CITY OF NAPLES AIRPORT AUTHORITY (NAA)
Board of Commissioners
Notice of Audit Committee Meeting

FINAL AGENDA

City Hall Council Chambers
735 Eighth Street South
Naples, FL 34102

Thursday, December 19, 2024
Immediately Following Regular Meeting of the Board of Commissioners

Commissioner Rita Cuddihy – Acting Chair and NCC Liaison
Commissioner Kerry C. Dustin – Consultant Selection Committee Chair, Audit Committee Member
Commissioner Robert P. Burns – Consultant Selection Committee Member, Audit Committee Member
Commissioner Terrence W. Cavanaugh – Audit Committee Chair, Consultant Selection Committee Member
Commissioner John Crees

Executive Director: Christopher A. Rozansky
Authority Attorney: William L. Owens, Esq. of Bond, Schoeneck & King, PLLC

If you wish to address the Board of Commissioners regarding an item listed on the Agenda, please complete a Speaker Registration form (available at the rear of the room) and hand it to the Executive Assistant prior to consideration of that item. We ask that speakers limit comments to 5 minutes and that large groups name a spokesperson whenever possible. All written, audio-visual, and other materials distributed to the Board or staff during this meeting will become the property of NAA and will be a public record. Thank you for your interest and participation.

NOTICE

Formal action may be taken on any item listed on the Agenda below, or added to the Agenda before or during the meeting, or discussed during the meeting without being added to the Agenda. Also, the sequence of items may be changed as the meeting progresses.

Any person who decides to appeal a decision of this Board with respect to any matter considered at this meeting (or hearing) will need a record of the proceeding and may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be heard.

Any person with a disability requiring auxiliary aids or services in order to participate in this proceeding for meetings at the City Council Chamber may call the City Clerk's Office at 213-1015, or for meetings at the Airport Office Building, the NAA Executive Assistant's Office at 643-0733, with requests at least two business days before the meeting.

Information on Action Items and other items which has been provided in advance of this meeting may be inspected at the office of the Executive Assistant, General Aviation Terminal Building, 2nd Floor, 160 Aviation Drive North. Minutes of this meeting will be prepared for Board approval, usually at the next Regular Meeting.

Pledge of Civility

It is the desire of the City of Naples Airport Authority to encourage the open exchange of ideas, fair discussion of the issues, and the participation of all persons in government, therefore, we pledge to be respectful of each other even when we disagree, to direct all comments to the issues, and to avoid personal attacks during all meetings and workshops.

A. ROLL CALL

B. PLEDGE OF ALLEGIANCE

C. AGENDA (Add, delete or re-sequence items)

D. PUBLIC COMMENTS (Public comments accepted for items not otherwise listed on the Agenda; 5 minute limit)

E. DISCUSSION ITEM

1. Fiscal Year 2024 Audit and Annual Comprehensive Financial Report

F. NEW BUSINESS

1. Request for Proposal for Audit Services

G. PUBLIC COMMENTS

H. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

1. Upcoming Audit Committee Meetings

I. ADJOURN

Information on Discussion Items and other items which has been provided in advance of this meeting may be inspected at the office of the Executive Assistant, General Aviation Terminal Building, 2nd Floor, 160 Aviation Drive North. Minutes of this meeting will be prepared for Board approval, usually at the next Regular Meeting.

NOTE: The Audit Committee is comprised of Commissioner Cavanaugh (Chair), Commissioner Dustin and Commissioner Burns (Members). All NAA Commissioners are welcome to attend and can "opt in" to participate.

To: Honorable Chair of the Audit Committee and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Ken Warriner, Senior Director of Finance and Administration

Meeting Date: December 19, 2024

Re: **DISCUSSION ITEM**

1. Fiscal Year 2024 Audit and Annual Comprehensive Financial Report

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ACTION REQUESTED: Committee discussion and recommendation of acceptance of the Fiscal Year 2024 Annual Audit and Annual Comprehensive Financial Report (Draft) for the Board of Commissioners approval at the January 16, 2025 Regular Meeting.

BACKGROUND: MSL, PA was selected as the Authority's auditor following a competitive selection process in June 2017. This is their eight year providing audit services for the Authority.

The financial statement format is substantially the same as in the prior year. The Single Audit was performed on the Federal grant awards only, as we do not meet minimum expenditure threshold of $750,000 for State awards. The draft financial report shows that the auditors expressed an unmodified opinion, which is the highest level of opinion that can be received.

The auditors also had no management letter comments. Staff believes that the FY 2024 report continues to meet the Government Finance Officers Association's (GFOA) Certificate of Achievement for Excellence in Financial Reporting Program's requirements.

The Statement of Net Position shows total assets of $175,743,538. The Statement of Revenues, Expenses, and Changes in Net Position shows a total change in net position of $15,140,987.

COMMUNICATION PLAN: The Audit Committee recommendation will be presented on the consent agenda to the Naples Airport Authority (NAA) Board of Commissioners at its January 16, 2025 Regular Meeting. Upon Board acceptance, the draft document will be made final. Copies of the Annual Comprehensive Financial Report will be provided to the required regulatory agencies

and the City of Naples Finance Director. Copies will be available to the general public at the NAA offices and on the NAA website, www.flynaples.com. We will also submit it to the GFOA for consideration for the Certificate of Achievement for Excellence in Financial Reporting.

FINANCIAL IMPACT: Not applicable.

Naples Airport Authority

Audit Presentation for the Fiscal Year Ended September 30, 2024

Presented by Jeff Wolf, CPA

MSL
CPAs & ADVISORS

Required Communications

- Auditor Responsibilities
- Management Responsibilities
- Internal Controls and Compliance
- Significant Matters
- Management Representations
- Audit Schedule

MSL

Service and Deliverables

Independent Auditor's Report (Pages 8-10)

Report on Internal Control over Financial Reporting and on Compliance (Pages 47 & 48)

Single Audit Report (See handout)

Management Letter (Pages 50-52)

Independent Accountant's Report (Page 53)

MSL

Statement of Net Position (Page 20)

	2024	2023
Current Ratio	5.4	7.1
Total Assets	$175.7M	$157.8M
Total Liabilities	$25.4M	$22.6M
Total Net Position Investment in Capital Assets Restricted Unrestricted	 $93.3M 3.2M 53.8M	 $85.4M 3.0M 46.8M
Unrestricted NP as a % of Total Oper. Expenses	148.5%	150.6%
Change in Net Position	$15.1M	$11.0M

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Statement of Revenues Expenses and Changes in Net Position (Page 21)

	2024	2023
Resources:		
Operating revenues	$38.8M	$32.6M
Non-operating revenues	5.3M	6.6M
Total Resources	44.1M	39.2M
Total Expenses	36.2M	31.1M
Income before contributions	7.9M	8.1M
Capital Contributions	7.2M	2.9M
Change in net position	$15.1M	$11.0M

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MSL News

- MSL joined up with Forvis Mazars on November 1, 2024
- Forvis Mazars is a Top-10 professional services firm which operates in over 100 countries and territories
- We are excited about the opportunities for our people and our clients
- Same quality service, same client service team, just under a different name

Questions or Comments

MSL

ANNUAL COMPREHENSIVE FINANCIAL REPORT

AS OF AND FOR THE YEARS ENDED SEPTEMBER 30, 2024 AND 2023

City of Naples Airport Authority
Naples, Florida

Naples Airport

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CITY OF NAPLES AIRPORT AUTHORITY
NAPLES, FLORIDA

ANNUAL COMPREHENSIVE FINANCIAL REPORT

AS OF AND FOR THE YEARS ENDED SEPTEMBER 30, 2024 AND 2023

Prepared by the City of Naples Airport Authority Finance Department

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CITY OF NAPLES AIRPORT AUTHORITY

Annual Comprehensive Financial Report
As of and for the Years Ended
September 30, 2024 and 2023

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December XX, 2024

To the Board of Commissioners
City of Naples Airport Authority
Naples, Florida

We are pleased to present the accompanying Annual Comprehensive Financial Report of the City of Naples Airport Authority (the Authority) for the fiscal years ended September 30, 2024 and 2023. The purpose of the report is to present fairly and to disclose fully the Authority's financial position and the results of its operations. This report consists of four sections: Introductory, Financial, Statistical and Compliance.

This report consists of management's representation concerning the finances of the Authority. Consequently, management assumes full responsibility for the accuracy of the data and the completeness and reliability of all information presented in this report. To provide a reasonable basis for making these representations, Authority management has established a comprehensive internal control framework that is designed both to protect its assets from loss, theft, or misuse and to compile sufficient reliable information for the preparation of the Authority's financial statements in conformity with generally accepted accounting principles (GAAP). Because the cost of internal controls should not outweigh their benefits, the Authority's comprehensive framework of internal controls has been designed to provide reasonable, rather than absolute, assurance that the financial statements will be free from material misstatement. As management, we assert that, to the best of our knowledge and belief, this financial report is complete and reliable in all material respects.

Florida Statutes require that all local government entities publish a complete set of financial statements presented in conformity with GAAP and audited in accordance with generally accepted auditing standards by a firm of licensed certified public accountants. An audit of the Authority's financial statements for the fiscal years ended September 30, 2024 and 2023 was completed by the Authority's independent auditors, MSL, P.A. Their report is included herein.

The goal of the independent audit was to provide reasonable assurance that the financial statements of the Authority for the fiscal years ended September 30, 2024 and 2023 are free of material misstatements. The independent audit involved examining on a test basis, evidence supporting the amounts and disclosures in the financial statements; assessing the accounting principles used and significant estimates made by management; and evaluating the overall financial statement presentation.

The independent auditors concluded, based upon the audit, that there was a reasonable basis for rendering an unmodified opinion that the Authority's financial statements for the fiscal years ended September 30, 2024 and 2023 are fairly presented in conformity with GAAP. The independent auditor's report is the first component of the Financial Section of this report.

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GAAP requires that management provide a narrative introduction, overview and analysis to accompany the financial statements in the form of a Management Discussion and Analysis (MD&A). This letter of transmittal is designed to complement the MD&A and should be read in conjunction with it. The MD&A can be found in the financial section, immediately following the report of the independent auditors.

The Airport

The Naples Airport was originally constructed in 1943 as the "Naples Airdrome" and served as an Army Air Corps base for training gunners, bomber crews and fighter pilots for combat during World War II. After the war, the city and county jointly operated the airport until the county sold its interest to the city in 1958.

The Naples Airport is located in western Collier County, approximately one mile from the City of Naples business district and approximately one and a half miles inland of the Gulf of Mexico. The airport, which is owned by the City of Naples, is leased to the City of Naples Airport Authority under a 99-year lease that expires in 2068. While there has been some scheduled airline service throughout much of the airport's history, there is currently no commercial service and the Naples Airport currently supports a variety of general aviation activity.

In fiscal year 2024, there were 123,171 aircraft operations (an operation is one landing or one takeoff). Use of the airport is restricted to aircraft less than 75,000 pounds maximum gross landing weight supported by dual landing gear, except for aircraft operated by the federal government.

The Authority

The City of Naples Airport Authority (NAA) was created by State Enabling Legislation and City of Naples action in 1969. The City of Naples, recognizing the benefits of an authority type management concept, established the Authority to enhance service to users, improve the community gateway image and eliminate financial subsidies paid by city taxpayers. The Authority is an independent reporting entity as defined by the Governmental Accounting Standards Board (GASB).

The Authority's Board of Commissioners is comprised of five members appointed by the Naples City Council. Commissioners are appointed for a term of four years. The Board of Commissioners retains the Executive Director, who is the chief operating and chief administrative officer, secretary and treasurer of the Authority. The Executive Director hires all other Authority employees.

The Authority financially supports itself directly from aviation fuel sales and airport user fees. No local, state or federal general taxes, such as property, utility, sales, intangible or income taxes directly support the Authority. The Authority receives, for certain capital projects, state and federal financial grants from transportation trust funds. The Authority pays the City of Naples for utility, police and firefighting services and also built, equips and maintains Aircraft Rescue and Fire Station #3, as well as all of its' own stormwater and environmental facilities. The Authority builds and maintains internal roadways and utilities and has constructed many of the external roadway improvements, including horticultural beautification and bicycle paths.

