maintenance service of this type, without charge, except as may be provided in our contract, or that we will correct, without charge, breakage, maladjustment or other issues arising out of maintenance provided by others. Schindler's sole duty under the warranty is to correct the nonconformance or defect at Schindler's expense within a reasonable time after the receipt of notice. The express warranties contained herein are in lieu of all other warranties, express or implied, including any warranties of merchantability or fitness for a particular purpose, purchaser's remedies hereunder are exclusive.
- 25 If either party shall default in the performance of its obligations hereunder, the nondefaulting party may send written notice reasonably describing the default. If the defaulting party does not commence to take reasonable steps to cure the default, within 10 days of the date of such notice, the nondefaulting party may terminate upon 10 days further notice.
- 26 Schindler shall be responsible for maintaining job progress in accordance with a schedule of performance mutually agreed upon by Schindler and Purchaser. Any change to the schedule of work shall require Schindler's consent.
- 27 Change Notices must be received and fully executed prior to Schindler Elevator Company performing any additional work outside the scope of the base contract. Written or verbal notices will not be accepted as a substitute for a fully executed change notice.
- 28 Schindler reserves the right to make technical modifications - in conformity with technological progress and/or safety regulations - to the products and/or to replace the components with components of equal or superior quality at any time until delivery and without further notice.
- 29 This bid is covered by IBC-2018. Schindler has taken exception to the 2-way Emergency Video Communications requirement per IBC rule 3001.2 until requirements are further clarified within A17.1-2019 and can be properly implemented. The published IBC requirement is not sufficient enough for enforcement and, as such, jurisdictions may await for A17.1-2019 clarifications for enforcement. If 2-way Emergency Video Communications is in fact required, then it must be verified by Schindler for availability and additional cost prior to material ordering.
- 30 We reserve the right to modify price and schedule without penalty due to (1) material or component shortages; and/or, (2) increases in inflation rates based upon the S&P Material Price Index (MPI) .

**SCHINDLER BID CLARIFICATIONS PREPARATORY WORK BY OTHERS FOR ESCALATORS**

Installation work shall be performed during regular working hours of regular working days (accept where specified previously in the proposal) after wellway(s) and machine room(s) have been properly prepared as described in the following items. All items must be performed or furnished at no cost to Schindler Elevator Corporation

Project Name: SRQ Escalator Replacement	Date: 07/26/2022	Opportunity ID: 202713918	
Project ID: 811907607	Offer: 302712585	Schindler Elevator Corporation	Page 11/15

**Schindler Elevator Corporation**  
 5833 BARRY RD  
 TAMPA FL 33634-3020



("Schindler") by the Owner or General Contractor or their agents in accordance with all governing codes. The price and installation schedule of Schindler is based on these Job-site conditions existing at the beginning and during the installation of the escalator equipment.

All work must be performed per the latest applicable revision of the national (ASME A17.1 or CSA B44) and/or local codes. Escalator wellway "Ready" is defined to include the following completed preparatory work by other trades:

**1.0 Job Site Conditions**

- 1.1 Provide acceptable material unloading area within 100 feet of the escalator wellway(s) with 'rollable' access that provides a direct path to the escalator wellway lay down area (Planked or paved surface is required that is capable of supporting escalator truss loads; all building flooring protection is by others). If clear 'rollable' access is not available, Schindler shall be provided with uninterrupted use of crane(s) or forklift(s) and operator(s) to deliver equipment to the lay down area directly adjacent to the escalator wellway(s). The cost of crane(s) or forklift(s), and operator(s) is to be provided by others.
- 1.2 Power for construction adjacent to wellways and machine rooms (110/220 volt, single phase, for welders and hoists) and sufficient 3-phase power to run escalator(s) at the same time. Refer to Schindler Power Supply Data sheet. To meet the date upon which the escalators are to be turned over, the power for construction and permanent 3-phase power must be installed and available prior to the start of escalator installation.
- 1.3 Dry and enclosed laydown area with dimensions equal to the length and width of the escalator shall be provided directly adjacent to each escalator wellway to accommodate Schindler's installation methodology. If laydown area of sufficient size to accommodate Schindler's installation methodology is not provided, additional charges shall apply. Any warranties provided by Schindler for escalator equipment are null and void if equipment is stored in a manner that does not comply with the requirements as defined above.
- 1.4 All work areas, including wellway, machine/control room and pit, clear of debris. Maintain minimum temperature of 55°F (13°C).
- 1.5 Adequate work area surrounding wellway required. Proper lighting of work areas.
- 1.6 Construction barricades and floor opening protection (per OSHA requirements) surrounding the escalator wellway(s) are required. Barricades to be freestanding and removable, located at each escalator wellway, with lockable entry doors at the upper and lower ends of each unit. Barricades shall be erected, maintained, and removed by others.
  - a. **Protection from Fall** - As required by the Occupational Safety and Health Administration (OSHA) 1926.502 B) (1-3), provide a freestanding removable barricade at each hoistway opening at each floor. Barricades shall be 42" high, with mid-rail and kickboard, and withstand 200 lbs. of vertical and horizontal pressure.
  - b. **Protection from Falling Objects (OSHA 1926.502(j)(4))** - As required by the Occupational Safety and Health Administration (OSHA) OSHA 1926.502(j), provide wellway protection from falling debris and other trades materials by either:
    - 1 8 foot screening/mesh in front of all escalator pits and wellways
    - 2 Secured/controlled access to all escalator lobbies (Lock and Key) with posted Notice \* only escalator personnel beyond this protection
- 1.7 Hoisting of trusses into place, using building floor and ceiling/roof supports provided by others, is required. If it is not possible to hoist escalator trusses into place, using building floor and ceiling/roof supports provided by others, additional charges shall apply. All shoring of building floors, walls and ceilings/roofs required for transport of escalator truss to each escalator wellway, and installation of escalator truss into each wellway, is to be provided by others. Includes only 1 mobilization per unit, assuming 2 days of uninterrupted delivery and unload. Should unload exceed two days per unit, be delayed, or interrupted, then Schindler will be compensated. All site readiness requirements must be met and coordinated with SEC superintendent prior to delivery.
- 1.8
- 1.9 Contractor is to provide temporary protection of installed escalator equipment from environmental conditions (dust, construction debris, etc.) and damage by others. If equipment is not adequately protected, and subsequent repairs or cleaning are required, Schindler shall be compensated to restore the equipment to an "as new" condition prior to completion and final acceptance inspection.

**2.0 Electrical Service, Conductors and Devices**

- 2.1 Provide a lockable, fused disconnect switch or circuit breaker suitable for 3-phase power in the upper machinery space of each escalator. Locate and mark with appropriate signage.
- 2.2 Furnish GFCI convenience outlets and light fixtures in the upper and lower machinery spaces, and a telephone line and outlet located in the upper machinery space for each escalator.
- 2.3 Dedicated analog telephone line capable of outgoing and incoming calls for Schindler remote monitoring (SRM).

**3.0 Wellway, Pit, Control Space**

- 3.1 Escalator wellway, pit, and overhead dimensions to be as specified on Schindler final layout drawings. Properly framed openings in the floors, necessary supports and bearing plates (including intermediate supports if required) for the truss per the manufacturer's drawings and information, the necessary enclosures, wellway railings, baffles and barricades around the wellway as required.
  - a. When concrete supports are provided, coordinate with the escalator contractor, the location and installation of steel member required for truss attachment prior to the pouring of the concrete supports.

Project Name: SRQ Escalator Replacement      Date: 07/26/2022      Opportunity ID: 202713918  
 Project ID: 811907607      Offer: 302712585      Schindler Elevator Corporation      Page 12/15

**Schindler Elevator Corporation**  
 5833 BARRY RD  
 TAMPA FL 33634-3020



- b. Prevention of pit exposure to storm water or ground water is recommended. Owner should consider providing a drain or sump pump in lower end of wellway (pit) floor to prevent accumulation of water in the truss. Where provided, drains or sump pumps shall comply with the applicable plumbing code, and they shall be provided with a positive means to prevent water, gases and odors from entering the wellway. Sumps and sump pumps in pits, where provided, shall be covered
- 3.2 Finished covering or cladding for the exterior of the escalator from the edges of the decks including covering/cladding for the truss and soffit is by others. The materials used will be fire resistant as required by ANSI code and will weigh not more than ten (10) pounds per square foot. Welding materials to the truss is not allowed.
- 3.3 Provide ventilation and heating of machine/control room, control space and machinery space. Machine/control room or control space temperature to be maintained between 13°C (55°F) and 32°C (90°F). Acceptable humidity levels for jobs shall be maintained at 95% or less non- condensing. See Schindler Power Supply Data Sheet for heat emissions.
- 3.4 If applicable, smoke and heat detectors with signals to escalator controller(s), including wiring for fire alarm system to each escalator control in machine room or escalator pit.  
 If applicable, conduit and wire runs from escalator pits and machine rooms to remote monitoring status panels/fire control room panels.
- 3.5 Sprinklers, if required, to be located as per local code requirements  
 In the event that the installation requires a separate machine/control room, the following shall apply.
  - a. Proper machine/control room dimensions and safety clearances to be provided as indicated on Schindler final layout drawings with recesses and ducts to be covered as required
  - b. Machine/control rooms shall have clear headroom of not less than 95 3/4". Door(s) shall be self-closing, self-locking and operable from inside without a key. Minimum door size 30" x 80". Consult Schindler final layout drawings for required door sizes.
  - c. Where machine/control room(s) are remote from the escalator wellway, electrical duct runs will be in the overhead/ceiling area and clear, unobstructed access for installation will be required. No provisions are made for underground installation
  - d. FCI convenience outlet and telephone outlet located in machine/control room for each escalator
  - e. Provide a lockable, fused disconnect switch or circuit breaker suitable for 3-phase power for the controller for each escalator. Locate and mark with appropriate signage.
  - f Lighting, ventilation, and heating of machine/control room, control space and machinery. Machine/control room or control space temperature to be maintained between 13°C (55°F) and 32°C (90°F). Acceptable humidity levels for jobs shall be maintained at 95% or less non-condensing. See Schindler Power Supply Data Sheet for heat emissions.
  - g. Class "ABC" fire extinguishers in electrical machinery and control space. Extinguishers shall be located convenient to access door.
  - h. Properly designed machine/control room with adequate Sound Transmission Class rating.

**4.0 Removal of Existing Escalator Equipment**

- 4.1 In the event that the installation requires removal of the existing escalator equipment by Schindler, the following will be completed by others.
  - a. Construction barricades and floor opening protection (per OSHA requirements) surrounding the escalator wellway(s) are required.
  - b Power for construction adjacent to wellways and machine rooms (110/220 volt, single phase, for welders and hoists) and safe work lighting.
  - c. Structural drawings and calculations required to develop the hoisting and rigging plan.
  - d. Shoring of floors, ceilings, roofs and walls required for hoisting and rigging, and equipment removal.
  - e. Protection of building floors, ceilings, roofs and wall surfaces during equipment removal.
  - f. Building related demolition required to remove existing units from wellways.
  - g Building related demolition and clear 'rollable' egress paths required to remove existing units from building. Transportation and proper disposal of removed escalator equipment.  
 Any required asbestos or hazardous materials abatement.

**5.0 Finished Work**

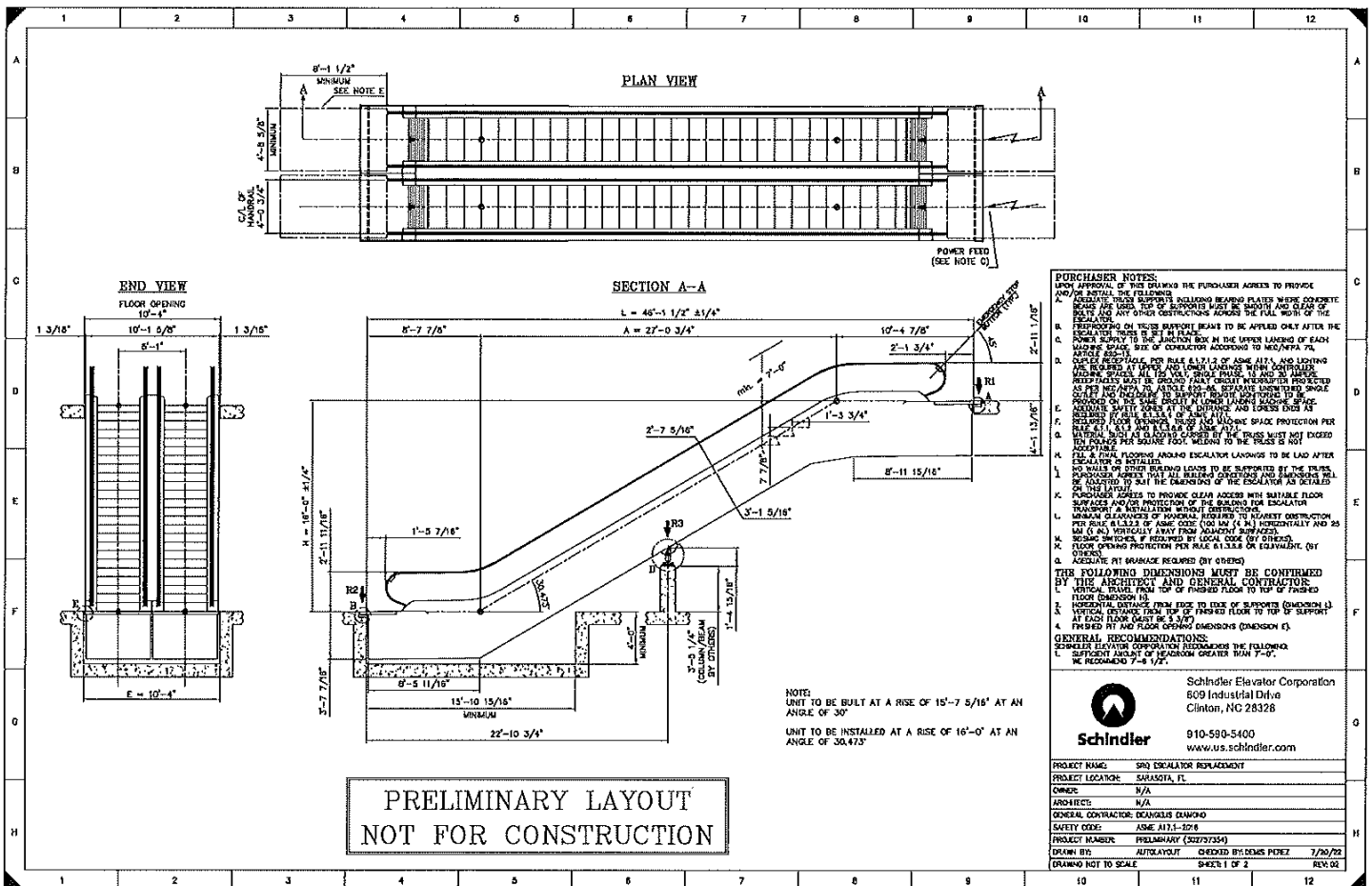
- 5.1 Finished flooring base, finished flooring, and finished grouting up to the escalator contractor's floor support and floor landing plates.
- 5.2 Seal all penetrations through 2-hour (or greater) rated walls with code approved material. Provide, paint and finish all material other than that described in this specification.