The Authority's budget and amendments, if any, are adopted by resolution of the Board of Commissioners, as required by Florida Statutes. The adopted budget regulates the total expenditures of the Authority for the fiscal year, and it is unlawful for any officer of the Authority to expend or contract for expenditures that exceed the budgeted appropriations. The Authority has a September 30 fiscal year

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ending date and, accordingly, the budget must be adopted by the Board of Commissioners before October 1, the beginning date of the new fiscal year.

Financial Condition of the Authority

The information presented in the Financial Section of this report is best understood when it is considered from the broader perspective of the specific environment within which the Authority operates. The Authority's economic condition is a composite of its financial health and its ability to meet its financial obligations and service commitments.

The financial condition of the Authority is primarily dependent upon aviation fuel sales. Aviation fuel sales, in turn, are usually dependent upon several factors, including the economic conditions in the United States and locally.

Hurricane Ian hit Southwest Florida on September 28, 2022 causing widespread flooding in the coastal areas, including over 4 feet of storm surge to parts of the airfield. There was significant damage to homes, condos and hotels on or near the beach causing many to be temporarily uninhabitable. In addition, in September and October 2024, our area experienced storm surge effects from two hurricanes that hit other parts of Florida. As a result of these storms and the coastal areas impacted, we expect fuel sales to be slightly down in FY 2025.

For fiscal year 2024, net fuel sales made up 69% of Authority net operating revenues. The Authority's selling price of aviation fuel is based on a cost-plus formula in accordance with the published rates and charges set by the Executive Director. The Authority maintains the exclusive right to retail fuel sales at the Naples Airport. A more detailed discussion of the Authority's financial results is contained in the MD&A found in the Financial Section of this report.

Relevant Financial Policies

The Authority has developed published rates and charges in order to recover operating expenses, maintenance and capital development costs. These rates and charges, as a package, maintain and enhance the healthy financial condition of the Authority. It should be noted that there are significant regulatory guidelines that must be considered when developing airport rates and charges. At a minimum, the Authority's rates and charges are updated annually.

As part of the Authority's planning process, a five-year Capital Improvement Plan is also updated at least annually. These projections assist the Authority in determining the potential impact of capital projects on future budgets and future revenue requirements, enabling the Authority to develop successful long-term plans. The Authority also maintains a five-year financial projection that includes a cash flow analysis.

For fiscal year 2024, the Authority maintained a $14.0 million reserve for emergency operating contingencies.

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Current and Long-Term Capital Initiatives

The two sources of outside funding for the Authority's Capital Improvement Plan are the Federal Aviation Administration (FAA) and the Florida Department of Transportation (FDOT). As a general aviation airport, Naples Airport Authority is eligible for $150,000 per year in entitlement funding and may compete each year for discretionary funding. The Authority, as a publicly owned Florida airport, is also eligible for state funding. FDOT provides up to one-half of the local share of project costs when FAA funding is received, and when no federal funding is available, FDOT can provide up to 80% of eligible project costs for general aviation airports.

Capital improvement projects slated for FY 2025 are budgeted at $38.7 million, of which $3.6 million is anticipated to come from the FAA and $1.4 million from the FDOT. Authority funds of $33.8 million are budgeted for capital projects and equipment.

Awards

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to the City of Naples Airport Authority for its Annual Comprehensive Financial Report for the fiscal year ended September 30, 2023. This was the 19th consecutive year that the Authority has received this prestigious award. In order to be awarded a Certificate of Achievement, a government must publish an easily readable and efficiently organized Annual Comprehensive Financial Report which satisfies both generally accepted accounting principles (GAAP) and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year only. We believe that our current Annual Comprehensive Financial Report continues to meet the Certificate of Achievement Program's requirements and we are submitting it to the GFOA to determine its eligibility for another certificate.

Acknowledgments

The preparation of this report could not have been accomplished without the dedicated service of the Finance Department. We would like to express our appreciation to the Authority's Audit Committee and the Board of Commissioners for their expertise and guidance in setting policies pertaining to the financial operations of the Authority in a responsible and progressive manner. In addition, we wish to express our appreciation to our audit firm, MSL, P.A. for their examination of our accounts.

Christopher A. Rozansky
Executive Director

Ken Warriner
Senior Director of Finance & Administration

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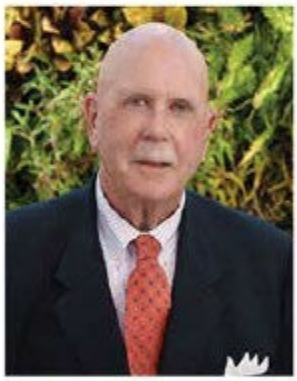
Naples AIRPORT AUTHORITY

Rick Ruppert
Chair

Rita Cuddihy
Vice Chair

Kerry C. Dustin
Commissioner



Terrence Cavanaugh
Commissioner

Robert Patten Burns
Commissioner

Christopher A. Rozansky
Executive Director

Government Finance Officers Association

Certificate of Achievement for Excellence in Financial Reporting

Presented to

City of Naples Airport Authority
Florida

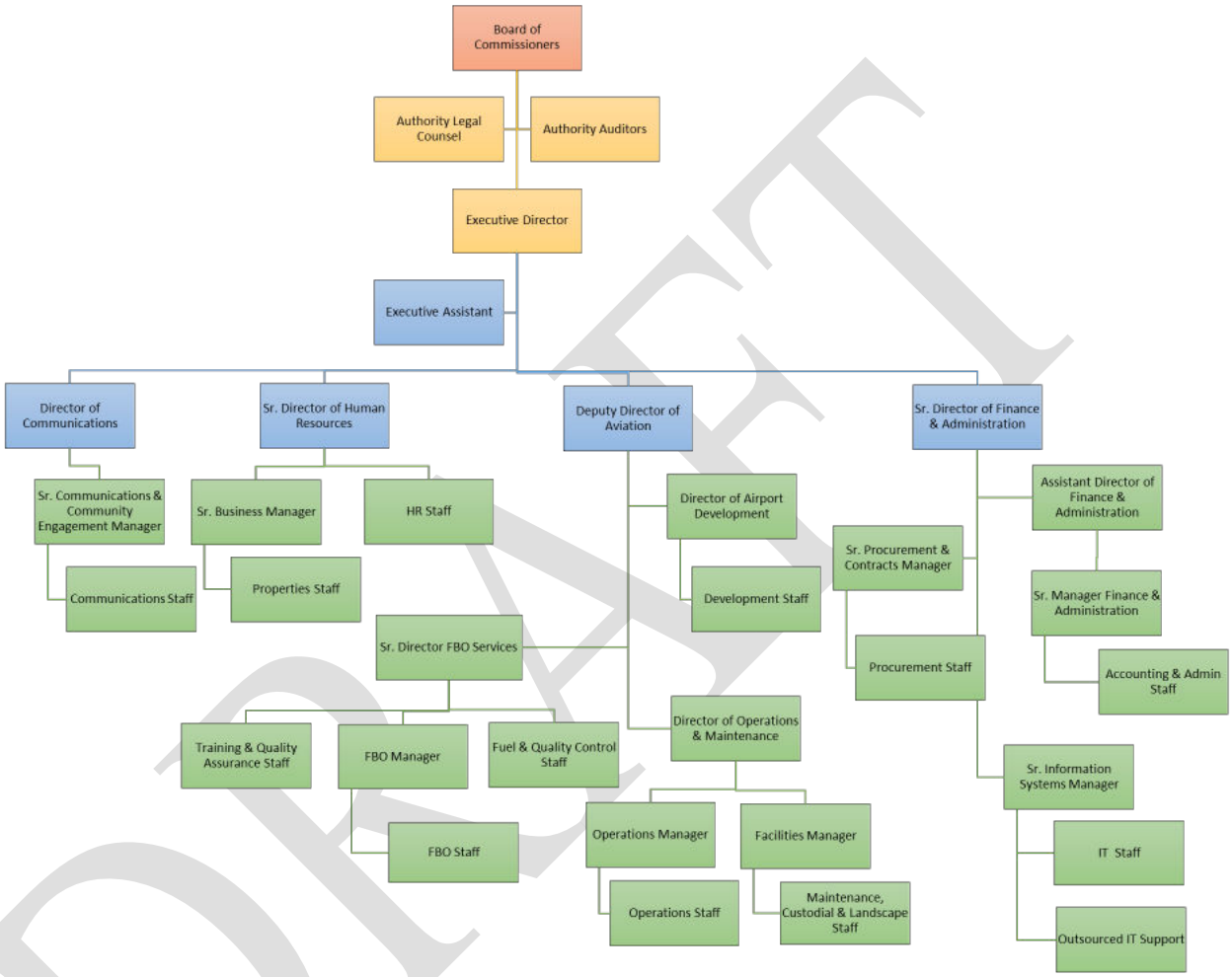
For its Annual Comprehensive
Financial Report
For the Fiscal Year Ended

September 30, 2023

Christopher P. Morrill

Executive Director/CEO

City of Naples Airport Authority
Organizational Chart



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Certified Public Accountants

INDEPENDENT AUDITOR'S REPORT

Board of Commissioners
City of Naples Airport Authority
Naples, Florida

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of the City of Naples Airport Authority (the "Authority") as of and for the fiscal years ended September 30, 2024 and 2023, and the related notes to the financial statements, which collectively comprise the Authority's basic financial statements, as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the Authority as of September 30, 2024 and 2023, and the respective change in financial position and its cash flows for the fiscal years then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Authority, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error America.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

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Auditor's Responsibility for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Authority's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audits of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

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Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Authority's basic financial statements. The Schedule of Expenditures of Federal Awards is presented for purposes of additional analysis, as required by Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards,* and is not a required part of the basic financial statements. The Schedule of Expenditures of Federal Awards is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing them and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Information

Management is responsible for the other information included in the annual report. The other information comprises the introductory section and the statistical section, as listed in the table of contents, but does not include the basic financial statements and our auditor's report thereon. Our opinions on the basic financial statements do not cover the other information, and we do not express an opinion or any form of assurance thereon.

In connection with our audits of the basic financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the basic financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards,* we have also issued our report dated **DATE**, on our consideration of the Authority's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Authority's internal control over financial reporting and compliance.

Certified Public Accountants

Tampa, Florida
DATE

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The following Management Discussion and Analysis (MD&A) of the City of Naples Airport Authority's activities and financial performance provides the reader with an introduction and overview to the financial statements of the City of Naples Airport Authority (the Authority) for the fiscal years ended September 30, 2024 and 2023, with selected comparative information for the fiscal year ended September 30, 2022. The information presented in this MD&A should be considered in conjunction with the accompanying financial statements and notes found in this report. This information, taken collectively, is designed to provide readers with an understanding of the Authority's financial condition.

Airport Activities and Highlights

The Authority operates the Naples Airport which provides general aviation services to the public. Major measures of activities of the Naples Airport are as follows:

	2024	2023	2022
Aviation fuel gallons sold	11,750,153	11,058,323	13,154,954
% increase (decrease) from prior year	6.3%	-15.9%	16.2%
Aircraft operations	123,171	119,075	122,281
% increase (decrease) from prior year	3.4%	-2.6%	8.1%

In fiscal year 2024, jet operations accounted for 38% of the total aircraft operations, while jet fuel sales accounted for 97.2% of the aviation gallons sold.

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Financial Highlights and Summary

The following is a condensed summary of the Authority's revenues, expenses and changes in net position at September 30:

	2024	2023	2022
Total operating revenues, net	$ 38,825,094	$ 32,646,264	$ 32,872,111
Total non-operating revenues	5,322,788	6,581,145	292,080
Total revenues	44,147,882	39,227,409	33,164,191
Total operating expenses	36,195,143	31,092,321	26,045,135
Total non-operating expenses	-	-	1,968,837
Total expenses	36,195,143	31,092,321	28,013,972
Income before capital contributions	7,952,739	8,135,088	5,150,219
Capital contributions	7,188,248	2,870,822	2,049,620
Increase in net position	15,140,987	11,005,910	7,199,839
Beginning net position	135,164,752	124,158,842	116,959,003
Ending net position	$ 150,305,739	$ 135,164,752	$ 124,158,842

Operating revenues for 2024 increased $6,178,877, or 18.9%, over the prior year primarily due to an increase in fuel gallons sold, seasonal pricing, and increased hangar rental rates. Operating revenues for 2023 decreased $225,847, or 0.7%, over the prior year due to lower fuel sales as a result of Hurricane Ian.

In 2024, non-operating revenues were down by $1,258,357 or 19.1%. This was due to higher interest income which was offset by no insurance proceeds in 2024.

In 2023, non-operating revenues were up by $6,289,065 or 2,153.2%. This was due to insurance proceeds from our Hurricane Ian insurance claims and the change in fair value of investments.

In 2022, non-operating revenues were down by $162,638 or 35.8%. This was due to a decrease in customer facility charges.

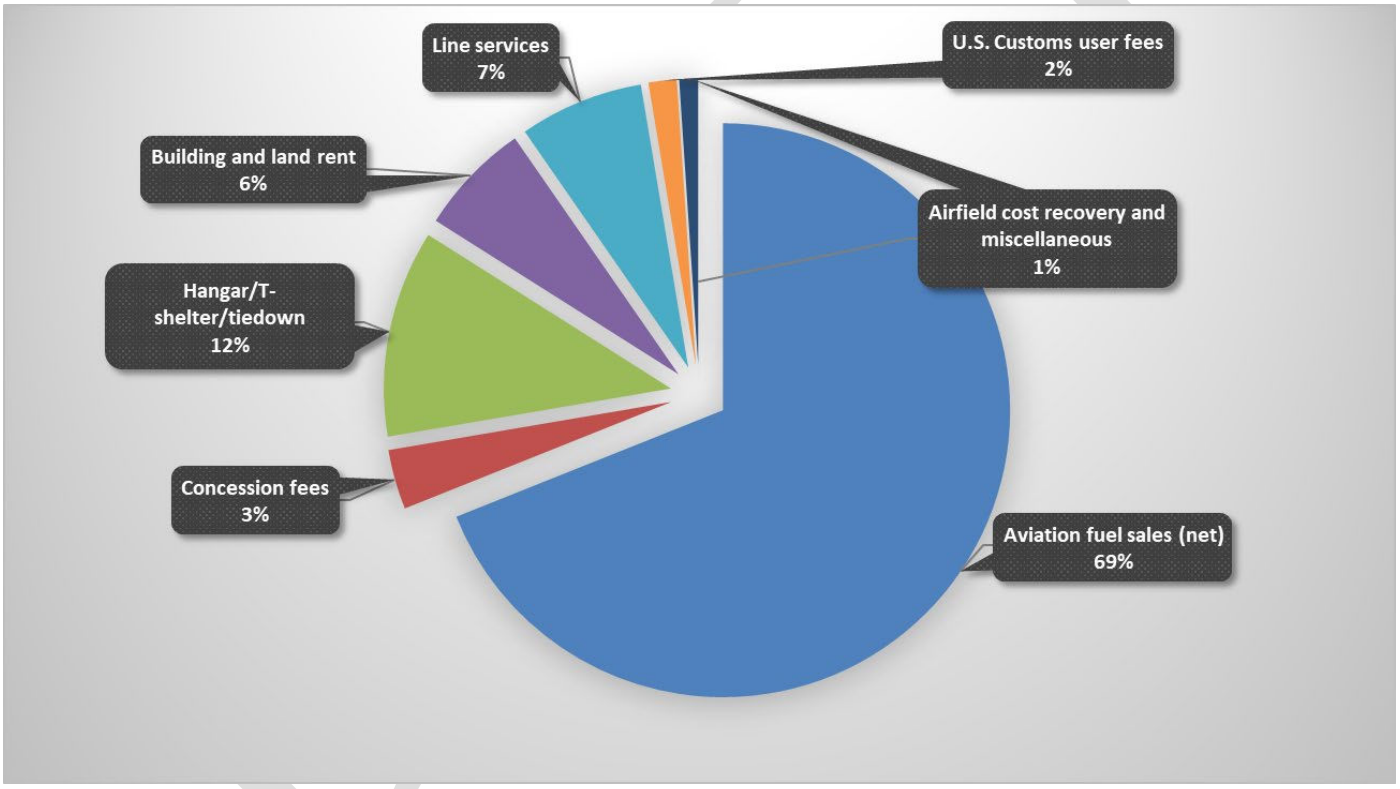
In 2024, total operating expenses rose $5,102,822, a 16.4% increase over the prior year. Personnel costs increased $3,112,869, or 21.3%, due to additional personnel, cost of living increases, and higher benefits costs. Professional fees increased $443,789, or 15.2%, primarily due to the Airport Relocation Study.

In 2023, total operating expenses rose $5,047,183, a 19.7% increase over the prior year. Personnel costs increased $2,277,872, or 18.5%, due to additional personnel, cost of living increases and higher benefits costs. Professional fees increased $404,130, or 16.1%, primarily due to the noise study.

In 2022, total operating expenses rose $6,737,893, a 34.9% increase over the prior year. Personnel costs increased $3,547,257, or 40.4%, due to additional personnel needed to meet growing demand, annual merit and cost of living increases, and benefits costs. Professional fees increased $820,337, or 48.6%, primarily due to the noise study, recruiting fees, and outsourced IT services.

In fiscal 2024, 2023 and 2022, capital contributions were $7,188,248, $2,870,822, and $2,049,620, respectively.

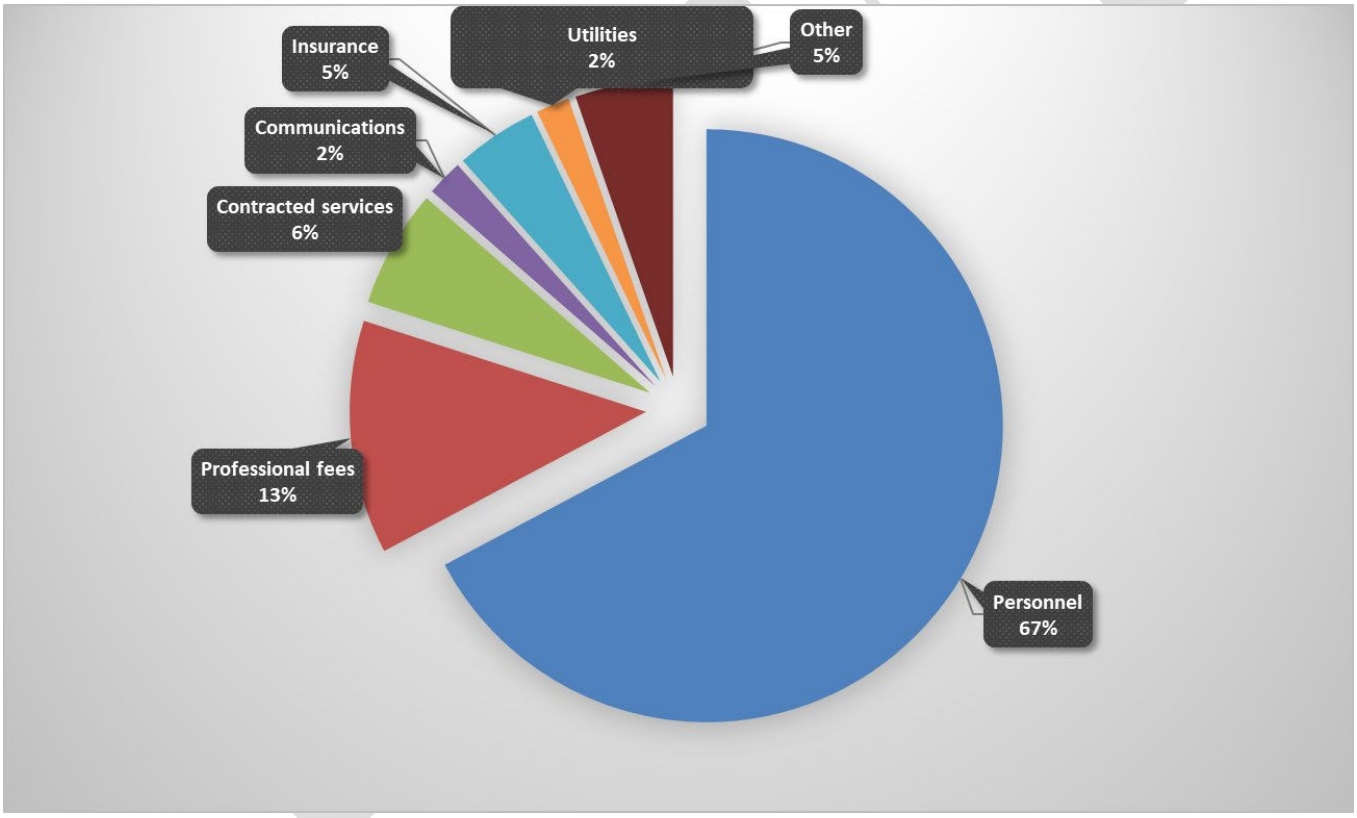
The following chart shows the major sources of operating revenues as a percentage of total operating revenues for the year ended September 30, 2024:



The following is a summary of the Authority's operating revenues for the year ended September 30:

	2024	2023	2022
Operating revenues:			
Aviation fuel sales (net)	$ 26,760,051	$ 21,956,231	$ 22,934,029
Concession fees	1,306,999	1,326,207	1,343,510
Hangar/T-shelter/tiedown	4,531,649	3,910,421	3,916,892
Building and land rent	2,472,909	2,084,615	1,803,117
Line services	2,715,823	2,317,245	1,743,391
U.S. Customs user fees	616,575	588,025	779,595
Airfield cost recovery and miscellaneous	421,088	463,520	351,577
Net operating revenues	$ 38,825,094	$ 32,646,264	$ 32,872,111

The following chart shows the major sources of operating expenses as a percentage of total operating expenses before depreciation for the year ended September 30, 2024:



The following is a summary of the Authority's operating expenses before depreciation at September 30:

	2024	2023	2022
Operating expenses:			
Personnel	$ 17,715,413	$ 14,602,544	$ 12,324,672
Professional fees	3,357,751	2,913,962	2,509,832
Contracted services	1,697,243	1,798,119	1,457,886
Communications	522,624	442,172	343,673
Insurance	1,174,393	966,150	746,328
Utilities	479,005	460,637	404,790
Maintenance and repairs	2,832,795	2,363,014	1,807,765
Depreciation and amortization	6,998,813	6,317,432	5,351,514
Other	1,417,106	1,228,291	1,098,675
Total operating expenses	$ 36,195,143	$ 31,092,321	$ 26,045,135

The following is a condensed summary of the Authority's net position at September 30:

	2024	2023	2022
Current assets	$ 46,931,459	$ 42,641,804	$ 31,516,832
Long-term investments	32,736,529	27,765,828	30,716,521
Capital assets (after depreciation)	96,075,550	87,377,103	83,761,465
Total assets	175,743,538	157,784,735	145,994,818
Current liabilities	8,628,499	5,973,825	5,104,084
Non-current liabilities	16,809,253	16,646,158	16,731,892
Total liabilities	25,437,752	22,619,983	21,835,976
Net Position			
Investment in capital assets	93,335,553	85,374,981	82,417,199
Restricted	3,214,831	2,958,866	2,701,038
Unrestricted	53,755,355	46,830,905	39,040,605
Net position	$ 150,305,739	$ 135,164,752	$ 124,158,842

In 2024, total assets increased by $18.0 million, or 11.4%. The majority of this increase, $8.6 million, is from assets from large capital projects and a $5 million increase in investments due to the market value of the Authority's investment portfolio. Total liabilities increased by $2.8 million, or 12.5%. The majority of this increase is due to increases in accounts payable for capital projects and other liabilities from the Authority's accrued salaries and benefits.