**6.0 Provisional Handover**

- 6.1 The work specified in all items above must be completed in their entirety by others before the escalator(s) are placed into automatic operation. Furthermore, Schindler will not schedule the final acceptance inspection with the governing code authority until the works in specified in all items above have been completed.
- 6.2 Once installed, escalators cannot be used as a fixed stairway system for transport of construction personnel or materials within the building. Escalator equipment (including, but not limited to, floor landing plates, steps, balustrades, handrails, etc.) cannot be used to stage/support access equipment (scaffolding, ladders, scissor lifts, pallet jacks, etc.) for completion of work by other trades.

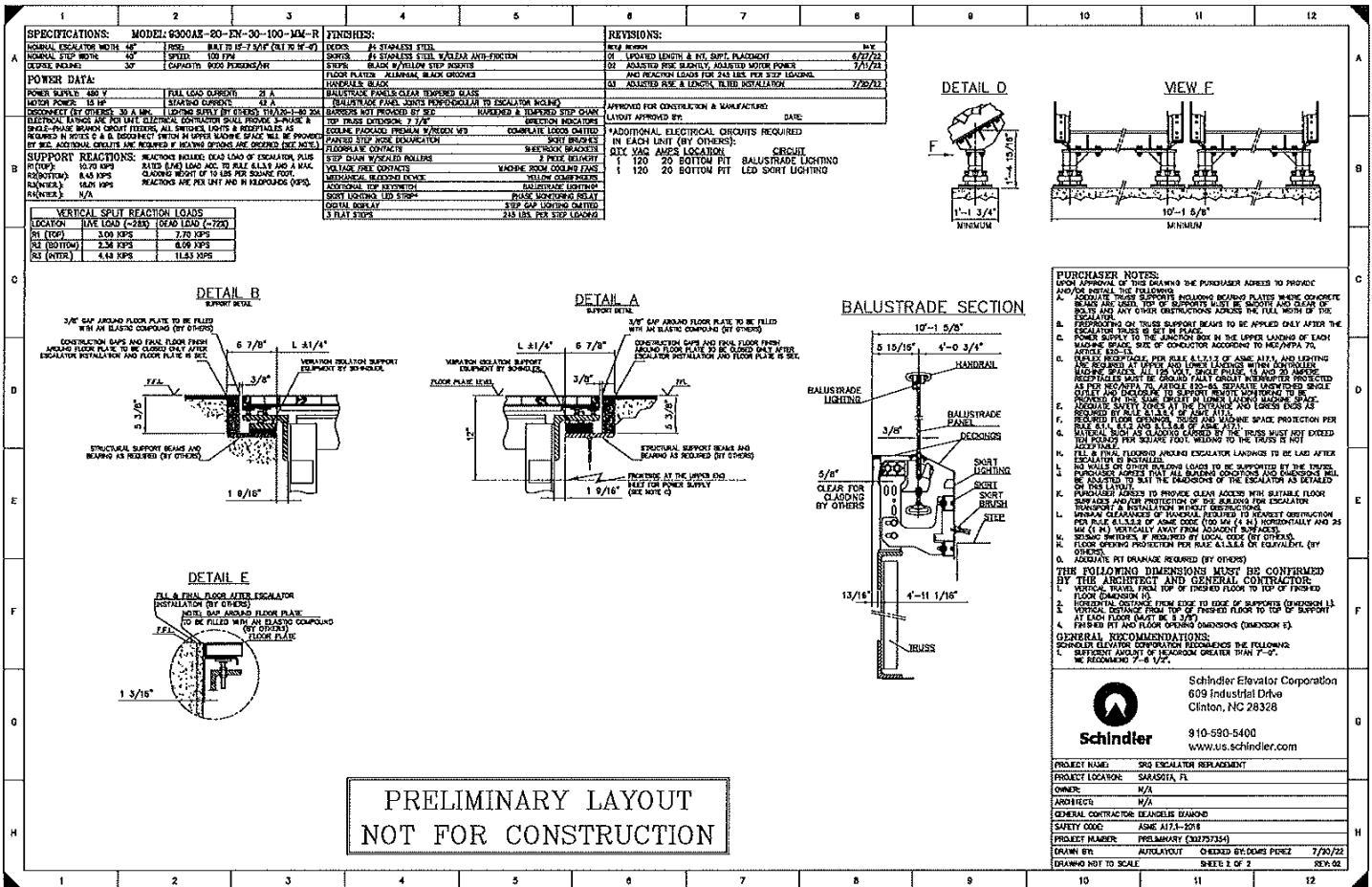
You agree to indemnify and save Schindler harmless against any and all liability and costs arising out of your failure to carry out any of the foregoing requirements.

Project Name: SRQ Escalator Replacement	Date: 07/26/2022	Opportunity ID: 202713918	
Project ID: 811907607	Offer: 302712585	Schindler Elevator Corporation	Page 13/15



- PURCHASER NOTES:**
- A. APPROVAL OF THIS DRAWING BY THE PURCHASER AGREES TO PROVIDE AND INSTALL THE FOLLOWING:
    1. ALL ELECTRICAL SUPPLIES INCLUDING MAIN PANELS, WIRING, CONDUIT, TRAYS AND LADDERS, TOP OF SUPPORTS MUST BE SMOOTH AND CLEAN AND FREE OF ANY OTHER OBSTRUCTIONS AROUND THE FULL HEIGHT OF THE INSTALLATION.
    2. INTERFERENCE ON THESE SUPPORT BEAMS TO BE APPLIED ONLY AFTER THE ESCALATOR TRUSS IS SET IN PLACE.
    3. POWER SUPPLY TO THE JUNCTION BOX IN THE UPPER LANDING OF EACH LANDING SHALL BE OF THE SAME RATED AND LISTING AS THE ESCALATOR TRUSS AND SHALL BE PROTECTED AS PER THE MANUFACTURER'S INSTRUCTIONS. THE ESCALATOR TRUSS SHALL BE PROTECTED AS PER THE MANUFACTURER'S INSTRUCTIONS. THE ESCALATOR TRUSS SHALL BE PROTECTED AS PER THE MANUFACTURER'S INSTRUCTIONS.
    4. ALL ELECTRICAL SUPPLIES SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL LOCAL CODES.
    5. ALL ELECTRICAL SUPPLIES SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL LOCAL CODES.
    6. ALL ELECTRICAL SUPPLIES SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL LOCAL CODES.
    7. ALL ELECTRICAL SUPPLIES SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL LOCAL CODES.
    8. ALL ELECTRICAL SUPPLIES SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL LOCAL CODES.
    9. ALL ELECTRICAL SUPPLIES SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL LOCAL CODES.
    10. ALL ELECTRICAL SUPPLIES SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL LOCAL CODES.
    11. ALL ELECTRICAL SUPPLIES SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL LOCAL CODES.
    12. ALL ELECTRICAL SUPPLIES SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL LOCAL CODES.
  - B. THE PURCHASER AGREES TO PROVIDE CLEAR ACCESS TO NEAREST FLOOR SURFACES AND FOR PROTECTION OF THE BUILDING FOR ESCALATOR TRUSSWORK & INSTALLATION WITHOUT OBSTRUCTIONS.
  - C. MINIMUM CLEARANCES OF HORIZONTAL REQUIRED TO NEAREST OBSTRUCTION PER RULE 813.6 OF ASME CODE (100 MM (4 IN.) HORIZONTALLY AND 25 MM (1 IN.) VERTICALLY AWAY FROM NEAREST SURFACE).
  - D. WORKER PROTECTORS, IF REQUIRED BY LOCAL CODE (BY OTHERS).
  - E. FLOOR OPENING PROTECTION PER RULE 813.6.8 OF ASME CODE (BY OTHERS).
  - F. ADEQUATE PIT BRACKETS REQUIRED (BY OTHERS).
- THE FOLLOWING DIMENSIONS MUST BE CONFIRMED BY THE ARCHITECT AND GENERAL CONTRACTOR:**
1. VERTICAL TRAVEL FROM TOP OF FINISHED FLOOR TO TOP OF FINISHED FLOOR (DIMENSION 15).
  2. HORIZONTAL DISTANCE FROM FACE OF SUPPORT TO TOP OF SUPPORT AT EACH FLOOR (DIMENSION 16).
  3. FINISHED PIT AND FLOOR OPENING DIMENSIONS (DIMENSION 17).
- GENERAL RECOMMENDATIONS:**
- SCHINDLER ELEVATOR CORPORATION RECOMMENDS THE FOLLOWING:
1. SUFFICIENT AMOUNT OF HEADROOM GREATER THAN 7'-0".
  2. WE RECOMMEND 7'-8 1/2".

		Schindler Elevator Corporation	
		609 Industrial Drive Clinton, NC 28328	
		810-590-5400	
<a href="http://www.us.schindler.com">www.us.schindler.com</a>			
PROJECT NAME:	SRQ ESCALATOR REPLACEMENT		
PROJECT LOCATION:	SARASOTA, FL		
OWNER:	N/A		
ARCHITECT:	N/A		
GENERAL CONTRACTOR:	DEANERIS DUMANO		
SAFETY CODE:	ASME A17.1-2016		
PROJECT NUMBER:	PRELIMINARY (22273354)		
DRAWN BY:	AUTOLAYOUT	CHECKED BY: DEMIS POZEZ	7/20/22
DRAWING NOT TO SCALE		SHEET 1 OF 2	





FIVE

5. PLANS AND SPECIFICATIONS LOG





**SECTION #5**  
**PLANS AND SPECIFICATIONS LOG**  
 WP1-a Escalator Procurement

Sheet Number	Sheet Title	Issuance Date	Revision Date	Addendum Number
<b>GENERAL</b>				
G000	COVER	4.22.22		
G010	PROJECT INFORMATION	4.22.22		
G020	GENERAL NOTES	4.22.22		
G021	MASTER KEYNOTE & GENERAL NOTE LIST	4.22.22		
<b>PHASING</b>				
AP201Z2	PHASE I & II - PHASING PLANS	4.22.22		
AP202Z2	PHASE III & IV - PHASING PLANS	4.22.22		
<b>ARCHITECTURAL</b>				
A201Z2	LEVEL 1 PART Z2 NEW CONSTRUCTION PLAN	4.22.22		
A202Z2	LEVEL 2 PART Z2 NEW CONSTRUCTION PLAN	4.22.22		
A520	INTERIOR ELEVATIONS	4.22.22		
A750	ESCALATOR DETAILS AND PLANS	4.22.22		
A751	ESCALATOR SECTIONS - WEST	4.22.22		
A752	ESCALATOR SECTIONS - EAST	4.22.22		
A753	DETAILS	4.22.22		
<b>FIRE PROTECTION</b>				
F000	FIRE PROTECTION SYMBOLS, LEGEND, NOTES AND INDEX	4.22.22		
F201	FIRE PROTECTION PART Z2 OVERALL FLOOR PLAN	4.22.22		
F601Z2	FIRE PROTECTION PART Z2 ENLARGED PLAN	4.22.22		
<b>PLUMBING</b>				
P000	PLUMBING SYMBOLS, LEGEND, NOTES AND INDEX	4.22.22		
P200	PLUMBING PART Z2 OVERALL FLOOR PLAN	4.22.22		
P601Z2	PLUMBING PART Z2 ENLARGED PLAN	4.22.22		
P801	PLUMBING DETAIL	4.22.22		
<b>ELECTRICAL</b>				
E000	ELECTRICAL SYMBOL LEGEND AND NOTES	4.22.22		
E101Z2	LEVEL 1 PART Z2 ELECTRICAL DEMOLITION PLAN	4.22.22		
E201Z2	LEVEL 1 PART Z2 LIGHTING NEW CONSTRUCTION PLAN	4.22.22		
E202Z2	LEVEL 2 PART Z2 LIGHTING NEW CONSTRUCTION PLAN	4.22.22		
E211Z2	LEVEL 1 PART Z2 LIGHTING REFERENCE PLAN	4.22.22		
E212Z2	LEVEL 2 PART Z2 LIGHTING REFERENCE PLAN	4.22.22		
E301Z2	LEVEL 1 PART Z2 POWER AND FIRE ALARM NEW CONSTRUCTION PLAN	4.22.22		
E601	ELECTRICAL DETAILS	4.22.22		
E701	ELECTRICAL RISER DIAGRAM	4.22.22		
<b>RFI's</b>				
	RFI #PC01 ESCALATOR MAINTENANCE	05.10.22		
	RFI #PC02 EXISTING TKE AND BUILDING PLANS	05.18.22		



**SECTION #5**  
**PLANS AND SPECIFICATIONS LOG**  
 WP1-a Escalator Procurement

Division/Section Number & Title	Issuance Date	Revision Date	Addendum Number
<b>DIVISION 00 – PROCUREMENT AND CONTRACT REQUIREMENTS</b>			
00 0110 Table of Contents – Volume 1	04.22.22	05.18.22	#01
00 0220 Table of Contents – Volume 2	04.22.22		
00 3132 Geotechnical Data	04.22.22		
00 7300 Supplementary Conditions	04.22.22	05.18.22	#01
SMAA Airport Safety & Security Procedures	04.22.22		
Federal Requirements	04.22.22		
Construction Safety and Phasing Plan	04.22.22		
General Contract Provisions (FAA Advisory Circular 150/5370-10H)	04.22.22		
<b>DIVISION 01 – GENERAL REQUIREMENTS</b>			
01 0000 General Requirements	04.22.22		
01 1315 Phasing of Work	04.22.22		
01 2500 Substitution Procedures	04.22.22		
01 2501.01 Substitution Request Form	04.22.22		
01 2600 Contract Modification Procedures	04.22.22		
01 2900 Payment Procedures	04.22.22		
01 3100 Project Management and Coordination	04.22.22		
01 3233 Photographic Documentation	04.22.22		
01 3300 Submittal Procedures	04.22.22		
01 3516 Alteration Project Procedures	04.22.22		
01 3517 Interim Life Safety Measures	04.22.22		
01 4000 Quality Requirements	04.22.22		
01 4216 Definitions	04.22.22		
01 4519 Uncovering and Correction of Work	04.22.22		
01 5000 Temporary Facilities and Controls	04.22.22		
01 5100 Temporary Utilities	04.22.22		
01 5213 Field Offices and Sheds	04.22.22		
01 5500 Vehicular Access and Parking	04.22.22		
01 5639 Temporary Tree and Plant Protection	04.22.22		
01 5713 Temporary Erosion and Sediment Control	04.22.22		
01 5813 Temporary Project Signage	04.22.22		
01 6000 Product Requirements	04.22.22		
01 7000 Execution and Closeout Requirements	04.22.22		
01 7123 Field Engineering	04.22.22		
01 7419 Construction Waste Management and Disposal	04.22.22		
01 7610 Temporary Protective Coverings	04.22.22		
01 7700 Closeout Procedures	04.22.22		
01 7823 Operation and Maintenance Data	04.22.22		
01 7900 Demonstration and Training	04.22.22		
<b>TECHNICAL SPECIFICATIONS</b>			
14 3100 Escalators	04.22.22		
14 3102 Escalator Maintenance and Repair	04.22.22		



Charles D. (Dan) Bailey, Jr.  
Attorney at Law  
dbailey@williamsbauer.com  
T: (941) 329-6609  
F: (941) 954-3172

August 23, 2022

Kent Bontrager, P.E.  
Sr. Vice President of Engineering, Planning & Facilities  
Sarasota Manatee Airport Authority  
6000 Airport Circle, Sarasota, FL 34243

Re: **SRQ Terminal Expansion; WP1-A Escalator Procurement  
Bid Review/Contract Award Recommendation**

Dear Kent:

You have solicited my review and recommendation regarding the bids received on June 10, 2022, for the above-referenced project involving replacement of the existing escalators in the main terminal building. In that connection, I have reviewed the letter of August 22, 2022, from Dan Cook, consultant with Learch Bates Building Insight, addressed to you, which provides a bid tabulation and recommendation of award.

Bids were received from (1) Schindler Elevator Corporation; (2) Mitsubishi Electric; and (3) KONE Elevator. KONE Elevator submitted the apparent low bid of \$837,704; Schindler Elevator submitted the second low bid of \$1,337,500; and Mitsubishi Electric submitted a bid of \$1,553,013. Mr. Cook notes that KONE Elevator failed to respond to requests for clarification as to whether their equipment would fit within the existing conditions and whether an intermediate support would be included. Mr. Cook's bid analysis is accompanied by a letter from his colleague, Melissa McBride, and a letter from Scott Beck, division manager for Diangelis Diamond, describing KONE Elevator's reluctance to provide critical information concerning their bid, prompting Mr. Cook to conclude that Schindler Elevator is the lowest responsible bidder.

I concur with Mr. Cook's findings that Schindler Elevator is indeed the lowest responsible bidder, and I join him in his recommendation that it be awarded the contract based on its bid of \$1,337,500.

Respectfully submitted,

Charles D. (Dan) Bailey, Jr.  
For the Firm

cc: Dan Cook  
WilliamsParker.com  
200 South Orange Avenue Sarasota, Florida 34236

7319476.v1

**AGENDA ITEM NO. 9.1**

**Sarasota Manatee Airport Authority  
Balance Sheet  
Sunday, July 31, 2022**

**Assets***Current Assets*

Cash & Investments	\$53,406,337
Accounts Receivable	789,985
Grants Receivable	167,194
Accrued Interest Receivable	28,845
Inventory	325,271
Prepaid Insurance	472,713
Prepaid Expense & Other Assets	389,782
<i>Total Current Assets</i>	<u>55,580,127</u>

*Non-Current Assets*

<i>Customer Facility Funds</i>	12,318,611
<i>Passenger Facility Funds</i>	599,623
Airport Facilities & Equipment	355,914,972
Accumulated Depreciation	(203,529,174)
Intangible Assets, net	92,332
Construction in Progress	26,582,261
<i>Total Non-Current Assets</i>	<u>191,978,624</u>

**Total Assets****\$247,558,752****Deferred Outflow of Resources - Pension****1,058,636****Liabilities and Net Position***Current Unrestricted Liabilities*

Accounts Payable	1,245,658
Unearned Income	260,219
Accrued Expenses & Other Liabilities	1,077,220
<i>Total Unrestricted Liabilities</i>	<u>2,583,096</u>

*Non-Current Liabilities*

Net Pension Liabilities	3,723,725
<i>Total Non-Current Liabilities</i>	<u>3,723,725</u>

**Total Liabilities****6,306,821****Deferred Inflow of Resources - Pension****1,277,223****Net Position**

Net Assets	218,674,740
Current Profit Account	22,358,603

**Total Net Position****241,033,343**

**Sarasota Manatee Airport Authority**  
**Budget/Year to Date Actual**  
**For the Period Ending Sunday, July 31, 2022**

	<u>This Month This Year</u>	<u>Total Budget</u>	<u>Year to Date This Year</u>	<u>Budget Less Actual YTD</u>	<u>Actual YTD %</u>
<b>Airline Rentals, Fees and Charges</b>					
Landing Fees - Signatory	\$56,107	\$759,862	\$608,001	\$151,861	80.0%
Landing Fees - Nonsignatory	584	59,612	17,958	41,654	30.1%
Landing Fees - Nonscheduled	0	0	2,897	(2,897)	0.0%
Preferential Apron Fees	22,880	274,106	228,796	45,310	83.5%
Concourse Circulation	315,301	3,510,739	2,929,291	581,448	83.4%
Baggage Claim Area	84,002	843,486	737,336	106,150	87.4%
Gate Use Fees - Signatory	15,433	197,530	193,545	3,985	98.0%
Terminal and Gate Fees - Nonsignatory	8,032	696,776	274,160	422,616	39.3%
Airline Terminal Rent - Signatory	129,850	1,442,509	1,223,056	219,453	84.8%
Airline Terminal Rent - Nonsignatory	3,924	46,292	37,146	9,146	80.2%
<b>Total Airline Revenues</b>	<b>636,113</b>	<b>7,830,912</b>	<b>6,252,186</b>	<b>1,578,726</b>	<b>79.8%</b>
<b>Non-Airline Revenue</b>					
Alr Cargo Facility	14,088	100,000	140,875	(40,875)	140.9%
<b>Subtotal</b>	<b>14,088</b>	<b>100,000</b>	<b>140,875</b>	<b>(40,875)</b>	<b>140.9%</b>
<b>Airfield</b>					
Fuel Flowage Fees	35,044	321,000	489,649	(168,649)	152.5%
Ground Lease Airfield	15,093	180,000	150,335	29,665	83.5%
T-Hangar Facilities	79,834	951,500	794,425	157,075	83.5%
Fixed Base Operators - Rent	63,437	724,500	604,915	119,585	83.5%
Fuel Service - ASIG	6,610	83,000	64,587	18,413	77.8%
<b>Subtotal</b>	<b>200,019</b>	<b>2,260,000</b>	<b>2,103,911</b>	<b>156,089</b>	<b>93.1%</b>
<b>Terminal Building</b>					
RAC Counter Space	14,500	174,000	144,997	29,003	83.3%
Other Terminal Rents	22,971	252,000	232,134	19,866	92.1%
Advertising	45,382	300,000	381,419	(81,419)	127.1%
Restaurant Services	106,802	1,003,000	1,117,626	(114,626)	111.4%
Gift Shop	88,448	911,000	917,674	(6,674)	100.7%
Miscellaneous	1,254	900	2,673	(1,773)	297.0%
Vending	684	12,000	12,958	(958)	108.0%
<b>Subtotal</b>	<b>280,040</b>	<b>2,652,900</b>	<b>2,809,481</b>	<b>(156,581)</b>	<b>105.9%</b>
<b>Terminal Area</b>					
Car Rental %	706,135	8,995,000	9,047,387	(52,387)	100.6%
Auto Parking	624,746	5,220,000	6,615,211	(1,395,211)	126.7%
Ground Transportation	48,697	360,000	470,699	(110,699)	130.7%
Fuel Flowage Fees - Menzies	48,592	425,000	696,582	(271,582)	163.9%
RAC Ready Car Spaces	5,925	58,000	50,115	7,885	86.4%
Parking Stickers/Hang Tags	1,509	80,000	93,610	(13,610)	117.0%
Taxi Cab Service	7,315	105,000	95,897	9,103	91.3%
RAC Buildings Land Rent	45,945	550,000	455,508	94,492	82.8%
<b>Subtotal</b>	<b>1,488,864</b>	<b>15,793,000</b>	<b>17,525,008</b>	<b>(1,732,008)</b>	<b>111.0%</b>
<b>Non-Aviation Area</b>					
University Self Storage Income	50,875	550,000	544,950	5,050	99.1%
Buildings - Non-Aviation	33,056	315,000	268,062	46,938	85.1%
Common Area Maint - Comm Parke	500	4,500	3,500	1,000	77.8%
Land - Non-Aviation	34,798	535,000	399,672	135,328	74.7%
<b>Subtotal</b>	<b>119,229</b>	<b>1,404,500</b>	<b>1,216,184</b>	<b>188,316</b>	<b>86.6%</b>
<b>Total Operating Revenue</b>	<b>2,738,352</b>	<b>30,041,312</b>	<b>30,047,645</b>	<b>(6,333)</b>	<b>100.0%</b>
<b>Investment Income + Other Income</b>					
<b>Investment Income</b>					
Interest Earned - Operating	9,235	80,000	77,064	2,936	96.3%
Interest Earned - Other	0	0	0	0	0.0%
<b>Subtotal</b>	<b>9,235</b>	<b>80,000</b>	<b>77,064</b>	<b>2,936</b>	<b>96.3%</b>
<b>Other Income</b>					
Passenger Facility Charges	172,264	8,002,229	5,551,179	2,451,050	69.4%
Customer Facility Charges	510,615	7,000,000	6,720,555	279,446	96.0%
Grant Revenue - Other	0	0	353,916	(353,916)	0.0%
Grant Revenue - FAA	0	0	9,567,468	(9,567,468)	0.0%
Grant Revenue - FDOT	0	0	754,926	(754,926)	0.0%
Miscellaneous Income	1,252	10,000	13,353	(3,353)	133.5%
Miscellaneous Income - LEO	3,600	0	21,720	(21,720)	0.0%
I.D. Badges	370	30,000	37,760	(7,760)	125.9%
Profit/Loss on Disposal	5,099	15,000	58,128	(43,128)	387.5%
Extraordinary Items	0	0	0	0	0.0%
Asset Writedown/Up on Investments	57,580	0	(739,935)	739,935	0.0%
<b>Subtotal</b>	<b>750,779</b>	<b>15,057,229</b>	<b>22,339,069</b>	<b>(7,281,840)</b>	<b>148.4%</b>
<b>Subtotal Investment Income &amp; Other</b>	<b>760,014</b>	<b>15,137,229</b>	<b>22,416,133</b>	<b>(7,278,904)</b>	<b>148.1%</b>
<b>Total Revenues</b>	<b>3,498,366</b>	<b>45,178,541</b>	<b>52,463,778</b>	<b>(7,285,237)</b>	<b>116.1%</b>

**Sarasota Manatee Airport Authority**  
**Budget/Year to Date Actual**  
**For the Period Ending Sunday, July 31, 2022**