In 2023, total assets increased by $11.8 million, or 8.1%. The majority of this increase, $9.2 million, is an increase in investments due to increasing the Authority's investment portfolio. Total liabilities increased by $0.8 million, or 3.6%. The majority of this increase, $0.8 million, is an increase in accrued expenses and other liabilities from the Authority's accrued salaries and benefits.

The Authority's total assets exceeded liabilities by $150.3 million in 2024 and $135.2 million in 2023. The largest portion of the Authority's net position each year (62.1% of total net position for 2024) represents its investment in capital assets (e.g. land, infrastructure, buildings, improvements, intangible assets, and equipment). Restricted net position of $3.2 million (2.1% of total net position for 2024) consists of the accumulated balance of Customer Facility Charges collected by car rental companies. This money is available only for car rental facility improvements. The remaining $53.7 million of net position (35.8% of total net position for 2024) may be used to meet any of the Authority's ongoing obligations, including over $200 million of planned capital improvements in the next 20 years as shown in the Authority's recent airport master plan.

A comparison of the Authority's current assets to current liabilities (current ratio) is a way to analyze the Authority's ability to satisfy short-term obligations as they become due. A low ratio may indicate an inability to meet its short-term debts in an emergency. A higher ratio is considered favorable to creditors. In 2024 and 2023, the Authority's current ratio was 4.5 and 7.1 respectively. In 2022, the current ratio was 6.2. The decline from 2023 is due to an increase in accounts payable related to capital expenditures.

The following is a summary of the major sources and uses of cash and cash equivalents for the past three years. Cash equivalents are considered cash-on-hand, bank deposits and highly liquid investments with a maturity of three months or less when purchased.

	2024	2023	2022
Cash flows from :			
Operating activities	$ 11,599,573	$ 7,625,945	$ 19,219,887
Capital related financing activities	(9,622,943)	(2,108,931)	(14,472,305)
Investing activities	2,005,130	234,379	(32,845,475)
Net increase (decrease) in cash and cash equivalents	3,981,760	5,751,393	(28,097,893)
Cash and cash equivalents:			
Beginning of year	29,959,316	24,207,923	52,305,816
End of year	$ 33,941,076	$ 29,959,316	$ 24,207,923

The Authority's available cash and cash equivalents were $33.9 million and $29.9 million at the end of 2024 and 2023, respectively. This increase of $3.9 million, or 13.3%, is due to the Authority investing excess cash and investments primarily in the FL Class investment fund and U.S. Treasuries during 2024 per the Authority's investment policy.

In October 2019, the Authority's Board of Commissioners approved an investment policy in accordance with Florida Statute 218.415. As of September 30, 2024 and 2023, the authority's investment balance was $41,429,197 and $38,522,840, respectively.

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Capital Acquisitions and Construction Activities

At the end of 2024, the Authority had $96.0 million, net of accumulated depreciation, invested in a broad range of capital assets, including its terminal and office buildings; aircraft hangars; fuel facilities and equipment; runways and taxiways; and buildings and equipment for fire/rescue, air traffic control, and U.S. Customs. This amount represents a net increase of $8.7 million or 10% over the prior year.

During 2024, completed projects and capital purchases totaling $8.7 million were closed from construction-in-progress to their respective capital asset accounts. The major completed projects were:

Runway 5-23 drainage improvements phase 3	$ 5,254,718
Navaids	1,728,629
Long termp parking extension	711,920
Airport perimeter road fence	508,699
Pilot lounge remodel	239,297
Various other assets	264,714
	$ 8,707,977

At the end of 2024, major projects within construction-in-progress consisted of the following:

Taxiway A&B safety improvements	$ 1,881,875
Airport Road landscape	1,634,833
Taxiway A-3 relocation	1,536,655
Interior perimeter road	1,173,093
Master Drainage Plan	1,120,275
Airfield lighting	822,718
North quad site prep	734,462
NRT remodel	702,621
Fuel farm improvements	606,467
GAT ramp lighting	594,812
South quad hangars	584,457
Facility shop improvements	473,280
GAT improvements	245,613
Various other projects	685,527
	$ 12,796,688

Capital asset acquisitions and improvements are funded through capital reserves and occasionally supplemented with Federal and State grants. Additional information on the Authority's capital assets and commitments can be found in the Notes to Financial Statements, Notes 3 and 12, respectively.

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Debt

The Authority had no debt in fiscal years 2024, 2023, and 2022.

Economic Factors and Future Impacts

The Authority financially operates on revenue from fuel sales as well as from airport user fees such as land and hangar rents. No local, state, or federal general taxes, such as property, utility, sales, intangible property, or income taxes directly support the Authority. Because of this, the Authority's goal is to maintain $25,000,000 in capital reserves for future capital projects and emergency operating reserves of $14,000,000. The Authority may also receive state and federal grants from transportation trust funds for certain capital projects.

Contacting the Authority's Financial Management

This financial report is designed to provide a general overview of the Authority's finances and to demonstrate the Authority's accountability for the money it receives. If you have questions about this report or require additional financial information, please contact the Authority's Senior Director of Finance and Administration. The office is located at 160 Aviation Drive North, Naples, Florida, 34104 and the Authority's phone number is 239-643-0733.

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CITY OF NAPLES AIRPORT AUTHORITY
STATEMENTS OF NET POSITION
September 30, 2024 and 2023

	2024	2023
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	**$ 30,726,292**	$ 27,000,450
Restricted cash	**3,214,831**	2,958,866
Investments	**8,692,668**	10,757,012
Interest receivable	**206,790**	192,341
Accounts receivable (net)	**506,013**	507,037
Inventories	**650,965**	702,643
Due from governmental agencies	**2,345,013**	81,906
Prepaid expenses	**588,887**	441,549
Total current assets	**46,931,459**	42,641,804
NONCURRENT ASSETS		
Investments	**32,736,529**	27,765,828
Capital assets, net of accumulated depreciation	**96,075,550**	87,377,103
Total noncurrent assets	**128,812,079**	115,142,931
Total assets	**175,743,538**	157,784,735
LIABILITIES		
CURRENT LIABILITIES		
Accounts payable	**2,863,144**	1,413,276
Accounts payable - capital improvements	**2,739,997**	2,002,122
Unearned revenue	**265,283**	305,348
Unearned revenue - lease term buy-back program	**33,639**	25,397
Compensated absences	**170,498**	172,356
Accrued expenses and other liabilities	**2,555,938**	2,055,326
Total current liabilities	**8,628,499**	5,973,825
NONCURRENT LIABILITIES		
Compensated absences	**938,631**	733,655
Unearned revenue - lease term buy-back program	**15,870,622**	15,912,503
Total noncurrent liabilities	**16,809,253**	16,646,158
Total liabilities	**25,437,752**	22,619,983
NET POSITION		
Investment in capital assets	**93,335,553**	85,374,981
Restricted for rental car facility improvements	**3,214,831**	2,958,866
Unrestricted	**53,755,402**	46,830,905
Total net position	**$ 150,305,786**	$ 135,164,752

The notes to the financial statements are an integral part of this statement.

CITY OF NAPLES AIRPORT AUTHORITY
STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
For the Years Ended September 30, 2024 and 2023

	2024	2023
OPERATING REVENUES		
Aviation fuel sales (net)	**$ 26,760,051**	$ 21,956,231
Concession fees	**1,306,999**	1,326,207
Hangar and tiedown rent	**4,531,649**	3,910,421
Building and land rent	**2,472,909**	2,084,615
Line services	**2,715,823**	2,317,245
U.S. Customs user fees	**616,575**	588,025
Airfield cost recovery and miscellaneous	**421,088**	463,520
Net operating revenues	**38,825,094**	32,646,264
OPERATING EXPENSES		
Personnel	**17,715,413**	14,602,544
Professional fees	**3,357,751**	2,913,962
Contracted services	**1,697,243**	1,798,119
Maintenance and repair	**2,832,795**	2,363,014
Insurance	**1,174,393**	966,150
Credit card fees	**610,254**	517,155
Utilities	**479,005**	460,637
Communications	**522,624**	442,172
Pilot services	**271,186**	276,294
Office supplies	**397,514**	308,747
Dues and subscriptions	**138,152**	120,615
Depreciation and amortization	**6,998,813**	6,317,432
Miscellaneous	**-**	5,480
Total operating expenses	**36,195,143**	31,092,321
Operating income	**2,629,951**	1,553,943
NON-OPERATING REVENUES (EXPENSES)		
Customer facility charges	**255,965**	257,828
Investment income (loss)	**4,911,487**	2,203,778
Claims and insurance settlements	**-**	4,087,898
Gain on disposal of capital assets	**155,336**	31,641
Total non-operating revenues (expenses)	**5,322,788**	6,581,145
Income before capital contributions	**7,952,739**	8,135,088
Capital contributions	**7,188,248**	2,870,822
Change in net position	**15,140,987**	11,005,910
Total net position - beginning	**135,164,752**	124,158,842
Total net position - ending	**$ 150,305,739**	$ 135,164,752

The notes to the financial statements are an integral part of this statement.

CITY OF NAPLES AIRPORT AUTHORITY
STATEMENTS OF CASH FLOWS
For Years Ended September 30, 2024 and 2023

	2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from customers	**$ 75,785,239**	$ 70,204,352
Cash payments to suppliers for goods and services	**(48,623,851)**	(48,135,168)
Cash payments for personnel services	**(15,561,815)**	(14,443,239)
Net cash provided by operating activities	**11,599,573**	7,625,945
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
Customer facility charges	**255,965**	257,828
Acquisition and construction of capital assets	**(14,959,385)**	(9,275,214)
Capital contributed	**4,925,141**	2,788,916
Proceeds from sale of capital assets	**155,336**	31,641
Claims and insurance settlements	**-**	4,087,898
Net cash used in capital and related financing activities	**(9,622,943)**	(2,108,931)
CASH FLOWS FROM INVESTING ACTIVITIES		
Investment purchases	**(3,330,059)**	(3,752,260)
Interest and dividends on investments	**5,335,189**	3,986,639
Net cash provided by (used) investing activities	**2,005,130**	234,379
Net increase (decrease) in cash and cash equivalents	**3,981,760**	5,751,393
CASH AND CASH EQUIVALENTS, beginning of year	**$ 29,959,316**	$ 24,207,923
CASH AND CASH EQUIVALENTS, end of year	**$ 33,941,076**	$ 29,959,316
RECONCILIATION OF CASH AND CASH EQUIVALENTS TO STATEMENT OF NET POSITION		
Restricted cash	**$ 3,214,831**	$ 2,958,866
Unrestricted cash and cash equivalents	**30,726,292**	27,000,450
	$ 33,941,123	$ 29,959,316

The notes to the financial statements are an integral part of this statement.

CITY OF NAPLES AIRPORT AUTHORITY
STATEMENTS OF CASH FLOWS
For Years Ended September 30, 2024 and 2023

	2024	2023
RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES		
Operating income	**$ 2,629,998**	$ 1,553,943
Adjustments to reconcile operating income to net cash provided by operating activities:		
Depreciation and amortization	**6,998,813**	6,317,432
Changes in assets and liabilities		
Decrease (increase) in investment receivable	**(14,449)**	(192,341)
Decrease (increase) in accounts receivable	**1,024**	(269,456)
Decrease (increase) in inventories	**51,678**	268,188
Decrease (increase) in prepaid expenses	**(147,338)**	(177,972)
Increase (decrease) in accounts payable	**1,449,868**	(705,006)
Increase (decrease) in compensated absences	**203,118**	23,797
Increase in accrued expenses and other current liabilities	**500,612**	840,514
Increase in unearned revenue - lease term buy-back program	**(33,639)**	(25,396)
Increase (decrease) in unearned revenue	**(40,065)**	(7,758)
Total adjustments	**8,969,622**	6,072,002
NET CASH PROVIDED BY OPERATING ACTIVITIES	**$11,599,620**	$ 7,625,945
NONCASH INVESTING, CAPITAL, AND FINANCING ACTIVITIES		
Capital contributions - decrease (increase) in due from government agencies	**$ (2,263,107)**	$ (81,906)

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The notes to the financial statements are an integral part of this statement.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Reporting entity

The City of Naples Airport Authority (the "Authority") was created under Laws of Florida 69-1326, as amended, as an independent authority responsible for the operation of the airport located in Naples, Florida, or any other airport in Collier County, Florida, which the Authority may contract to operate. The City of Naples, recognizing the benefits of an authority-type management concept, established the Authority in 1969 for the purpose of enhancing service to users, improving the community gateway image and eliminating financial subsidies by City taxpayers. Commissioners of the Authority are appointed by the Naples City Council. (Also see Note 10 - Related Party Transactions).