	<u><i>This Month</i></u> <u><i>This Year</i></u>	<u><i>Total</i></u> <u><i>Budget</i></u>	<u><i>Year to Date</i></u> <u><i>This Year</i></u>	<u><i>Budget Less</i></u> <u><i>Actual YTD</i></u>	<u><i>Actual</i></u> <u><i>YTD %</i></u>
<b>Utilities</b>					
Electric-Utility	78,742	699,000	592,843	106,157	84.8%
Refuse Collection	5,846	103,500	62,366	41,134	60.3%
Water and Sewer	13,961	129,800	120,740	9,060	93.0%
<b>Subtotal</b>	<b>98,550</b>	<b>932,300</b>	<b>775,949</b>	<b>156,351</b>	<b>83.2%</b>
<b>Personnel</b>					
Salary/Wages	855,083	10,159,801	8,702,597	1,457,204	85.7%
Health Insurance	190,960	2,575,830	1,860,882	714,948	72.2%
Retirement	134,116	1,884,999	1,580,191	304,808	83.8%
Social Security	44,000	609,682	511,265	98,417	83.9%
Medicare	11,320	147,317	127,998	19,319	86.9%
Disability	119	6,200	1,194	5,006	19.3%
Unemployment	0	40,199	33	40,166	0.1%
Worker's Compensation	27,530	302,679	275,302	27,377	91.0%
Employment Expenses	118	10,000	9,012	988	90.1%
<b>Subtotal</b>	<b>1,263,246</b>	<b>15,736,707</b>	<b>13,068,474</b>	<b>2,668,233</b>	<b>83.0%</b>
<b>Administration</b>					
Advertising	5,694	152,420	89,739	62,681	58.9%
Bad Debts Expense	0	5,000	1,260	3,740	25.2%
CEO Auto Expenses	1,315	20,000	14,573	5,427	72.9%
Public Relations	1,627	45,000	28,617	16,383	63.6%
Customs	(10,554)	200,000	128,087	71,913	64.0%
Data Processing	19,294	135,000	200,570	(65,570)	148.6%
Software Licenses/Annual Support	0	187,450	166,371	21,079	88.8%
Dues and Subscriptions	3,352	119,971	103,809	16,162	86.5%
Employee Service Awards	56	6,200	1,135	5,065	18.3%
Entertainment	886	10,000	13,609	(3,609)	136.1%
Insurance - Property	63,230	666,962	585,359	81,603	87.8%
Insurance - General Liability	6,354	80,413	63,538	16,876	79.0%
Insurance - Surety Bonds	4,455	44,312	44,161	151	99.7%
Insurance - Vehicles	6,627	73,371	66,273	7,099	90.3%
Legal Expense	44,000	400,000	377,842	22,158	94.5%
Loss & Safety Program	0	200	0	200	0.0%
Marketing Trade Show Registration	1,865	30,200	11,024	19,177	36.5%
Miscellaneous	113	77,700	85,613	(7,913)	110.2%
Office Supplies and Equipment	2,866	99,125	71,222	27,903	71.9%
Postage	346	5,200	3,243	1,957	62.4%
Professional Services	15,860	581,825	283,602	298,223	48.7%
Records Retention	0	1,500	1,257	243	83.8%
Sponsored Events	98	5,400	3,959	1,441	73.3%
Taxes	0	35,200	28,389	6,811	80.6%
Telephone Service	20,255	291,720	232,682	59,038	79.8%
Training	5,339	107,860	62,429	45,431	57.9%
Travel	28,425	211,200	55,403	155,797	26.2%
Uniforms	2,099	85,600	81,982	3,618	95.8%
<b>Subtotal</b>	<b>223,602</b>	<b>3,678,829</b>	<b>2,805,746</b>	<b>873,083</b>	<b>76.3%</b>
<b>Operations</b>					
Air Conditioning	7,597	47,000	57,476	(10,476)	122.3%
Carpentry	4,437	35,000	26,865	8,135	76.8%
Common Area Maint - Comm Parke	737	10,000	6,166	3,834	61.7%
Electrical	5,494	61,000	40,158	20,842	65.8%
Equipment Rental	0	23,000	9,425	13,575	41.0%
Equipment Repair	13,511	109,200	106,551	2,649	97.6%
Loading Bridge Repair	13,469	48,000	88,171	(40,171)	183.7%
Conveyor & Belts	5,359	24,000	68,384	(44,384)	284.9%
Terminal Audio & Paging Repairs	0	19,000	0	19,000	0.0%
Repairs Generator	2,500	14,000	39,208	(25,208)	280.1%
FAA Mandated Security Measures	0	500	0	500	0.0%
Fence and Gate Repair	0	18,000	12,732	5,268	70.7%
Interior Planting	0	1,200	32	1,168	2.7%
Irrigation System	377	11,000	4,825	6,175	43.9%
Janitorial Service	190,408	1,228,677	1,453,485	(224,808)	118.3%
Landscape Maintenance	1,328	54,700	19,710	34,990	36.0%
Miscellaneous Construction	2,670	79,400	71,661	7,739	90.3%
Paint and Markings	8,282	69,000	88,053	(19,053)	127.6%
Permits & Licenses	26	3,800	1,050	2,750	27.6%
Paving and Pavement Repairs	0	69,500	823	68,677	1.2%
Plumbing	4,405	41,300	38,751	2,549	93.8%
Radio Equipment Repairs	0	3,500	1,136	2,364	32.5%
Service Contracts	40,491	960,264	715,707	244,557	74.5%
Shuttle Service	1,818	11,000	14,713	(3,713)	133.8%
Vehicle Repairs	6,842	73,200	56,365	16,835	77.0%
<b>Subtotal</b>	<b>309,750</b>	<b>3,015,241</b>	<b>2,921,448</b>	<b>93,793</b>	<b>96.9%</b>

Sarasota Manatee Airport Authority  
Budget/Year to Date Actual  
For the Period Ending Sunday, July 31, 2022

	<u>This Month This Year</u>	<u>Total Budget</u>	<u>Year to Date This Year</u>	<u>Budget Less Actual YTD</u>	<u>Actual YTD %</u>
<b>Supplies</b>					
Fabrication Supplies	554	18,500	9,516	8,984	51.4%
Extinguishing Agent	8,513	15,000	8,513	6,487	56.8%
First Aid Supplies	289	4,000	7,016	(3,016)	175.4%
Gas & Fuel	14,420	90,000	102,309	(12,309)	113.7%
Identification	5,107	14,500	16,651	(2,151)	114.8%
Janitorial Supplies	18,786	183,800	220,835	(37,035)	120.1%
Lighting	180	24,800	10,873	13,927	43.8%
Lighting - Airfield	168	50,800	48,229	2,571	94.9%
Miscellaneous Supplies	532	10,000	4,830	5,170	48.3%
Miscellaneous Terminal Furnishings	6,312	8,000	6,911	1,089	86.4%
Non-Capital Equipment	15,432	122,450	149,750	(27,300)	122.3%
Safety Supplies	115	2,500	2,049	451	82.0%
Shop Supplies	725	13,000	21,593	(8,593)	166.1%
Signage	3,494	52,500	32,380	20,120	61.7%
Small Tools and Equipment	2,554	35,800	37,173	(1,373)	103.8%
Vegetation Control	0	17,000	13,062	3,938	76.8%
Ammunition/Wildlife Disbursement	0	9,750	4,429	5,321	45.4%
<b>Subtotal</b>	<b><u>77,181</u></b>	<b><u>672,400</u></b>	<b><u>696,117</u></b>	<b><u>(23,717)</u></b>	<b><u>103.5%</u></b>
<b>Total Operating Expenses</b>	<b><u>1,972,329</u></b>	<b><u>24,035,477</u></b>	<b><u>20,267,734</u></b>	<b><u>3,767,743</u></b>	<b><u>84.3%</u></b>
<b>Profit (Loss) from Operations</b>	<b><u>1,526,037</u></b>	<b><u>21,143,064</u></b>	<b><u>32,196,044</u></b>	<b><u>(11,052,980)</u></b>	<b><u>152.3%</u></b>
<b>Depreciation and Amortization</b>					
Amortization	6,287	69,869	62,869	7,000	90.0%
Depreciation	884,363	10,170,794	8,487,834	1,682,960	83.5%
<b>Total Depreciation and Amortization</b>	<b><u>890,650</u></b>	<b><u>10,240,662</u></b>	<b><u>8,550,703</u></b>	<b><u>1,689,960</u></b>	<b><u>83.5%</u></b>
<b>Other Expenses</b>					
Marketing	132,827	1,150,000	1,286,738	(136,738)	111.9%
<b>Total Other Expenses</b>	<b><u>132,827</u></b>	<b><u>1,150,000</u></b>	<b><u>1,286,738</u></b>	<b><u>(136,738)</u></b>	<b><u>111.9%</u></b>
<b>Net Profit (Loss)</b>	<b><u>\$502,561</u></b>	<b><u>\$9,752,402</u></b>	<b><u>\$22,358,603</u></b>	<b><u>(\$12,606,201)</u></b>	<b><u>229.3%</u></b>

**Sarasota Manatee Airport Authority  
Investment Portfolio  
For the Month of July 2022**

**AGENDA ITEM NO. 9.2**

<u>Description</u>	<u>Cusip/Invest</u>	<u>Coupon</u>	<u>Par Value</u>		<u>Acquisition Cost</u>	<u>Purchase Date</u>	<u>Maturity Date</u>	<u>Int. Rec'd</u>	<u>Market Value</u>	<u>Yield @ Market</u>
			<u>Orig Face</u>	<u>Yield</u>						
				(1)				(2)	(3)	
1 US Treasury Note	91282CDA6	0.250	10,000,000	0.306	9,989,063	10/8/2021	9/30/2023	2,083	<b>9,691,000</b>	0.26
2 US Treasury Note	91282CBG5	0.125	8,000,000	0.504	7,968,750	1/18/2022	1/31/2023	833	<b>7,890,960</b>	0.13
3 US Treasury Note	91282CCN9	0.125	8,000,000	0.766	7,921,875	1/18/2022	7/31/2023	833	<b>7,776,240</b>	0.13
4 US Treasury Note	91282CDR9	0.750	8,000,000	0.789	7,974,688	1/18/2022	12/31/2023	5,000	<b>7,756,240</b>	<b>0.76</b>
<b>5 TD Bank CD</b>	<b>3282200422</b>	<b>3.250</b>	<b>10,000,000</b>	<b>3.250</b>	<b>10,000,000</b>	<b>7/11/2022</b>	<b>9/15/2023</b>	<b>27,083</b>	<b>10,000,000</b>	<b>3.25</b>
Total Investments			<b><u>44,000,000</u></b>	<b><u>1.182</u></b>	<b><u>43,854,375</u></b>			<b><u>35,833</u></b>	<b><u>43,114,440</u></b>	

(1) Yield to Maturity.

(2) Interest on Notes is paid semi-annually, accrued monthly.

(3) Market value on non-restricted funds are provided by the Custodian, US Bank.



**Sarasota Manatee Airport Authority  
Investment Analysis - Portfolio Activity Report  
For the Month of July 2022**

<u>Transaction Date</u>	<u>Maturity Date</u>	<u>Description</u>	<u>Cusip/Invest</u>	<u>Coupon Yield</u>	<u>Original Face Purchase price</u>	<u>Sales Price Market Price</u>	<u>Gain or (Loss) on Sale</u>
Securities Purchased:							
<b>7/11/2022</b>	<b>9/15/2023</b>	TD Bank CD	<b>3282200422</b>	<b>3.250</b>	<b>10,000,000</b>		
Securities Closed:							

## AGENDA ITEM NO. 9.3

### SARASOTA MANATEE AIRPORT AUTHORITY FINANCE & ADMINISTRATION STAFF REPORT AUGUST 29, 2022 REGULAR MEETING

FINANCE

JULY 2022

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**Budget/Financial Information:**

Included in the Board packet are the unaudited financial statements for **June**. Summary information contained therein for **July** is as follows: Operating revenues were approximately **20%** higher than anticipated in the FY 22 budget. Operating expenses were approximately **0.1% higher**.

As part of the ongoing development of investment policies and procedures, reports have been developed based on information provided by Sarasota County Clerk of the Court. The current disclosure reflects an Investment Portfolio Analysis, along with a Portfolio Activity Report. Staff continues to work closely with the Clerk's office

**Passenger Facility Charge (PFC):** A separate detail which reflects PFC collections for the month of **July** and cumulative to date.

August 29, 2022 Board Meeting - Department Reports

Sarasota Manatee Airport Authority  
Sarasota Bradenton International Airport (SRQ)  
PFC Collections by Carrier

Carrier	Collected since Jul-22	Inception	Carrier	Collected since Jul-22	Inception	Carrier	Collected since Jul-22	Inception
Aces Airlines		24.86	Czech Airlines (Aviation Industry Consultants)		2,516.42	Olympic Airways		165.43
Aer Lingus		1,359.12	Delta Air Lines		31,248,583.74	Pan American		5.84
Aero California		8.64	El Al Israel Airlines	8.34	1,327.39	Panamena De Aviacion		4.39
Aero Costa Rica		2.92	Elite		61,345.86	Paradise Island		28.80
Aeroflot - Russian Airlines		961.09	Emirates		4,230.83	PenAir (Penninsula Airways)		13.17
Aeromexico	70.13	4,570.84	Empire		757.44	Phillipine Air		179.99
AeroPeru		19.02	Eva Airways		744.12	Private Jet		3,719.95
Aeropostal Venezuela		17.52	ERA Aviation		84.84	Qantas		3,828.16
Air Aruba		11.68	Ethiad Airways		403.88	Qatar		2,830.10
Air Canada		1,020,619.12	Express One		8,387.70	Reno Air		35,332.00
Air Europa		26.34	Falcon Express		1,454.16	Republic Airlines		3,612.86
Air France		32,898.89	Faucett		8.76	Royal Air Maroc		69.66
Air India		2.88	Finnair		479.70	Royal Aviation		10,170.36
Air New Zealand		1,973.36	Florida Coastal Airlines		8,516.60	Royal Jordanian		29.20
Air Pacific Ltd.		135.81	Front Page Tours		245.28	Sabena		393.92
Air Portugal		308.10	Frontier Airlines		554,102.18	SAHSA		5.28
Air Serbia		535.58	G-P Express		89.28	SAS (Scandinavian)		4,052.58
Air Sunshine		109,075.76	Gold Transportation Services		26,702.01	Saudi Arabian Airlines		7.31
Air Trans At		144,133.51	Great Lakes Aviation		44.06	Sevicios Avensa		280.28
AirTran Airways		5,850,221.51	Hahn Air		2,956.82	Silver Airways Corp		114.14
Alaska Airlines		6,227.07	Hawaiian Airlines		978.53	Singapore	13.17	3,102.29
Alitalia/ITA	17.56	4,026.90	Iberia	21.95	1,325.74	Skyservice		9,903.84
All Nippon Airways (ANA)		513.63	Island Air		30.73	South African Airways		4,309.11
Allegiant Air		4,056,164.85	Insel Air		4.39	Southeast Airlines		6,234.20
Aloha		46.64	JAL (Japan Airlines)		879.19	Southwest	169,431.25	3,141,189.71
America West		116,500.91	Jet Airways		114.14	Sun Country	2,199.39	318,617.97
American (AMR)		5,471,121.44	Jet Blue		5,488,280.30	Sun Pacific Int'l (HMHF)		3,612.04
ATA Airlines, Inc.		2,527,486.80	JetsGo		6,418.18	Sunworld Int'l Airlines		224.84
Asiana Airlines		668.85	Kenya		57.17	SwissAir		5,341.07
ATA Leisure Corp.		90,614.78	KLM	321.45	8,897.74	Taca Int'l Air		348.76
Austrian Airlines		735.80	Korean Air	92.24	17,021.78	TAM Airlines (Aviation Industry Consultants)		1,039.00
AV Atlantic		1,027.84	Kuwait Airways		2.92	TAP Air Portugal		220.87
Avelo Airlines		45,355.76	Lacsa		36.54	Tower Air		17.52
Avensa		43.20	Laker Airways		803.00	Trans Brasil Airlines		20.44
Avianca		118.00	Lan Airlines		21.95	Trans World Airways		781,609.36
Aviateca, S.A.		5.84	Lan Argentina		17.56	Turk Hava (Turkish)		1,368.18
Big Sky		2.92	Lan Chile		346.38	Ulirair		2.88
British Airways		11,311.24	Lan Peru		21.95	United		3,710,810.97
Brussels Airlines		122.81	LATAM Airlines Group		399.49	US Air Shuttle		2.92
BWIA		78.84	Leisure Air		33,007.40	US Airways		8,863,648.83
Canada 3000		100,572.36	Lineas Aereas Privadas Argentinas		11.68	USA 3000		79,178.04
Canadian Airlines		64,977.45	Lone Star		69.52	V Australia (Virgin Blue)		386.32
Canair		20,334.88	Lot Polish Airlines	17.56	1,485.11	Varig		668.53
CanJet		120,295.00	LTU		74.88	Vietnam Airlines		83.41
Cape Air / Hyannis Air Service		242.90	Lufthansa	21.62	7,304.99	Virgin Atlantic		6,044.89
Carnival Air Lines		1,883.40	Malaysia		406.88	Viscount Air Service		2,006.04
Casino Air Link		887.68	Malev Hungarian		241.88	Viscount Air Tours		353.32
Casino Express		8,389.66	Mark Travel Corp.		10,856.56	Vision		2,809.60
Cathay Pacific	20.96	3,166.83	Mesa Airlines		132.20	WestJet		59,527.59
Cayman Airways		101.96	Compania Mexicana		438.74	World Airways		35.04
Champion Air (MLT, Inc.)		9,343.96	MGM Grand Air		302.40	Total	172,261.96	80,028,034.39
China Airlines	4.39	2,340.59	Miami Air Int'l		5,515.47	PFC checking Interest	2.22	1,742,750.49
Colgan Air, Inc.		151.86	Midway Airlines		601.52	PFC Investment Interest		1,526,893.55
ComAir		21,805.38	Midwest		1,922.08	Securities-bought		32,071,184.66
Compania		33.75	Mountain West		11.68	Securities-sold		32,058,520.85
Conquest		5.76	National Airlines		5.84	Securities Interest		224,518.18
Continental Airlines		3,580,174.07	Nicaraguense de Aviacion		5.84	Service charges		6,970.26
Continental Micronesia		44.05	North American Airlines		443.39	Expenditures		82,902,939.82
Copa		11.56	Northwest		1,996,108.91	Balance		<u>599,622.72</u>
Croatia Airlines	21.95	43.90						

**HUMAN RESOURCES****JULY 2022****HUMAN RESOURCES DEPARTMENT  
ACTIVITY FOR THE MONTH OF JULY 2022****OPEN POSITIONS**

POSITION	NUMBER OF POSITIONS	NUMBER OF APPLICANTS	POSITIONS FILLED	APPLICANT(S) HIRED	STARTING DATE
Baggage Handling System	4	60	1	Umoza Abenaki-Nibbs	7/13/2022
Director, Human Resources	1	70			
Firefighter	1	51			
Floor Maintenance Technician	1	25			
HVAC Mechanic	1	11			
IT Systems Technician	3	24	1	Jhoasy Corcino	7/25/2022
Maintenance Tech, Public Works	1	3	1	Andersen Suter	7/18/2022
Police Officer - FT	2	16			
Police Officer - PT	2	16			
Traffic Control Specialist	4	52			
<b>TOTALS</b>	<b>20</b>	<b>328</b>	<b>3</b>		

**SEPERATIONS**

NAME	HIRE DATE	SEPARATION DATE	POSITION

The following positions(s) are funded in the FY 22 Budget, but have not been authorized to fill at this time.

POSITION	NUMBER OF POSITIONS	DEPARTMENT
Communications Specialist PT	1	Operations
Deputy Fire Chief	1	ARFF
Facilities Administrator	1	Facilities
Property Leasing Administrator	1	USS

**PURCHASING****JULY 2022****BIDS/QUOTES:**

Work has been completed on the replacement Air Cargo Roof and passed warranty inspections.

The Authority has selected SP Plus as the new Parking Management, Operations, and Shuttle Services company. We have received our two used CoBus 2700S Airport Buses to service aircraft that there is no gate space for. We have held preliminary meetings with SP+ to look into upgrading the Parking Access and Revenue System (PARCS) to bring in license plate reading and modernize the credit card machines to improve the performance and increase the technology, so our passengers have a much better experience. SP Plus will be helping to write a bid package and will be working closely with Properties in selecting the features and new system equipment for this project.

Purchasing has issued multiple bill packages for Cisco equipment for upgrades for SMAA, FIDS, Paging, and Common Use Networks. There is an extremely long lead time on all computer equipment. We have also issued purchase orders for a Nutanix Xi-Leap Cloud based back-up storage software programs to further protect our networks. The Nutanix Xi-Leap is being installed this month.

Informal written quotes requested from prospective suppliers to provide airport lighting/lamps, artificial plants, batteries, computer hardware, technical support and software related items, electrical fixtures, extinguishing agents, firefighting gear, landscaping supplies, loading bridge repairs and supplies, industrial supplies, MRO items, office chairs, paint and paint supplies, promotional and advertising novelties, rental equipment, tires, tractor, uniforms, etc. and other misc. repairs and services.

**WAREHOUSE:** The Warehouse continues to add and delete items stocked in inventory and to generate purchase orders to replenish stock based on monitoring of inventory levels: **0** new items added, and we have reduced the number of items in the warehouse by **0**. Purchasing is reviewing all stock items to further reduce non-usage/slow moving items as needed. **On-line auction activity through GovDeals for surplus/obsolete items: There were \$1,230.00 of sales in the month of July.**

**DEPARTMENT PROJECTS:**

- We have received our new mowing equipment ordered this past fall. We should be ready for the busy summer season. The new Ditch mower was received in August.
- Purchasing is getting ready for year-end inventory counts. We have been very busy selling surplus items on our auction site, GovDeals.
- The refurbishment project for the Lift Station at the old restaurant site is complete and workmanship looks very good.

**CONTRACTS ISSUED:** Sara Mana Copier Lease.

**SUMMARY OF DEPARTMENT ACTIVITY FOR THE MONTH:****PURCHASING:**

- Purchase Orders Issued: 90
- Blanket Purchase Orders Issued: 2
- Emergency Purchase Orders Issued: 0
- Change Orders Issued: 0

**WAREHOUSE/RECEIVING:**

- Inventory Stock Transactions: 80
- Courier Activity: 421 miles for month

**NOTICE TO THE BOARD:** Per the Purchasing Policy, all purchases between \$35,000 - \$65,000 require at least three informal quotes. All purchases between \$65,000 to \$150,000 value shall be publicly noticed and made on the basis of competitive sealed bids, competitive sealed proposals, or competitive sealed replies. All exceptions shall be noted to the Authority at its next regular meeting. The following are exceptions to this policy for **July 2022: None.**

## AGENDA ITEM NO. 9.4

### SARASOTA MANATEE AIRPORT AUTHORITY REAL ESTATE DEVELOPMENT & PROPERTIES STAFF REPORT AUGUST 29, 2022 REGULAR MEETING

#### REAL ESTATE DEVELOPMENT & PROPERTIES

JULY 2022

**Southwest Airlines:** Southwest construction underway to buildout lease space in the lower level of the Concourse under Gate B-10. SWA lease and exhibits to be modified.

**Property #7/NEC and #12 NWC University & Bradenton Rd:** SMAA application for DRI termination and rezoning in process. A portion Property 7 to be utilized temporary for an economy parking lot to accommodate overflow parking needs while various projects are constructed. Property 7 is in for construction permits with the city for the parking lot.

**Rental Car/Status:** Development of a consolidated QTA lot/facility is in design and Properties drafting/negotiating new lease/operating agreements with all three car companies, including lease extensions. The expansion of the ready/return lot is complete.

**Airport Hotel #3:** The ground rent tenant is participating in the DRI/rezoning. Extended the temporary license to allow the airport to utilize the vacant hotel lot for overflow parking.

#### NORTH QUAD DEVELOPMENT:

- **Sheltair FBO:** Sheltair conceptual site plan was submitted to the Authority and approved. Sheltair is now proceeding with full design.
- **DJG SRQ Hangar, LLC:** DJG is pursuing the purchase an existing hangar at SRQ and therefore elected to terminate the recently approved Lease and Development Agreement with SMAA.
- **SRQ Hangar, LLC:** SRQ Hangar has commenced with due diligence and conceptual site planning. SRQ Hangar requested additional acreage for its development, a draft amendment is underway.
- **EAA:** EAA has commenced with due diligence and conceptual site planning.
- **GA FIS:** The GA FIS facility is in process and design, Properties to negotiate/complete a lease for the property/building.

**School District of Manatee County, Florida:** The School Board is conducting due diligence and will submit for the building permits thereafter. The school Board received State funding for the project.

**Team Success:** The Tenants sitework and buildings are underway, and the opening of the school is delayed and is now scheduled for the fall of 2023. Team Success has requested additional land to expand its campus and an amendment of the lease is under consideration.

**Property 5 and 6:** Property 5/6 are contemplated to be utilized as Park N Fly lots, SMAA has started the process to zone/design/permit. Properties completed an early lease termination with Trailer Depot and Trailer Depot will vacate in September. This will allow the planned Park N Fly on Lot 6 to include this additional acreage for parking.

**Concessions:** Redevelopment of retail, food and beverage concessions throughout the Terminal/Concourse to expand/redevelop is in process. This project will be a phased project over the next several years once implemented.

Properties is negotiating with HMS Host for an island bar with limited food concessions at the north end of the concourse. An amendment will be presented to the Board for consideration. HMS Host is in conceptual design for the proposed Island Bar.

**Mitchell Management of Florida, Inc.:** The Jimmy Johns franchisee (Tenant) is under construction and is expected to be open for business first week of September 2022. Plans are underway to issue a press release and hold a ribbon cutting ceremony for the Grand Opening.

**Property #10/M-lot:** Construction of all sitework, maintenance hangar building, and an extensive remodel of the former Agape hangar nearly complete.

Business terms have been reached with Elixir, a small aircraft manufacturer, for the new maintenance hangar and Agape hangar, further details to follow. Elixir plans to enter the US in 2023/2024, so in the meantime a temporary lease for both hangars has been completed with Aerovanti Air Club. Aerovanti plans to develop a facility in the North Quad and relocate at the end of the temporary lease.

**Property #2/Tallevast:** Properties continues discussions/negotiations with Industrial development groups as to a joint development of this property.

**Parking:** The Parking operator Agreement with SP+ is nearly complete and the transition of operators is anticipated to commence October 1, 2022. A formal termination with the current parking operator, Reef Parking, will be issued per the terms of the contract.

**FBO Expansion:** Additional hangars are contemplated at Dolphin and is in the permitting phase, with construction commencing 30 days after permits are issued. Ross Aviation expressed interest in expansion within the North Quad area.

**Ross Aviation Assignment to Atlantic Aviation:** The acquisition of Ross Aviation by Atlantic Aviation is in process.

**Minimum Standards:** SMAA is in process of updating the airports Minimum Standards, with several of the airport departments participating. Completion is anticipated by the end of this year.