Governmental accounting standards require the financial statements of the Authority (the primary government) to include its component units, if any. A component unit is a legally separate organization for which the officials of the primary government are financially accountable. Based on the criteria established in generally accepted accounting principles, there are no component units required to be included in the Authority's financial statements.

B. Basis of presentation

The Authority uses enterprise fund accounting to report its activities. An enterprise fund is a proprietary fund used to account for business-like activities provided to the general public. These activities are financed primarily by user charges and the measurement of financial activity focuses on net income measurement similar to the private sector.

C. Measurement focus

The Authority is accounted for on an "economic resources" measurement focus. Accordingly, all assets and liabilities are included on the Statements of Net Position, and the reported Net Position (total reported assets less total reported liabilities) provides an indication of the economic net worth of the Authority. The Statements of Revenues, Expenses and Changes in Net Position reports increases (revenues) and decreases (expenses) in total economic net worth.

D. Basis of accounting

Basis of accounting refers to when revenues and expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The Authority uses the accrual basis of accounting. Under this method, revenues are recognized when they are earned; expenses are recognized when they are incurred.

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NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

E. Budgetary process

The budget is adopted by Resolution of the Board of Commissioners and amendments, if any, are also approved by the Board of Commissioners. The budget is adopted consistent with generally accepted accounting principles ("GAAP"). Except that, in order to clarify the Authority's intent to present total expenses and expenditures, capital projects are included as expenditures and depreciation and amortization are excluded. Expenditures cannot legally exceed the total amount of budgeted expenditures. Appropriations lapse at the end of the year.

F. Use of estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Although these estimates are based on management's knowledge of current events and actions it may undertake in the future, they may differ from actual results.

G. Assets, liabilities and net position

Cash, cash equivalents, and investments

For purposes of the statements of cash flows, the Authority considers all highly liquid investments (including restricted cash assets) with a maturity of three months or less when purchased to be cash equivalents.

When both restricted and unrestricted resources are available, restricted resources will be used first for eligible incurred expenses, and then unrestricted as needed.

The Authority's investments are managed by the Executive Director and the Senior Director of Finance and Administration in conjunction with the Authority's investment advisor. Investments in U.S. Treasury securities are recorded at fair value, as determined by quoted market prices. All investment income of the Authority, including changes in the fair value of investments, is reported as interest and other investment income in the Statement of Revenues, Expenses and Changes in Net Position.

Accounts receivable

The Authority's accounts receivable are recorded net of allowance for doubtful accounts. At September 30, 2024 and 2023, the allowances were $10,000 and $31,228, respectively.

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NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

G. Assets, liabilities and net position (continued)

Inventories

Inventories, consisting of aviation fuel and other petroleum products held for sale, are stated at the lower of cost (first-in, first-out method) or market.

Capital assets

Capital assets include property, plant, equipment, infrastructure, and intangible assets. Infrastructure assets are defined as public domain capital assets such as roads, drainage systems, lighting systems, runways, and similar assets that are immovable and of value only to the government unit. Intangible assets are without physical substance that provide economic benefits through the rights and privileges associated with their possession. Intangible assets may be classified as identifiable or unidentifiable and externally acquired or internally developed. The threshold for capitalization is $2,000. Capital assets purchased for use in the operations of the Authority are recorded at cost. Interest on borrowed funds for construction projects is capitalized as part of the cost of construction along with all other direct construction costs. Contributed property and equipment are recorded at fair market value at the date of contribution. Expenditures for maintenance and repairs are expensed as incurred. The cost of assets retired or sold, together with the related accumulated depreciation, is removed from the accounts, and any gain or loss on disposition is credited or charged to earnings.

Depreciation is calculated using the straight-line method over the estimated useful lives of the related assets. The estimated useful lives are determined based upon the Authority's experience with similar assets and its planned use of those assets.

The ranges of the estimated useful lives are as follows:

Assets	Years
Infrastructure	10 – 40
Buildings & Improvements	15 – 40
Equipment	3 – 30
Improvements other than buildings	5 – 15
Vehicles	5 – 10
Intangible	3 – 7
Furniture and office equipment	3 – 5
Software	3 – 5

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NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

G. Assets, liabilities and net position (continued)

Compensated absences

Full-time employees accrue vacation time based on their length of service. The Authority allows employees to carry over into subsequent fiscal years up to 340 hours of vacation time. Upon leaving the employment of the Authority, employees are paid 100% of their accrued vacation time. Full-time employees also accrue 10 sick days per year. The Authority allows employees to carry over into subsequent fiscal years up to 600 hours of sick time. Employees exceeding 600 hours of sick time will be paid for 50% of the sick hours exceeding the 600 hours annually. Upon leaving the employment of the Authority, employees with at least seven years of service will be paid for 50% of their available sick hours.

In accordance with GAAP, employee benefits under these policies, plus their related tax and retirement costs, are classified as compensated absences and are accrued for as incurred.

Unearned revenue

The Authority offers "Lease-Term Buy-Back" programs at various times, the proceeds of which are recorded as unearned revenue. Revenues are earned over the term of the lease extension.

Net position

Net position is categorized as investment in capital assets, restricted and unrestricted. Restriction of net position indicates amounts that are limited for a specific purpose.

H. Revenues and expenses

Operating revenues and expenses

Operating revenues and expenses for enterprise funds are those that result from providing goods and services.

Non-operating revenues and expenses

Non-operating revenues and expenses represent revenue and expense items that are not incurred from the normal user activity of the Authority. This classification includes revenue received from customer facility charges, interest earned on bank and investment accounts, realized gain (loss) on investments, finance charge revenue, claims and insurance settlements and the gain or loss on the sale or disposal of Authority property.

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NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

I. Capital contributions

Capital contributions consist primarily of grants and contributions from Federal and State governmental agencies. Capital contributions are recognized as earned as related project costs are incurred.

I. Reclassifications

Certain prior year amounts have been reclassified to conform with the current year financial reporting and to facilitate comparison of financial data.

NOTE 2 - CASH, CASH EQUIVALENTS, AND INVESTMENTS

Deposits

The Authority's cash and cash equivalents balances include amounts deposited with commercial banks in interest bearing demand deposit accounts. Custodial credit risk is the risk that in the event of a bank failure, the Authority's deposits may not be returned to it. In accordance with its policy, all Authority depositories are banks designated by the Florida State Chief Financial Officer (CFO) as qualified public depositories. Chapter 280 of the Florida Statutes "Florida Security for Public Deposits Act" provides procedures for public depositories to ensure public monies in banks and saving and loans are collateralized with the CFO as agent for the public entities. Chapter 280 defines deposits as demand deposit accounts, time deposit accounts and non-negotiable certificates of deposit.

Financial institutions qualifying as public depositories shall deposit with the CFO eligible collateral having a market value equal to or in excess of the average daily balance of public deposits times the depository collateral pledging level required pursuant to Chapter 280 as computed and reported monthly or 125 percent of the average monthly balance, whichever is greater. The Public Deposit Security Trust Fund has a procedure to allocate and recover losses in the event of a default or insolvency. When public deposits are made in accordance with Chapter 280, no public depositor shall be liable for any loss thereof, and therefore, the Authority is not exposed to custodial credit risk.

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NOTE 2 - CASH, CASH EQUIVALENTS AND INVESTMENTS (Continued)

Investments

Investments are reported at fair value. Fair value is the price that would be received to sell an asset in an orderly transaction between market participants and the measurement date. Fair value determinations are made based upon a hierarchy that prioritizes the inputs to valuation techniques. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets (Level 1 measurement) and the lowest priority to unobservable inputs (Level 3 measurements).

- **Level 1** – Investments reflect unadjusted quoted prices in active markets for identical assets.
- **Level 2** – Investments reflect prices that are based on inputs that are either directly or indirectly observable for an asset (including quoted prices for similar assets), which may include inputs in markets that are not considered to be active.
- **Level 3** – Investments reflect prices based upon unobservable inputs for an asset.

The categorization of investments within the hierarchy is based upon the pricing transparency of the instrument and should not be perceived as the particular investment's risk.

Debt securities classified as Level 2 are evaluated prices from the custodian bank's external pricing vendor. The pricing methodology involves the use of evaluation models, such as matrix pricing, which is based on the securities' relationship to benchmark quoted prices.

As of September 30, 2024, the Authority has the following investments and maturities:

	2024 Fair Value	Weighted Average Maturity (Years)	Hierarchy Level
Investment by fair value level			
Debt securities			
U.S. Treasury Notes	$ 39,467,934	3.84	2
U.S. Agency Bonds	$ 995,015	4.81	2
Municipal Bonds	$ 966,248	2.37	2

	2024 Net Asset Value
Investment by net asset value	
FL Class Investment Pool	$ 21,021,891

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NOTE 2 - CASH, CASH EQUIVALENTS AND INVESTMENTS (Continued)

Investments (Continued)

The FL Class investment pool is included in the Authority's cash and cash equivalents as the funds in this pool offer same-day liquidity of assets. FL Class is rated by S&P Global ratings. The current rating is 'AAAm'. The dollar weighted average days to maturity at September 30, 2024 and 2023, was 30 and 43 days, respectively.

As of September 30, 2023, the Authority has the following investments and maturities:

	2023 Fair Value	Weighted Average Maturity (Years)	Hierarchy Level
Investment by fair value level			
Debt securities			
U.S. Treasury Notes	$ 37,789,531	2.88	2
Municipal Bond	$ 733,309	3.00	2

	2023 Net Asset Value
Investment by net asset value	
FL Class Investment Pool	$ 12,106,919

Investments of the Authority conform to the Authority's investment policy adopted pursuant to Florida Statutes, Section 218.415.

Interest Rate Risk – As means of limiting its exposure to fair value losses arising from rising interest rates, the Authority's investment policy limits its risk by maintaining an investment portfolio with limited volatility. Accordingly, the maximum length to maturity of any direct investment in the U.S. Government Securities is ten years from the date of settlement.

Credit Risk – Credit risk is the risk that an issuer or counterparty to an investment will not fulfill its obligations. All of the Authority's investments were in U.S. Treasury notes and therefore do not carry credit risk.

Custodial Credit Risk – For an investment, custodial credit risk is the risk that, in the event of failure of the counterparty, the Authority will not be able to recover the value of its investments or collateral securities that are in the possession of an outside party. The Authority's investments are held in trust under the Authority's name by an independent third-party custodian.

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NOTE 2 - CASH, CASH EQUIVALENTS AND INVESTMENTS (Continued)

Investments (Continued)

Concentration of Credit Risk – The Authority's investment policy established limitations of portfolio composition in order to control concentration of credit risk. The policy allows 100% of the portfolio to be invested in U.S. Treasury notes.