**General:** Insurance notices, tenant inquiries, showing of properties, construction permits, meetings with surveyors, appraisers, contractors and engineering consultants, collections and past due notices, notices of insurance renewals and compliance, loss prevention committee, meetings with insurance claimants, planning and staff meetings.

## GENERAL AVIATION

JULY 2022

**T-HANGAR MONTHLY STATUS REPORT  
For the Month of July 2022**

Item	Qty.	No. Leased	Wait List	Leased %	Monthly Rate	Monthly Rent	Annual Rent
T-Hangars							
51'5 W Oversize	4	4	42	100%	\$1,700.00	\$6,800.00	\$81,600.00
48' W Large	27	27	80	100%	\$602.00	\$16,254.00	\$195,048.00
42' W Standard w/additional 176 sq. ft. storage	4	4	3	100%	\$545.00	\$2,180.00	\$26,160.00
42' Standard (42' wide)	121	121	124	100%	\$440.00	\$53,240.00	\$638,880.00
42' W Standard Discounted rate for CAP & EAA	2	2		100%	\$250.00	\$500.00	\$6,000.00
Storage Rooms	7	4		57%	\$100.00	\$400.00	\$4,800.00
Storage Rooms (Discounted rate for CAP & EAA)	2	2		100%	\$10.00	\$20.00	\$240.00
<b>TOTALS</b>	<b>167</b>	<b>164</b>	<b>249</b>			<b>\$79,394.00</b>	<b>\$952,728.00</b>

- Compliments: **1**
- Complaints: **0**
- Maintenance Requests: **5**
- Total number of tenants: **166**
- Total rentable spaces: **167**
- **108** tenants using auto credit card method of payment.
- **D1-119 vacated June 30, 2022.**
- **D1-107 transferred to D1-119.**
- **D1-107 & J4-104 new leases effective July 1, 2022.**
- **D1-116, D2-112 & J8-107 leases ending July 31, 2022.**
- **J4-106 transferring to J8-107. D1-107 transferring to J4-106.**
- **D1-107, D1-116, D2-112 J4-106, J8-107 leases effective August 1, 2022.**
- **J4-104 co-tenancy effective July 15, 2022.**
- **D1-116 will become co-tenancy August 4, 2022.**
- **EAA Chapter 180 currently using J3-110 for build program – no rate discount.**
- **Facilities performing annual preventative maintenance on T-Hangar electric bi-fold doors.**



## **AGENDA ITEM NO. 9.5**

### **SARASOTA MANATEE AIRPORT AUTHORITY ARFF, OPERATIONS & POLICE DEPARTMENTS AUGUST 29, 2022**

#### **OPERATIONS DEPARTMENT - PROJECT/ACTIVITY/INCIDENT REPORT FOR THE MONTH OF JULY**

##### **Projects and Activities**

- Operations corrected several minor issues with the Access Control System during the month.
- Worked with Facilities and IT Departments on installation of additional and replacement CCTV cameras.
- Operations conducted multiple vehicle and aircraft escorts throughout the month.
- Operations conducted multiple "drivers training" sessions on the airfield
- Operations responded to multiple wildlife and FOD calls throughout the month.
- Operations responded to the FBOs on multiple occasions to grant after-hours access to transient pilots.
- Operations was taking aircraft noise measurements near the old Dog Track (proposed location for apartments) during the month.
- 7/2: Operations escorted ABC 7 reporter in terminal.
- 7/6: Airport Communications personnel attended customer service class.
- 7/18: Operations escorted ABC 7 cameraman on airfield.
- 7/27: Operations escorted Hyatt Survey onto TWY C between TWY F and the end RWY 14.

##### **Alerts and Incidents**

- 7/3: HazMat (Fuel leak) in the Rental Car Return Lot. Contained and cleaned up by ARFF.
- 7/4: International GA aircraft arrived without Customs present. AIRCOM called multiple telephone numbers for CBP but was unable to reach a live person; aircraft departed to TPA for Customs services.
- 7/10: Driver turning onto Rental Car Rd from Airport Cir struck and knocked over a light pole into the roadway; APD, Operations, and Facilities responded.
- 7/10: ALERT II - Piper Seneca inbound with faulty gear indication. After a fly-by, aircraft landed safely.
- 7/15: C-172 on RWY 4/22 with a flat tire; RWY 14/32 also closed due to the aircraft being in the Safety Area. RWY 14/32 re-opened after aircraft pushed clear of Safety Area. Operations escorted mechanics to aircraft to change tire; aircraft taxied to Dolphin.
- 7/20: A swarm of bees on the Observation Deck. Facilities responded and sprayed a hive inside a black light box against the wall. Operations had APD lock the Observation Deck until confirmation all bees departed.
- 7/21: ATCT radioed Operations to report an aircraft is on RWY 14, near TWY A1, and not responding to radio communications. Operations responded and alerted pilot to the issue.
- 7/25: C-172 with flat tire after landing RWY 14; Operations and ARFF responding. Aircraft placed on dolly and towed to the Dolphin ramp.
- 7/26: Pilot of a Beech Bonanza requested a flyby to have the ATCT confirm all wheels were down. ATCT confirmed all wheels were down and the aircraft landed safely on RWY 32.
- 7/30: Concourse freight elevator out of service. Operations reprogrammed security system to allow Host/Owens personnel to temporarily use B8 elevator.

**OPERATIONS DEPARTMENT  
AUGUST 2022**

**Miscellaneous Activities**

<b>July Activity</b>	<b>2022</b>	<b>2021</b>
Medical Runs Dispatched by AIRCOM	36	23
Medical Runs requiring SCFD Response	12	8
NOTAMs Issued	22	67
Notice of Violations issued for Safety/Security infraction by a tenant employee.	1	1
CHRC (Fingerprint check) conducted	98	110
New I.D. Badges Issued	117	139
I.D. Badges Renewed	56	55
Security Threat Assessments	611	112
Computer Based Training Classes completed	505	514

**FIRE DEPARTMENT  
AUGUST 2022**

<b>FIRE DEPARTMENT ACTION REPORT JULY 2022</b>			
<b>SAFETY INCIDENT/RESPONSES</b>			
<b>TYPE OF RESPONSE</b>	<b>AREA OF RESPONSE</b>	<b>NUMBER OF RESPONSES</b>	<b>TOTAL YEAR TO DATE</b>
EMT FIRST AID RESPONSES:	Ticket wing	4	41
	Main	0	14
	Baggage Wing	4	20
	Escalator	2	5
	Curbside	6	20
	2nd Floor	2	15
	3rd Floor	0	1
	TSA Checkpoint	2	15
	Walk-in	0	1
	Restaurant	3	7
	Concourse 1st	0	2
	Concourse 2nd	10	66
	Ramp	0	6
	Aboard Aircraft	4	50
	Parking lot	3	22
	Toll Booth	1	1
	Airfield	0	11
	<b>TOTAL EMT FIRST AID:</b>	<b>41</b>	<b>297</b>
FIRE RESPONSES:	Aircraft Fire	0	0
	Structural Fire	0	2
	Vegetation Fire	0	0
	Vehicle Fire	0	1
	Trash Fire	0	1
FIRE ALARM RESPONSES:	Fire Alarms	0	4
	Bomb Scare	0	0
	<b>TOTAL FIRE / ALARM:</b>	<b>0</b>	<b>8</b>
HAZARDOUS MATERIALS RESPONSES:	Fuel Spill	0	3
	Chemical Spill	0	1
	Other	0	3
	<b>TOTAL HAZARDOUS MATERIAL:</b>	<b>0</b>	<b>7</b>
AIRCRAFT EMERGENCY RESPONSES:	Alert I	1	7
	Alert II	3	14
	Alert III	1	4
	Stand By/Hot Fuel	0	10
	<b>TOTAL AIRCRAFT EMERGENCY:</b>	<b>5</b>	<b>35</b>
SUPPLEMENT REPORT			0
	<b>TOTAL RESPONSES</b>	<b>55</b>	<b>347</b>

**POLICE DEPARTMENT  
AUGUST 2022**

**POLICE ACTIVITIES JULY 2022**

<b>CRIMES</b>	
ASSAULT/BATTERY	0
BOMB THREATS	0
GRAND THEFT AUTO	1
DAMAGE TO PROPERTY	1
DISORDERLY CONDUCT	2
FIELDS INTERVIEWS	3
DOMESTIC VIOLENCE	0
NARCOTICS	2
PERSONAL PROPERTY THEFT	0
RECOVER GRAND THEFT AUTO	1
SUSPICIOUS PERSON	6
SUSPICIOUS VEHICLE	5
TRESPASS	4
OTHER CRIMES	1
<b>TOTAL:</b>	<b>26</b>
<b>PATROLS</b>	
AOA	110
CONCOURSE PATROL	163
SECURITY CHECKPOINT	143
GROUND TRANS	38
PARKING LOTS	145
PERIMETER (INSIDE)	28
ROADWAY	130
BAGGAGE AREA PATROL	125
TACTICAL PATROLS	25
SECURITY PATROLS	301
<b>TOTAL:</b>	<b>1208</b>
<b>CHECKPOINTS</b>	
AOA BREACH	0
ASSIST ASM MISC.	0
CHECKPOINT BREACH	0
DOOR ALARMS	4
DRUGS-NARCOTICS	0
EXIT LANE ALARM	1
EXIT LANE BREACH	1
HOLD BAGGAGE CALLS	0
NO FLY LIST	0
OTHER PROHIBITED ITEMS	0
SUSPICIOUS ITEMS	0
OTHER	0
<b>TOTAL</b>	<b>6</b>

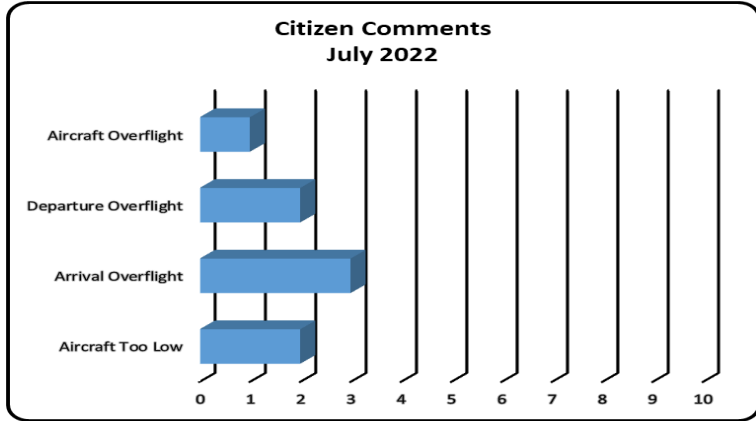
<b>INSPECTIONS</b>	
COMMERCIAL INSPECTION	23
GATE INSPECTION	97
GT INSPECTION	334
SIDA CHECK	131
OTHER INSPECTIONS	0
<b>TOTAL:</b>	<b>585</b>
<b>TRAFFIC</b>	
DISABLED VEHICLE/TOWING	1
PARKING TICKETS	10
TRAFFIC CRASHES	3
TRAFFIC CITATIONS	8
WARNINGS	0
OTHER TRAFFIC	5
<b>TOTAL:</b>	<b>27</b>
<b>ASSISTANCE</b>	
BAKER/MARCHMAN ACT	2
CUSTOMERS	28
MOTORISTS	2
OUTSIDE AGENCIES	5
SMAA EMPLOYEE/DEPT	1
TENANTS	22
MEDICAL CALLS	30
LOST & FOUND LOGGED	51
LOST & FOUND RETURNED	16
LOST & FOUND INQUIRIES	152
<b>TOTAL:</b>	<b>309</b>
<b>WEAPONS</b>	
EXPLOSIVES	0
FIREARM PARTS/AMMO	1
FIREARMS AT CHECKPOINT	1
UNDECLARED WEAPONS	0
OTHER WEAPONS	6
<b>TOTAL:</b>	<b>8</b>
<b>ARRESTS</b>	
ARRESTS FELONY	0
ARRESTS JUVENILE	0
ARRESTS MISD	1
E-WARRANTS	0
SAO REFERAL	0
NOTICE TO APPEAR	1
OTHER ARRESTS	1
<b>TOTAL:</b>	<b>3</b>

**OPERATIONS  
AUGUST 2022**

**NOISE MONITORING AND FLIGHT TRACKING FOR THE MONTH OF JULY**

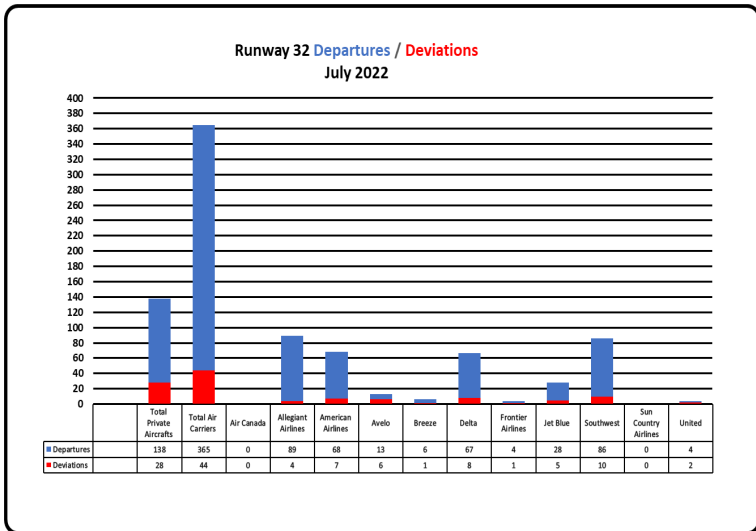
→ The chart to the right displays the distributions of noise complaints for the month of **July 2022**. There were **7 calls and 1 email** which **generated 8 complaints** by the Noise Abatement Hotline or by the Operations Department.