NOTE 3 - CAPITAL ASSETS

A summary of changes in capital assets for the year ended September 30, 2024 is as follows:

Fiscal Year 2024	Beginning Balance	Increases	Decreases/ Reclasses	Ending Balance
Capital assets not being depreciated:				
Land	$ 2,973,788	$ -	$ -	$ 2,973,788
Construction in progress	7,466,157	14,222,699	8,892,168	12,796,688
Total capital assets not being depreciated	10,439,945	14,222,699	8,892,168	15,770,476
Capital assets being depreciated:				
Infrastructure	77,219,063	7,137,707	-	84,356,770
Buildings	45,127,136	608,369	-	45,735,505
Equipment	11,320,045	976,742	1,056,232	11,240,555
Improvements other than building	6,233,769	1,263,404	-	7,497,173
Vehicles	2,304,842	303,949	-	2,608,791
Intangible	1,558,629	-	-	1,558,629
Software	108,440	61,823	-	170,263
Furniture and office equipment	2,473,211	110,658	-	2,583,869
Total capital assets being depreciated	146,345,135	10,462,652	1,056,232	155,751,555
Less accumulated depreciation for:				
Infrastructure	38,714,111	3,151,019	-	41,865,130
Buildings	16,338,216	1,808,734	-	18,146,950
Equipment	8,116,024	865,792	960,309	8,021,507
Improvements other than building	2,678,458	362,598	-	3,041,056
Vehicles	1,413,827	325,875	-	1,739,702
Intangible	665,137	133,357	-	798,494
Software	11,223	39,656	-	50,879
Furniture and office equipment	1,470,981	311,782	-	1,782,763
Total accumulated depreciation	69,407,977	6,998,813	960,309	75,446,481
Total capital assets being depreciated, net	76,937,158	3,463,839	95,923	80,305,074
Total capital assets, net	$ 87,377,103	$ 17,686,538	$ 8,988,091	$ 96,075,550

In 2024, reported depreciation expense totaled $6,998,813.

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NOTE 3 - CAPITAL ASSETS (Continued)

A summary of changes in capital assets for the year ended September 30, 2023 is as follows:

Fiscal Year 2023	Beginning Balance	Increases	Decreases/ Reclasses	Ending Balance
Capital assets not being depreciated:				
Land	$ 2,973,788	$ -	$ -	$ 2,973,788
Construction in progress	4,799,177	8,772,538	6,105,558	7,466,157
Total capital assets not being depreciated	7,772,965	8,772,538	6,105,558	10,439,945
Capital assets being depreciated:				
Infrastructure	70,508,066	6,714,897	3,900	77,219,063
Buildings	42,773,590	2,353,546	-	45,127,136
Equipment	10,508,278	1,021,321	209,554	11,320,045
Improvements other than building	9,805,172	-	3,571,403	6,233,769
Vehicles	2,132,068	172,774	-	2,304,842
Intangible	2,372,557	-	813,928	1,558,629
Software	455,496	108,440	455,496	108,440
Furniture and office equipment	2,009,101	470,205	6,095	2,473,211
Total capital assets being depreciated	140,564,328	10,841,183	5,060,376	146,345,135
Less accumulated depreciation for:				
Infrastructure	35,706,050	3,011,961	3,900	38,714,111
Buildings	14,622,770	1,715,446	-	16,338,216
Equipment	7,600,590	721,298	205,864	8,116,024
Improvements other than building	2,487,693	190,765	-	2,678,458
Vehicles	1,142,435	271,392	-	1,413,827
Intangible	1,339,176	139,889	813,928	665,137
Software	455,496	11,223	455,496	11,223
Furniture and office equipment	1,221,618	255,458	6,095	1,470,981
Total accumulated depreciation	64,575,828	6,317,432	1,485,283	69,407,977
Total capital assets being depreciated, net	75,988,500	4,523,751	3,575,093	76,937,158
Total capital assets, net	$ 83,761,465	$ 13,296,289	$ 9,680,651	$ 87,377,103

In 2023, reported depreciation expense totaled $6,317,432.

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NOTE 4 - UNEARNED REVENUE – LEASE-TERM BUY-BACK PROGRAM PAYMENTS

At various times, the Authority offered a Lease Term Buy-Back program to all existing aviation land lease tenants. This program benefited the leaseholders in that they could more readily secure financing or find a potential buyer of the property under lease due to an extended lease period. The tenant could enter into a new land lease for an extended period for an amount based on current values. The amount was paid upfront and is accounted for as a long-term liability (unearned revenue) and will be earned over the years beyond the term of the initial lease.

NOTE 5 - CHANGES IN NONCURRENT LIABILITIES

A summary of changes in noncurrent liabilities for the years ended September 30, 2024 and 2023 were as follows:

Fiscal Year 2024	Beginning Balance	Increases	Decreases	Ending Balance	Current Portion
Compensated absences	$ 906,011	$ 540,210	$ 337,092	$ 1,109,129	$ 170,498
Lease-Term Buy-Back program	15,937,900	-	33,639	15,904,261	33,639
Total noncurrent liabilities	$ 16,843,911	$ 540,210	$ 370,731	$ 17,013,390	$ 204,137

Fiscal Year 2023	Ending Balance	Increases	Decreases	Ending Balance	Current Portion
Compensated absences	$ 882,214	$ 23,797	$ -	$ 906,011	$ 172,356
Lease-Term Buy-Back program	15,963,297	-	25,397	15,937,900	25,397
Total noncurrent liabilities	$ 16,845,511	$ 23,797	$ 25,397	$ 16,843,911	$ 197,753

NOTE 6 - REGULATED LEASES

The Authority subleases land and leases certain buildings to various tenants with lease terms extending out to 2054. There are no variable lease payments associated with regulated leases. In fiscal year 2022, the Authority adopted GASB 87, which requires revenue from regulated leases to be recorded in the period received. Total revenue from regulated leases for the years ended September 30, 2024 and 2023 were $1,813,536 and $1,761,271, respectively. Following is a schedule of future minimum leases payments on regulated leases.

Year Ending September 30,	Amount
2025	$ 1,247,140
2026	1,253,235
2027	1,276,084
2028	1,299,978
2029	1,324,350
2030-2034	5,990,372
2035-2039	5,222,475
2040-2044	5,000,629
2045-2049	2,298,787
2050-2054	686,778
Total	$ 25,599,828

NOTE 7 - RETIREMENT PLAN

The City of Naples Airport Authority ICMA Retirement Corporation Governmental Money Purchase Plan and Trust is a defined contribution retirement plan for the benefit of its employees. The plan is for full-time employees and has eligibility provisions with required retirement funding percentages applied to the salaries of those participating. Retirement contribution expense for the years ended September 30, 2024 and 2023 was $1,345,982 and $1,048,243, respectively. The Authority has reserved the right to establish and amend all plan provisions. The contribution requirements of plan members and the Authority are established and may be amended by the Authority. The Authority's total salaries and wages on September 30, 2024 and 2023 was $12,786,518 and $10,479,993, and its covered payroll was $12,516,668 and $10,226,782, respectively.

The plan is exempt from the Employee Retirement Income Security Act ("ERISA"). Therefore, the plan does not issue a separate audited financial report. The post-employment retirement benefit plan is administered by MissionSquare Retirement. On October 1, 2024, the Authority changed to Lincoln Financial as the administrator of the Authority's retirement plans.

NOTE 8 - RISK MANAGEMENT

The Authority is exposed to various risks of loss related to torts; theft, damage, and destruction of assets; errors and omissions; injuries to employees; and natural disasters.

Insurance coverage for such losses is purchased from commercial insurance companies. The financial impact of the Authority's risk management activities are reported in the accompanying financial statements. For the years ended September 30, 2024 and 2023, the Authority paid $1,174,393 and $966,150, respectively, in premiums for policies to insure for these risks. No accrual has been provided for claims and incidents not reported to insurers. All known claims have been reported to the insurers. Claims made have not exceeded the insurance coverage.

NOTE 9 - CUSTOMER FACILITY CHARGES

A $2.50 per day customer facility charge ("CFC") is charged for all car rentals at the airport. Per the airport's agreements with the rental car companies, the amounts are restricted to be used for rental car facilities at the airport. For the years ended September 30, 2024 and 2023, the Authority collected $255,965 and $257,828, respectively. The restricted balance at September 30, 2024 and 2023 was $3,214,831 and $2,958,866, respectively. This amount is also recorded in restricted cash.

NOTE 10 - RELATED PARTY TRANSACTIONS

The Airport is located on an area of approximately 732 acres of which 640 acres is leased land. The Authority holds a ninety-nine-year lease from the City of Naples, which allows the Authority to use and sublet the land. The lease requires annual payments of one dollar. The lease expires in 2068. The Authority prepaid this lease in January 1997.

The City provides certain services to the Authority including firefighting personnel, fire truck maintenance, police services, and utilities. Total expense incurred by the Authority during the years ended September 30, 2024 and 2023 for these services were $1,122,822 and $977,239, respectively.

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NOTE 11 - CAPITAL CONTRIBUTIONS

Since its inception, the Authority has received capital contributions through Federal and State grants and from the City of Naples, Collier County and other parties as follows:

	Fiscal Year Ended 2024	Inception-to-date
Federal	$ 6,446,894	$ 51,784,881
State	741,354	22,607,349
City of Naples	-	201,763
Collier County	-	162,976
Other	-	5,487,809
Total	$ 7,188,248	$ 80,244,778

NOTE 12 - COMMITMENTS AND CONTINGENCIES

At September 30, 2023, the Authority had in process various construction, consulting and engineering contracts totaling $19,434,140. Expenditures on these contracts were $5,955,440, leaving commitments of up to $13,163,100.

The Authority is currently receiving, and has received in the past, grants which are subject to special compliance audits by the grantor agency, which may result in disallowed expense amounts. These amounts would constitute a contingent liability of the Authority. The Authority does not believe any contingent liabilities to be material.

On September 28, 2022, Hurricane Ian hit Southwest Florida causing widespread flooding in the coastal areas, including over four feet of storm surge to parts of the airfield. The Authority had significant damage to the airfield lighting system and signs. Temporary repairs were made in the weeks following the hurricane to keep the airport operational. It was determined that, due to the saltwater intrusion into the electrical systems of the airfield lighting and signs, the entire system will need to be replaced. The cost of this project is expected to be approximately $10,000,000; however, the exact cost will not be known until the project is put out to bid in FY 2025 after the design phase is complete.

The Authority has filed a claim with its property insurance carrier as well with the Federal Emergency Management Agency ("FEMA"). The Authority received a claim determination letter from its property insurance carrier as well as an advance payment of $4,000,000 toward the airfield lighting system. The Authority continues to work with the insurance company and FEMA to quantify the extent of the loss and the amount of proceeds the Authority will receive from insurance and FEMA. The Authority accrued the minimum deductible of $250,000 at September 30, 2022.

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STATISTICAL SECTION

This part of the City of Naples Airport Authority's annual comprehensive financial report presents detailed information as a context for understanding what the information in the financial statements, note disclosures, and required supplementary information says about the Authority's overall financial health.

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Financial Trends 38

These schedules contain trend information to help the reader understand how the Authority's financial performance and well-being have changed over time.

Revenue Capacity 40

These schedules contain information to help the reader to assess the Authority's most significant revenue source, aviation fuel sales.

Debt Capacity 42

These schedules present information to help the reader assess the affordability of the Authority's current levels of outstanding debt and the Authority's ability to issue additional debt in the future.

Demographic and Economic Information 42

These schedules offer demographic and economic indicators to help the reader understand the environment within which the Authority's financial activities take place.

Operating Information 44

These schedules contain information about the Authority's operations and resources to help the reader understand how the Authority's financial information relates to the services the Authority provides and the activities it performs.

Miscellaneous Information 46

This schedule provides the reader with information on the sources of the Authority's contributed capital.

Sources: Unless otherwise noted, the information in these schedules is derived from the Annual Comprehensive Financial Reports for the relevant year.

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CITY OF NAPLES AIRPORT AUTHORITY
NET POSITION BY COMPONENT, LAST TEN FISCAL YEARS

NET POSITION BY COMPONENT, LAST TEN FISCAL YEARS

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Investment in Capital Assets	$60,372,000	$60,738,000	$61,937,000	$62,770,767	$65,145,384	$ 67,683,601	$ 67,683,601	$ 82,417,199	$ 85,374,981	$ 93,335,553
Restricted	1,173,000	1,381,000	1,587,000	1,804,601	2,016,021	2,232,216	2,232,216	2,701,038	2,958,866	3,214,831
Unrestricted	17,185,000	19,071,000	21,899,000	26,156,608	30,520,200	35,054,150	35,054,150	39,040,605	46,830,905	53,755,402
Total net position	$67,776,000	$74,014,000	$78,730,000	$81,190,000	$85,423,000	$ 104,969,967	$ 104,969,967	$ 124,158,842	$ 135,164,752	$ 150,305,786

Note: Prior to Fiscal Year 2018, amounts are rounded to nearest thousand.

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CITY OF NAPLES AIRPORT AUTHORITY
CHANGES IN NET POSITION, LAST TEN FISCAL YEARS

CHANGES IN NET POSITION, LAST TEN FISCAL YEARS

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
OPERATING REVENUES										
Fuel sales (net)	$ 8,310,000	$ 8,786,000	$ 9,334,000	$ 10,519,749	$ 12,731,215	$ 14,091,971	$ 20,889,892	$ 22,934,029	$ 21,956,231	$ 26,760,051
Concession fees	810,000	716,000	682,000	737,196	752,856	927,197	1,104,414	1,343,510	1,326,207	1,306,999
Hangar/T-shelter/tiedown	2,439,000	2,413,000	2,515,000	2,596,552	2,565,188	3,084,585	3,772,690	3,916,892	3,910,421	4,531,649
Building and land rent	1,256,000	1,327,000	1,388,000	1,384,597	1,341,961	1,570,082	1,690,009	1,803,117	2,084,615	2,472,909
Line services	738,000	698,000	731,000	771,255	856,594	1,096,214	1,681,145	1,743,391	2,317,245	2,715,823
U.S. Customs user fees	277,000	311,000	357,000	442,355	440,080	322,415	613,275	779,595	588,025	616,575
Airfield cost recovery and miscellaneous	15,000	28,000	19,000	101,173	43,409	133,459	195,162	351,577	463,520	421,135
Net operating revenues	13,845,000	14,279,000	15,026,000	16,552,877	18,731,303	21,225,923	29,946,587	32,872,111	32,646,264	38,825,141
OPERATING EXPENSES										
Personnel	4,982,000	5,385,000	5,828,000	5,916,133	6,810,799	7,403,329	8,777,415	12,324,672	14,602,544	17,715,413
Professional fees	706,000	783,000	811,000	1,142,966	2,182,919	2,522,005	2,971,679	3,967,718	4,712,081	5,054,994
Communications	121,000	199,000	151,000	128,904	187,630	201,655	231,373	343,673	442,172	522,624
Insurance	464,000	461,000	449,000	445,628	531,657	616,790	754,922	746,328	966,150	1,174,393
Utilities	251,000	265,000	274,000	366,675	316,273	338,153	336,750	404,790	460,637	479,005
Office/postage/printing	134,000	116,000	83,000	107,959	90,053	74,097	72,623	210,608	308,747	397,514
ATCT, ARFF and police service	700,000	715,000	630,000	799,278	-	-	-	-	-	-
U.S. Customs	309,000	295,000	313,000	301,876	-	-	-	-	-	-
Dues/subscriptions/fees	49,000	43,000	89,000	60,513	54,227	45,335	60,718	88,436	120,615	138,152
Auto gas and diesel fuel	61,000	48,000	50,000	61,392	64,068	43,947	55,694	-	-	-
Pilot services	68,000	64,000	112,000	125,607	106,553	88,744	124,897	229,593	276,294	271,186
Maintenance and repair	541,000	1,097,000	646,000	915,323	1,122,471	1,299,867	1,199,056	1,807,765	2,363,014	2,832,795
Credit card fees	-	-	-	-	239,443	279,095	369,891	548,211	517,155	610,254
Depreciation and amortization	3,619,000	3,791,000	3,703,000	3,714,010	3,911,422	4,151,963	4,352,224	5,351,514	6,317,432	6,998,813
Miscellaneous	-	-	-	-	-	64,173	-	21,827	5,480	-
Total operating expenses	12,005,000	13,262,000	13,139,000	14,086,264	15,617,515	17,129,153	19,307,242	26,045,135	31,092,321	36,195,143
Operating income (loss)	1,840,000	1,017,000	1,887,000	2,466,613	3,113,788	4,096,770	10,639,345	6,826,976	1,553,943	2,629,998
NON-OPERATING REVENUES (EXPENSES)										
Customer facility charges	246,000	204,000	212,000	213,765	211,420	216,195	230,427	238,395	257,828	255,965
Interest revenue	59,000	109,000	228,000	228,000	920,765	510,943	180,410	(1,718,837)	2,203,778	4,911,487
Realized/unrealized gain (loss) on investments	21,000	-	-	511,927	-	-	-	-	-	-
Claims and insurance settlements	75,000	6,000	(43,000)	507,000	1,000,000	74,029	27,377	-	4,087,898	-
Hurricane recovery/repair	-	-	-	-	(906,459)	-	-	(250,000)	-	-
Gain (Loss) on disposal of capital assets	5,000	(16,000)	12,000	-	15,484	(100,770)	16,504	53,685	31,641	155,336
Total non-operating revenues (expenses)	406,000	303,000	409,000	1,460,692	1,241,210	700,397	454,718	(1,676,757)	6,581,145	5,322,788
Income (loss) before capital contributions	2,246,000	1,320,000	2,296,000	3,927,305	4,354,998	4,797,167	11,094,063	5,150,219	8,135,088	7,952,786
Capital contributions	2,470,000	1,140,000	1,937,000	1,925,957	2,595,629	2,491,195	894,973	2,049,620	2,870,822	7,188,248
Change in net position	$ 4,716,000	$ 2,460,000	$ 4,233,000	$ 5,853,262	$ 6,950,627	$ 7,288,362	$ 11,989,036	$ 7,199,839	$ 11,005,910	$ 15,141,034

Note: Prior to Fiscal Year 2018, amounts are rounded to the nearest thousand.

CITY OF NAPLES AIRPORT AUTHORITY
FUEL SALES, LAST TEN FISCAL YEARS

AVERAGE AVIATION FUEL MARGINS (PER GALLON)

	Jet A					100 Low Lead				
Fiscal Year	Flowage	Full Service	Prepaid Full Service	Contract and Fuel*	Tenant Fuel	Full Service	Prepaid Full Service	Public Self Fueling	Tenant Fuel	Volume Program
2015	0.30	1.96	1.24	0.99	-	$ 0.79	$ 0.42	$ 0.64	$ -	$ -
2016	0.30	1.93	1.23	1.00	-	0.81	0.50	0.59	-	-
2017	0.30	1.99	1.24	0.99	-	0.90	0.51	0.74	-	-
2018	0.30	2.00	1.23	0.98	-	0.90	0.46	0.82	-	-
2019	0.30	2.07	1.47	1.07	1.29	0.81	0.75	0.49	-	-
2020	0.35	2.31	-	1.66	1.37	1.55	1.10	0.65	1.08	0.97
2021	0.40	2.66	-	1.49	1.31	2.17	-	0.62	1.18	1.12
2022	0.40	2.42	-	1.67	1.34	2.31	-	0.70	1.04	-
2023	0.54	2.89	-	1.89	1.77	1.98	-	0.74	1.04	-
2024	0.55	2.73	-	2.23	2.00	1.82	-	0.69	0.91	-

AVIATION FUEL SALES (GALLONS)

	Jet A						100 Low Lead					
Fiscal Year	Flowage	Full Service	Prepaid Full Service	Contract and Fuel*	Tenant Fuel	Total	Full Service	Prepaid Full Service	Public Self Fueling	Tenant Fuel	Volume Program	Total
2015	248,968	2,279,122	1,568,159	1,923,026	-	6,019,275	143,677	117,437	130,333	-	-	391,447
2016	252,568	2,458,314	1,535,659	2,124,000	-	6,370,541	158,993	106,487	115,206	-	-	380,686
2017	250,014	2,496,936	1,623,734	2,355,956	-	6,726,640	176,266	111,583	101,192	-	-	389,040
2018	229,921	2,584,903	2,124,407	2,492,618	-	7,431,849	185,775	142,249	76,800	-	-	404,824
2019	273,623	3,315,215	1,438,968	2,668,965	242,527	7,939,298	165,495	100,411	83,962	19,369	29,205	398,442
2020	240,536	1,450,521	-	5,216,300	1,220,131	8,127,488	92,609	-	89,602	109,637	23,331	315,179
2021	385,394	1,639,099	-	7,815,153	1,565,271	11,404,917	86,379	-	72,516	145,463	-	304,358
2022	521,826	2,013,197	-	9,696,568	1,121,185	13,352,776	75,168	-	103,582	145,254	-	324,004
2023	483,246	1,999,040	-	7,697,036	1,021,102	11,200,424	88,915	-	90,725	141,230	-	320,870
2024	481,955	2,250,368	-	8,239,470	936,099	11,907,892	89,123	-	96,724	138,369	-	324,216

AVIATION FUEL SALES (NET REVENUE)

	Jet A						100 Low Lead					
Fiscal Year	Flowage	Full Service	Prepaid Full Service	Contract and Fuel*	Tenant Fuel	Total	Full Service	Prepaid Full Service	Public Self Fueling	Tenant Fuel	Volume Program	Total
2015	74,690	4,470,681	1,948,108	1,902,027	-	8,102,714	115,526	47,680	75,025	-	-	238,231
2016	75,770	4,752,120	1,885,624	2,098,651	-	8,395,506	116,885	59,284	76,947	-	-	253,116
2017	75,004	4,978,267	2,007,046	2,320,378	-	8,812,165	142,936	53,979	84,967	-	-	281,882
2018	69,352	5,158,618	2,609,597	2,432,460	-	9,380,695	158,927	50,956	83,048	-	-	292,931
2019	82,087	6,875,377	2,109,712	2,865,106	313,363	10,270,027	150,352	106,750	37,980	-	-	295,082
2020	72,161	3,356,082	-	8,655,856	1,667,285	12,245,645	255,719	110,322	54,610	20,849	28,390	469,890
2021	154,158	4,358,768	-	14,206,013	2,089,115	13,751,384	274,678	-	262,768	320,629	75,369	933,444
2022	208,730	4,872,869	-	16,233,946	1,507,833	20,808,054	191,842	-	48,645	154,868	-	395,355
2023	261,050	5,780,416	-	14,546,170	1,806,627	22,823,378	140,872	-	37,158	136,528	-	314,558
2024	265,075	6,140,148	-	18,410,328	1,870,119	26,685,670	161,783	-	66,699	126,127	-	354,609

Source: Authority's Finance Department records

Notes: The Executive Director is authorized to adjust fuel charges at any time, with or without notice.
The Authority's fuel charges to customers are based on a cost plus formula.
The Authority offers various fuel programs to meet Airport customers' needs.
Aviation fuel sales (net revenue) does not include aviation oil sales, non-aviation fuel sales, fuel truck rental and credit card fees.
These are included in Fuel sales (net) as show on the Statement of Revenues, Expenses and Changes in Net Position.
* Formerly titled "Volume Discount (contract)" in prior years ACFR.