Of the total complaints, **50% were from Sarasota County and 50% from Manatee**. The average number of calls received for the month were **.26** calls per day.



→ Flight Tracking & Runway 32 Deviation data is for **July 2022**. There were **44 air carrier and 28 private jet deviations** observed during this period.

In July 2022, **Southwest (SWA)** had **10 deviations**, **Delta (DAL)** had **8 deviations**, **American (AAL)** had **7 deviations**, **Avelo (VXP)** had **6 deviations**, **JetBlue (JBU)** had **5 deviations**, **Allegiant (AAJ)** had **4 deviations**, and **United (UAL)** had **2 deviations**, **Frontier (FFT)** had **1 deviation** and **Breeze (MXY)** had **1 deviation**. This office continues to work with representatives from the airlines, private jets and the SRQ ATCT to ensure compliance with SRQ Five & SRKUS Four Departure Procedures (NADP for Runway 32).



**RUNWAY UTILIZATION**

The overall runway utilization for the month of **JULY 2022** is distributed as follows:

Operations	Runway 04	Runway 22	Runway 14	Runway 32
Arrivals	2%	8%	62%	28%
Departures	10%	12%	58%	21%

## **AGENDA ITEM NO. 9.6**

### **SARASOTA MANATEE AIRPORT AUTHORITY DEVELOPMENT/COMMUNITY RELATIONS & ACTIVITY REPORT AUGUST 29, 2022**

#### **SRQ AMBASSADORS**

In July , the SRQ Ambassadors volunteered 605 hours. Our Ambassadors gave 2 guided tour with 59 participants during the month.

#### **MEDIA RELATIONS**

Met with or contacted this month by reporters from the Sarasota Herald-Tribune, the Bradenton Herald, ABC7, SNN TV, Bay News 9 and News Channel 8.

#### **Mark Stuckey, Executive Vice President, Chief of Staff: July 16 - Aug 19, 2022**

- 7/18 On-camera interview with ABC 7 News
- 7/28 Meeting with BWI Airport – Jordan Kayloe  
Conference call with Breeze Airways
- 7/29 Conference call with Adept Aviation
- 8/3 Headquarter meeting with JetBlue – NYC
- 8/5 Attended event in Baltimore, MD with Southwest Airlines Network Planners
- 8/9 Dinner with Southwest Airlines Network Planner – Daniel Goodwyn
- 8/10 Site visit and presentation provided to Southwest Airlines – Schedule Planners
- 8/15 Speaker – Manatee County Tourist Development Council
- 8/16 Speaker – Sarasota Hotel Committee
- 8/19 Attended event in Pittsburgh with Allegiant, Sun Country, and Canada Jetlines

#### **Fredrick Piccolo, President, CEO: July 15 – August 18, 2022**

- July 15-19 Meet w/Jet2 Exec Director
- July 25 Panelist – Economic & Govt Panel, Realtor Assoc of Sarasota/Manatee
- July 26 Meeting – B. Shriver, Rise & Nyes, fundraiser opportunities
- July 27 Virtual Meeting – ACI World
- July 27 Interview – Business Observer
- July 28 Interview – ABC 7
- July 28 Board Meeting – Bradenton EDC
- July 29 Interview – Florida Trend Magazine
- August 11 Presentation – New College President and team
- August 18 Interview – Sarasota Stories Podcast

Mr. Piccolo participates in various impromptu media interviews throughout the month

# **ACTIVITY REPORT**

## **JULY 2022**

**ACTIVITY REPORT**  
**SARASOTA-MANATEE AIRPORT AUTHORITY**  
**SARASOTA BRADENTON INTERNATIONAL AIRPORT**

ACTIVITY MONTH: JULY

				2022 YEAR			2021 YEAR			12 MONTHS ACTIVITY		
	2022	2021	% CHANGE	TO DATE	TO DATE	% CHANGE	TO DATE	TO DATE	% CHANGE	THRU JULY	2021	% CHANGE
AIRCRAFT OPERATIONS												
ITINERANT												
AIRLINES	1,973	2,982	-33.84%	19,008	18,515	2.66%	19,008	18,515	2.66%	32,864	25,022	31.34%
AIR TAXI	751	837	-10.27%	8,665	7,952	8.97%	8,665	7,952	8.97%	14,021	12,177	15.14%
GENERAL AVIATION	5,401	5,363	0.71%	46,518	43,164	7.77%	46,518	43,164	7.77%	76,877	67,203	14.40%
MILITARY	186	262	-29.01%	1,402	1,832	-23.47%	1,402	1,832	-23.47%	2,680	2,683	-0.11%
TOTAL ITINERANT	8,311	9,444	-12.00%	75,593	71,463	5.78%	75,593	71,463	5.78%	126,442	107,085	18.08%
GENERAL AVIATION (Local)	4,004	2,650	51.09%	19,331	18,946	2.03%	19,331	18,946	2.03%	35,537	31,451	12.99%
TOTAL OPERATIONS	12,315	12,094	1.83%	94,924	90,409	4.99%	94,924	90,409	4.99%	161,979	138,536	16.92%
TOTAL PASSENGERS:												
ON	143,026	166,067	-13.87%	1,203,842	903,642	33.22%	1,203,842	903,642	33.22%	1,883,436	1,124,253	67.53%
OFF	140,099	160,880	-12.92%	1,171,285	882,996	32.65%	1,171,285	882,996	32.65%	1,868,596	1,122,941	66.40%
TOTAL	283,125	326,947	-13.40%	2,375,127	1,786,638	32.94%	2,375,127	1,786,638	32.94%	3,752,032	2,247,194	66.97%



SARASOTA BRADENTON INTERNATIONAL AIRPORT  
TOTAL YOY PASSENGER COMPARISON - BY MONTH

	2022				2021				YOY	
JAN	160,119	141,562	508	302,189	JAN	88,497	37,983	224	126,704	138.5%
FEB	173,945	166,165	355	340,465	FEB	99,526	60,006	240	159,772	113.1%
MAR	244,551	198,131	164	442,846	MAR	160,206	117,072	312	277,590	59.5%
APR	234,933	150,693	387	386,013	APR	177,077	116,762	326	294,165	31.2%
MAY	187,689	144,416	326	332,431	MAY	167,314	120,748	489	288,551	15.2%
JUNE	188,770	98,970	318	288,058	JUNE	169,587	143,015	307	312,909	-7.9%
JULY	184,958	98,167	0	283,125	JULY	173,122	153,403	422	326,947	-13.4%
AUG	0	0	0	0	AUG	118,183	125,072	594	243,849	-100.0%
SEPT	0	0	0	0	SEPT	98,879	89,384	553	188,816	-100.0%
OCT	0	0	0	0	OCT	146,681	128,076	572	275,329	-100.0%
NOV	0	0	0	0	NOV	155,898	164,638	1,107	321,643	-100.0%
DEC	0	0	0	0	DEC	175,135	171,335	798	347,268	-100.0%
<b>TOTAL:</b>	<b>1,374,965</b>	<b>998,104</b>	<b>2,058</b>	<b>2,375,127</b>	<b>TOTAL:</b>	<b>1,730,105</b>	<b>1,427,494</b>	<b>5,944</b>	<b>3,163,543</b>	<b>-24.9%</b>

SARASOTA BRADENTON INTERNATIONAL AIRPORT  
 TOTAL PASSENGERS - JULY 2022  
 MONTH / YEAR-TO-DATE COMPARISON

AIRLINES	MONTH			YEAR-TO-DATE			YTD MKT SHARE		
	2022	2021	% CHG	2022	2021	% CHG	2022	2021	
<b>[MAJOR CARRIERS]</b>									
AIR CANADA	0	0	0.0%	0	0	0.0%	0.0%	0.0%	
ALLEGiant	74,373	54,997	35.2%	494,359	304,816	62.2%	22.4%	20.1%	
AVELO	4,710	0	100.0%	22,268	0	100.0%	1.0%	0.0%	
BREEZE	1,695	0	100.0%	2,636	0	100.0%	0.1%	0.0%	
DELTA	64,832	74,439	-12.9%	482,454	375,671	28.4%	21.9%	24.8%	
ELITE AIRWAYS	0	265	0.0%	200	265	-24.5%	0.0%	0.0%	
FRONTIER	2,207	8,497	-74.0%	22,752	55,785	-59.2%	1.0%	3.7%	
JETBLUE	9,836	6,608	48.8%	141,756	95,094	49.1%	6.4%	6.3%	
UNITED	9,857	15,579	-36.7%	171,421	101,626	68.7%	7.8%	6.7%	
AMERICAN	33,710	28,581	17.9%	207,213	185,428	11.7%	9.4%	12.2%	
SOUTHWEST	75,514	96,928	-22.1%	633,441	378,873	67.2%	28.7%	25.0%	
SUN COUNTRY	0	0	0.0%	26,431	18,535	42.6%	1.2%	1.2%	
<b>MAJOR TOTAL:</b>	<b>276,734</b>	<b>285,894</b>	<b>-3.2%</b>	<b>2,204,931</b>	<b>1,516,093</b>	<b>45.4%</b>	<b>100.0%</b>	<b>100.0%</b>	
<b>(AFFILIATE AIRLINES)</b>									
MESA AIRLINES-United Express	0	9,002	-100.0%	12,212	53,979	-77.4%	7.3%	20.1%	
PSA AIRLINES -American	5,873	7,595	-22.7%	60,415	50,991	18.5%	35.9%	19.0%	
REPUBLIC-American	0	11,497	-100.0%	10,441	55,155	-81.1%	6.2%	20.5%	
Republic - United	0	7,570	-100.0%	49,009	41,573	17.9%	29.1%	15.5%	
Republic-Delta	0	534	-100.0%	8,159	21,963	-62.9%	4.9%	8.2%	
SKY WEST - United	0	3,701	-100.0%	10,801	13,663	-20.9%	6.4%	5.1%	
ENDEAVOR-Delta	0	0	0.0%	0	411	-100.0%	0.0%	0.2%	
ENVOY-American	518	997	-48.0%	17,301	30,755	-43.7%	10.3%	11.5%	
<b>REGIONAL TOTAL:</b>	<b>6,391</b>	<b>40,896</b>	<b>-84.4%</b>	<b>168,338</b>	<b>268,490</b>	<b>-37.3%</b>	<b>100.0%</b>	<b>100.0%</b>	
<b>[DOMESTIC-CHTR]</b>									
SUN COUNTRY	0	157	-100.0%	1,858	2,055	-9.6%	1.1%	100.0%	
<b>SUBTOTAL:</b>	<b>0</b>	<b>157</b>	<b>-100.0%</b>	<b>1,858</b>	<b>2,055</b>	<b>-9.6%</b>	<b>1.1%</b>	<b>100.0%</b>	
<b>CHARTER TOTAL:</b>	<b>0</b>	<b>157</b>	<b>-100.0%</b>	<b>1,858</b>	<b>2,055</b>	<b>-9.6%</b>	<b>0.1%</b>	<b>0.1%</b>	
<b>GRAND TOTAL:</b>	<b>283,125</b>	<b>326,947</b>	<b>-13.4%</b>	<b>2,375,127</b>	<b>1,786,638</b>	<b>32.9%</b>	<b>100.0%</b>	<b>100.0%</b>	

## **AGENDA ITEM NO. 9.7**

### **SARASOTA MANATEE AIRPORT AUTHORITY ENGINEERING, PLANNING & FACILITIES ACTIVITY REPORT AUGUST 29, 2022**

#### **ENGINEERING**

→ **SRQ Parking Lot Modifications**

Staff has bid the expansion portion to the long-term and overflow lot due to recent increase in airline traffic. The Authority awarded the low-responsive bidder at the January 2021 Board meeting, and staff conducted pre-construction meeting. An NTP was issued in March 2021. The long term and shade lots are substantially complete. Contractor began construction in the Ready Return Lot to expand parking and will install a covered sidewalk to terminal from Long-Term. A CO was issued to design and permit a Remote Lot and Park and Ride Lots. Both Lots have been bid; staff is awaiting approval from City and County permit applications. Contractor has begun mobilizing to Remote Lot.

→ **Wayfinding Sign Project**

The Wayfinding Sign project will replace and upgrade the signage around Airport Circle, along with the Bradenton Connector, General Spaatz Boulevard, Rental Car Road, Air Cargo Avenue, Air Cargo Road, and Old Bradenton Road. Signs will be upgraded to include latest international symbols, and their format will be similar to the new signage recently installed in the Gateway Entrance Project. Project was advertised and the Authority awarded the contract to the low responsive bidder at the January Board meeting. The Project contract has been executed and staff conducted a pre-construction meeting. An NTP was issued March 15<sup>th</sup>, 2021. A substantial completion inspection was completed on April 12<sup>th</sup>, and contractor is working on punch list items. Project is complete. Staff has begun project closeout.

→ **Baggage Handling System Project**

The Baggage Handling System Project will consolidate the three-existing mini-inline systems into one fully inline system. This project will allow all bag belts in ticketing to feed to one checked baggage inspection room and will allow for redundant screening machines. Vic Thompson Company (VTC) was ranked first at the August Board meeting and a contract was executed for the work. VTC has completed design plans and TSA has approved them. Construction funding originally scheduled for March of 2023 was accelerated to September of 2022. The project was advertised for bids and the low responsive bidder was approved at the May 2022 Board meeting. Staff received funding from TSA and are scheduling preconstruction meeting with contractor. Construction is expected to begin in late September 2022.

→ **Consolidated Rental Car Facility Project**

The Consolidated Rental Car Facility project will relocate all three rental car families to one lot to perform maintenance, fueling, cleaning, and storage. The Project will allow for future development of property along University Parkway and will improve efficiency of the Rental Car's Quick turn-around process. Project was advertised for architectural/engineering qualifications, and the Authority selected PGAL to design, permit, and bid the project. Project design is complete and is being permitted with the City of Sarasota and Manatee County. The project will be bid in three separate projects including the Cell Lot, Storage Lot, and the QTA project. The Cell Lot and Storage Lot bid packages were advertised, and the low responsive bidders were approved at the May Board meeting. Contractor is preparing to mobilize to site for both bid packages. The QTA Bid Package has been advertised, and a pre-bid meeting has been conducted. Staff anticipates bringing low responsive bid to the September Board meeting.

→ **Ground Transportation Center Project**

The Ground Transportation Center project will reconfigure and expand the ground transportation area at the west end of baggage claim. The Project will improve efficiency and space for ground transportation including TNCs, taxis, busses, and limos. Project was advertised for architectural/engineering qualifications, and the Authority selected AVCON to design, permit and bid the project. A design kickoff meeting was conducted on July 24, 2021, and the consultant is completing final bid documents. Staff anticipates bringing low responsive bidder to the September board meeting.

➔ **15<sup>th</sup> Street Observation Area Project**

The 15<sup>th</sup> Street Observation Area will improve the area off 15<sup>th</sup> Street East that is currently utilized for parking and aircraft viewing. Improvements will include a seating area, shade, lighting, pavement parking, landscape, and other enhancements. Project was advertised for architectural/engineering qualifications, and the Board selected Sweet Sparkman as the number one ranked firm to complete the design, bidding and permitting for the project. Staff has negotiated the scope and fees and approval was received at the November Board meeting. A funding agreement with Manatee County has been executed, and the contract with the approved architect has been executed. Preliminary concepts have been submitted to staff for review, and design review meetings are scheduled with Manatee County Public Works.

➔ **Commercial Apron Expansion Project**

The Commercial Apron Expansion project will expand the commercial apron to the East to allow for additional Remain Over Night (RON) parking and overflow hardstand parking for commercial aircraft. This project will address capacity restraints caused by inclement weather and will allow additional growth from existing airlines. Project was advertised for architectural/engineering qualifications, three firms selected by staff made presentations to Board in May. EG Solutions was selected as the number one ranked firm and a contract was executed for the design, bidding, and permitting. EG Solutions has prepared design plans, the project was advertised for bids, and the low responsive bidder was approved at the May Board meeting. An NTP was given July 11, 2022, and contractor has mobilized to site. The contract will install BMP's, begin clearing & grubbing, and grading.

➔ **Terminal Concourse Expansion Project**

The Terminal Concourse Expansion project will expand existing Concourse B to provide increased hold room areas, concession areas and support facilities, airline podium upgrades, and upgrade escalators within terminal. Project will also begin design and permitting for a new Concourse A as a separate design package. Project was advertised for architectural/engineering qualifications, and three firms selected by staff made presentations to Board in May. The Board ranked Gresham Smith (GS) number one, and staff negotiated a scope and fee, which was approved at the November 2020 Board meeting. GS has completed 100-percent design plans for the escalator upgrade package and the decluttering of Concourse B, and the CMAR is soliciting subcontractor bids. Gresham Smith has prepared 60-percent design plans for the Ground Boarding Facility and has submitted to airport staff for review. Approximately \$30 million in state funding has been designated for this project, and FAA has awarded \$10 million in competitive BIL funds.

➔ **General Aviation FIS (GAF) Project**

The GAF project will design, permit, and construct a new General Aviation Federal Inspection Facility for CBP. The project will allow CBP to clear GA aircraft through a facility in the North quad, allowing Southwest to continue to operate from Gate B8. Project was advertised for architectural/engineering qualifications, and the Board selected C&S Engineers. C&S is preparing 100-percent design plans for review. FDOT has executed a funding grant to fund 50/50 of the construction costs. Staff anticipates bringing low responsive bidder to the September board meeting.

➔ **Taxiway Charlie & Foxtrot Rehabilitation Project**

The Taxiway C & F rehab project will design, permit and rehabilitate Taxiways Charlie and Foxtrot. Project will also include airfield lighting and sign replacement as needed. The Board awarded the contract to Hanson Professional Services, Inc. at their January meeting and a design kick-off meeting was held June 11<sup>th</sup>. Hanson completed the design, and the project was advertised for construction bids. The low responsive bidder was approved at the April Board meeting. The FAA has noticed the grant, and staff has conducted the preconstruction meeting. Construction NTP is anticipated in early October.

➔ **ASOS Relocation**

Project will relocate the existing ASOS from the North Quad to site near ASR. This relocation will allow for further development of the North Quad. Staff is coordinating with FAA to complete design and begin construction. Staff anticipates completion by January of 2023.

➔ **West Apron Expansion & Employee Lot Relocation**

Project will expand the commercial apron on the west side south into the employee parking lot. The expansion will provide for three additional remain overnight parking (RON) aircraft parking positions. The apron expansion will impact the existing employee parking lot, which will be relocated and expanded to accommodate current and proposed employee parking. Kimley-Horn and Associates were selected for the design and have completed concepts for review.

**PLANNING**

➔ **Boundary Survey**

The Board selected AID at the November Board meeting to conduct a boundary survey and update the Exhibit A for the Airport Layout Plan (ALP). Staff conducted a negotiation meeting, finalized scope/fees, and Board approved at the May Board meeting. The contract has been executed and AID has completed project. FAA approved Exhibit A/Boundary Survey, and project is being closed out.

➔ **2022 FDOT JACIP**

Staff is updating the FDOT JACIP for FY 2023-2027.

**FACILITIES**

➔ **PROJECTS:** The Facilities Department is working on multiple projects and maintenance items: Ticket counter redesign, parking of cars, ARFF building repairs, baggage handling.

- **ATCT:** Planning for IR inspection. Flush of cooling loop awaiting chemicals (supply chain). Backflow filtration basket installation working well. Toilet repairs.
- **GRAPHICS:** Continuing to assist all departments and tenants with various signage projects and CAD requests. Airport Grounds Signage for Parking Lots, AOA Fence, Terminal and U.S.S. Working on projects for ARFF. New vehicle graphics.
- **LOADING BRIDGES:** Safety recall bolt replacement underway. Major mechanical PMs underway.
- **PUBLIC WORKS:** B-2 ramp markings completed. Mowing, weeding and trimming of all SMAA properties. Trimming of all palms and shrubs in center walkway construction area.
- **AIRFIELD:** Bravo lines and bars completed. Mowing of airfield. Maintaining A/F lights and signs. Airfield Supervisor retired, new Supervisor assigned.
- **CONVEYOR COVERAGE:** Integrating part time personnel into crew. Covering 17 hours minimum daily. Twenty-four (24) personnel now hired and on schedule. Training of staff. Will be integrating some personnel into carpet cleaning during slow baggage season.
- **INDUSTRIAL MECHANICS:** Swinging arm for long term parking completed. T-Hangar repairs underway.
- **HVAC:** Filter changes. Installed mini split for Allegiant. Looking into ARFF HVAC issue. Installed HVAC unit on Loading Bridge B-8. Installed HVAC unit at REEF IT closet.
- **ELECTRONIC SYSTEMS:** Various cabling projects. Replacing cameras. Planning for gate 46S relocation/replacement. Gate control repairs. Access control system repairs.
- **ELECTRICAL:** Electrical PM's. Lamp replacements. Working with contractors/engineers to aid design of terminal expansion. Evaluating for back-up generation at AF Vault/ARFF. Storage area wiring. Shop fan wiring.
- **CARPENTRY:** Gate B15 project. Ticket counter moves and scale relocations/installations. Water dump station installations.

- **VEHICLE FLEET:** Fire truck repairs and fleet vehicles. Making repairs to equipment for mowing. Took delivery of new buses. Took delivery of and trained on new ditch mower.
- **JANITORIAL:** Moved to split 4 and 3 shift with 7 day a week coverage for floors. Still advertising for staff, several applicants. Trying to establish a daytime person for spot cleaning. New floor equipment for bathrooms working well.
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➔ **TOTAL WORK ORDERS: 558**

- VEHICLE MAINTENANCE/EQUIPMENT REPAIR – 13 PMs, 59 work orders
- SIGN/CAD – 10 PMs, 28 work orders
- AIRSIDE (Airfield) - 20 PMs, 17 work orders
- LANDSIDE (Landscape, Equip Operators, Public Works) – 81 PMs, 11 work orders
- INDUSTRIAL TRADES – 119 PMs, 138 work orders

## AGENDA ITEM NO. 9.8

### SARASOTA MANATEE AIRPORT AUTHORITY INTERNAL AUDIT/RECORDS RETENTION DEPARTMENT AND INVESTMENT COMPLIANCE REPORT AUGUST 29, 2022 REGULAR MEETING

The following is a recap of Internal Audit Department projects and activities during July 2022:

**Accounting & Auditing:** The Authority will be implementing a new accounting standard relative to Leases in its FY 2022 audited financial statements. The new standard requires an evaluation of every lease to which the Authority is a party to determine if the lease will be reported on the balance sheet or continue to be reflected only on the income statement. During July, data gathering continued.

**Airline Rates and Charges:** Completed airline rate development for FY 23 in coordination with the development of the FY 23 budget by the Finance Department.

**Monthly Investment Activity Compliance Report:** On July 11, 2022, the Authority purchased a certificate of deposit from TD Bank in the principal amount of \$10 million. The CD was issued under Florida's Qualified Public Deposit statute and has a fixed rate of 3.25% and a fixed term of 14 months. This investment activity is compliant with the Authority's investment policy.

**Risk Management:** Completed application for airport general liability coverage renewing at fiscal year-end. Evaluated allocation of risk and insurance cost for parking lot management firm tentatively selected to assume that role in FY 23.

**Compliance:** Continued to update SRQ website and FDOT Florida Aviation Database to comply with Florida statute regarding transparency for commercial service airports (FS 332.0075). Completed draft of Title VI compliance plan and complaint form. Began work on mandatory Title VI training module to be incorporated into badge training at SRQ.

**Parking:** Parking operations are reviewed and tested monthly by Internal Audit. During July, a total of 100 all-day parking passes were issued to the human resources department. At month end, there were 2 vehicles in the parking lot being monitored for abandonment.

**Records Requests:** The Records Department received and processed 17 external/public record requests and 2 internal record requests during July.

**Records Management:** The Records Department received and processed 2 central file records. Seven boxes of inactive paper records were scanned and processed to the enterprise content management system. Records disposition documents were processed on 5 boxes of records that had met retention. Twenty-six bags of documents equaling 39 cubic feet of non-record material (duplicates, drafts, or obsolete/superseded) and documents meeting retention requirements were shredded per Authority directives and in accordance with Government-in-the-Sunshine regulations.

**Continuing Education:** The department attended Security Mentor IT training. The Director attended annual FAA-sponsored civil rights training (Title VI, ADA, DBE).

## AGENDA ITEM NO. 9.9

SARASOTA MANATEE AIRPORT AUTHORITY  
INFORMATION TECHNOLOGY DEPARTMENT  
August 2022

### **System upgrades and implementation:**

- Evaluation to determine redundancy and environmental needs for Network Operation Centers- Planning implementation of new server cabinets with new AC and fire suppression technologies- Airside complete. Evaluate 3<sup>rd</sup> floor vs 1<sup>st</sup> floor NOC.
- Hardware refresh of computer systems- 170+ systems upgraded. Ongoing
- Security Awareness online training- Renewed/ Ongoing.
- Anti-phishing solution to improve email security – monitoring.
- Datacenter backup solution upgrade- in progress
- Maintenance Connection Upgrade- Evaluate timing for Phase 2 mobility- On hold.

### **Common Use:**

- Install Common Use equipment at empty Ticket Counters- Complete
- Working with SWA on continual support for Ticket/Gate operations- ongoing
- Evaluate use of common use mobile carts for expanded gate capacity- In progress.
- Upgrade all the Common Use network switches- in progress
- Allegiant Airlines Common Use migration- in progress

### **Phone System:**

- Replacement of pay phones with Courtesy phones- In progress.
- ShoreTel phones will continue their upgrade to new Mitel phones- Ongoing.
- Install new conference room phones to improve calls/Teams meetings -Complete

### **SRQ Web Page:**

- Ongoing updates- Website refresh including Home screen updates, Updated pictures and content- New site is live.

### **IT Assessment**

- Ongoing: Updating policies and procedure to comply with NIST, CJIS and CIS frameworks.

### **Training:**

- Network +\ MCP Certification- In progress
- CCNA Certification- Complete
- MCA Training- In progress
- MCE Training- Complete
- CJIS Training- Complete

### **Project Coordination:**

- Conversion to digital record with Internal Audit- working with Purchasing and Internal Audit for scanning of documents including CAD files.
- FOTS cabinet upgrades- identify replacement UPS/ Cooling options- In progress.
- Distributed Antenna System (DAS) install by Crown Castle- Verizon evaluating installation
- Airport Wide WIFI system upgrades- New APs and equipment installation in progress
- Working with Facilities to setup new NOC to support growth of TC1- in progress.
- Working with Facilities to setup new Telecom closet at revenue house- in progress.
- New Managed Network Services provider- implementation in progress
- Coordinate with Allegiant Airlines for Common Use- In progress