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CITY OF NAPLES AIRPORT AUTHORITY
DEBT LIMITATIONS AND DEMOGRAPHIC AND ECONOMIC INDICATORS
LAST TEN FISCAL YEARS

PRINCIPAL CUSTOMERS - BY GROSS SALES
For the Years Ended September 30,

	2024		2015	
Company	Gross Sales	% of Total Authority Fuel Sales	Gross Sales	% of Total Authority Fuel Sales
Net Jets/EJM	$ 15,539,447	21.0%	$ 4,826,972	16.5%
Flexjet	5,925,534	8.0%	1,014,807	3.5%
Fly Exclusive Jets LLC	1,519,587	2.1%		
Elite Jets Charter, LLC	1,171,136	1.6%		
Wheels Up Private Jets	1,080,789	1.5%		
Mountain Aviation. Inc	945,445	1.3%		
Jet Linx	656,674	0.9%		
Jet 1 Charter	634,288	0.9%		
Jet Edge	626,605	0.8%		
Fly Alliance	619,195	0.8%		
Naples Jet Center			1,126,011	3.8%
Flight Options, LLC			717,558	2.5%
Hertz Corporation			598,295	2.0%
Travel Management Company			459,897	1.6%
Delta Private Jets			459,447	1.6%
Xojet			316,669	1.1%
Avis Rent A Car System, Inc			266,059	0.9%
Olympus Aviation			230,312	0.8%
	$ 28,718,699	38.8%	$ 9,134,907	34.3%

Source: Authority's accounting records

PRINCIPAL CUSTOMERS - BY AVIATION FUEL GALLONS
For the Years Ended September 30,

	2024		2015	
Company	Gallons	% of Total Authority Gallons	Gallons	% of Total Authority Gallons
Net Jets/EJM	2,765,332	22.2%	1,355,527	21.1%
Flexjet	1,116,133	9.0%	261,519	4.1%
Fly Exclusive Jets LLC	246,881	2.0%		
Elite Jets Charter, LLC	227,264	1.8%		
Wheels Up Private Jets	172,765	1.4%		
Mountain Aviation. Inc	154,749	1.2%		
Jet Linx	104,236	0.8%		
Jet 1 Charter	113,891	0.9%		
Jet Edge	108,257	0.9%		
Fly Alliance	99,210	0.8%		
Naples Jet Center			270,075	4.2%
Flight Options, LLC			177,348	2.8%
Travel Management			116,215	1.8%
Delta Private Jet			114,243	1.8%
XOJET, Inc.			78,844	1.2%
Olympus Aviation			57,060	0.9%
Northern Net Management			50,304	0.8%
Whitesell Corporation			45,180	0.7%
	5,108,718	41.0%	2,526,315	39.4%

Source: Authority's accounting records

CITY OF NAPLES AIRPORT AUTHORITY
DEBT LIMITATIONS AND DEMOGRAPHIC AND ECONOMIC INDICATORS
LAST TEN FISCAL YEARS

DEBT LIMITATIONS

Fiscal Year	Debt Limit	Total Outstanding Debt	Ratio of Debt to Debt Limit
2015	$ 15,000,000	-	0.0%
2015	15,000,000	-	0.0%
2016	15,000,000	-	0.0%
2017	15,000,000	-	0.0%
2018	15,000,000	-	0.0%
2019	15,000,000	-	0.0%
2020	15,000,000	-	0.0%
2021	15,000,000	-	0.0%
2022	15,000,000	-	0.0%
2024	15,000,000	-	0.0%

Source: Authority's enabling legislation and financial statements

Note: The Authority's debt limit is set by the Legislature of the State of Florida.

DEMOGRAPHIC AND ECONOMIC INDICATORS

	City of Naples			**Collier County**			**Metropolitan Statistical Area**
Year	Population	Personal Income (*thousands of dollars)*	Per Capita Personal Income	Population	Personal Income (*thousands of dollars)*	Per Capita Personal Income	Unemployment Rate
2014	20,537	$ 1,646,164	$ 80,156	336,783	$ 23,834,645	$ 70,772	6.2%
2015	20,968	1,776,430	84,721	343,802	27,082,008	78,772	5.2%
2016	21,898	1,940,338	88,608	350,202	29,889,525	85,349	4.8%
2017	22,041	1,980,648	89,862	357,470	31,512,180	88,153	3.6%
2018	22,214	2,210,493	99,509	367,347	33,958,713	92,443	3.3%
2019	22,039	2,210,688	100,308	376,706	38,058,323	101,029	3.2%
2020	19,115	2,110,736	110,423	375,752	41,014,314	109,153	5.7%
2021	19,186	2,193,689	114,338	382,680	42,413,331	110,832	3.3%
2022	19,372	2,459,101	126,941	390,912	45,539,558	116,496	2.7%
2023	19,618	2,770,944	141,245	399,480	52,200,912	130,672	3.3%

Sources: Population, personal income and per capita personal income for City of Naples provided by
City of Naples, Florida, Annual Comprehensive Financial Report, 2023, Schedule 14, page 117
Population, personal income and per capita personal income for Collier County provided by
Collier County, Florida, Annual Comprehensive Financial Report, 2023, page 176
Unemployment information provided by the U.S. Department of Labor, Bureau of Labor Statistics.

Note: Data on Demographic and Economic for 2024 not yet available.

CITY OF NAPLES AIRPORT AUTHORITY
PRINCIPAL EMPLOYERS
LAST TEN FISCAL YEARS

PRINCIPAL EMPLOYERS

	2023			2014		
Employer	**Rank**	**Number of Employees**	**Percent of Total County Employment**	**Rank**	**Number of Employees**	**Percent of Total County Employment**
Collier County Public Schools	1	6,927	4.22%	1	5,281	4.20%
NCH Healthcare System	2	4,247	2.58%	2	4,000	3.18%
Arthrex, Inc	3	3,973	2.42%	8	1,056	0.84%
Publix Supermarkets	4	3,457	2.10%	3	2,805	2.23%
Collier County Government (Excl Sheriff)	5	2,649	1.61%	4	2,211	1.76%
Collier County Sheriff's Office	6	1,446	0.88%	5	1,389	1.10%
JW Marriott - Marco Island	7	1,130	0.69%			
Ritz Carlton Hotel	8	1,100	0.67%	6	1,110	0.88%
Seminole Casino- Immokalee	9	900	0.55%			
City of Naples	10	514	0.31%			
Gargiulo, Inc.				7	1,110	0.88%
Hometown Inspection Svs.				9	900	0.72%
Waldorf Astoria (Registry Resort)				10	760	0.61%
Other employers		138,015	83.97%		105,140	83.60%
Totals		164,358	100.00%		125,762	100.00%

Source: Collier County, Florida, Annual Comprehensive Financial Report, 2023, page 177

Note: Data on Principal Employers for 2024 not yet available.

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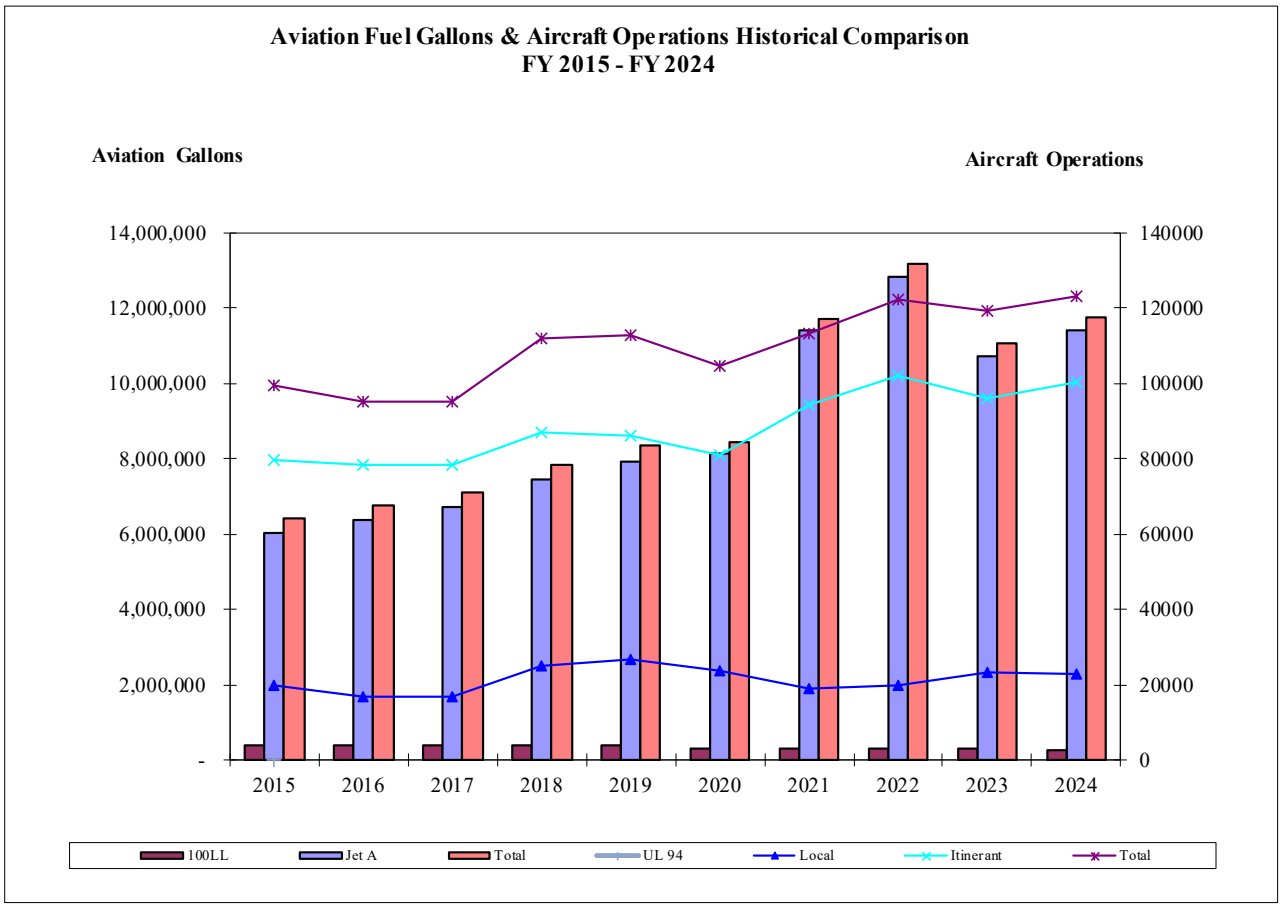
CITY OF NAPLES AIRPORT AUTHORITY
AVIATION FUEL AND AIRCRAFT OPERATIONS STATISTICS
LAST TEN FISCAL YEARS

AVIATION FUEL AND AIRCRAFT OPERATIONS STATISTICS

Fiscal	Aviation Fuel Gallons				Aircraft Operations		
Year	100LL	Jet A	UL 94	Total	Local	Itinerant	Total
2015	391,446	6,019,275	-	6,410,721	19,798	79,771	99,569
2016	380,686	6,370,541	-	6,751,227	16,864	78,186	95,050
2017	387,750	6,726,640	-	7,114,390	16,798	78,220	95,018
2018	404,823	7,431,849	-	7,836,672	25,157	86,983	112,140
2019	398,442	7,939,298	-	8,337,740	26,572	86,228	112,800
2020	315,179	8,127,488	-	8,442,667	23,623	80,856	104,479
2021	304,358	11,404,917	-	11,709,275	18,817	94,320	113,137
2022	324,004	12,830,950	-	13,154,954	20,006	102,275	122,281
2023	321,164	10,726,969	10,190	11,058,323	23,227	95,848	119,075
2024	263,953	11,425,792	60,408	11,750,153	22,688	100,483	123,171

Source: Authority's Operations and Finance Department records



CITY OF NAPLES AIRPORT AUTHORITY
FULL-TIME EQUIVALENT EMPLOYEES BY FUNCTION
LAST TEN FISCAL YEARS

FULL-TIME EQUIVALENT EMPLOYEES BY FUNCTION
Last Ten Fiscal Years

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Customer Service	38.6	39.4	37.0	36.0	37.0	44.0	51.0	73.0	75.0	76.0
Operations	2.0	2.0	2.0	2.0	2.0	4.0	4.0	9.0	9.0	9.0
Airport Development	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	3.0	4.0
Facilities & Custodial	17.2	18.1	16.0	19.0	19.0	19.0	19.0	20.0	20.0	23.0
Security	1.8	2.1	2.0	2.0	2.0	3.0	4.0	2.0	3.0	2.0
Administration	7.0	7.3	7.0	4.0	8.0	7.0	11.0	14.0	19.0	20.0
HR	-	1.0	1.0	1.0	2.0	2.0	3.0	3.0	3.0	3.0
Executive	3.0	3.0	4.0	6.0	7.0	4.0	4.0	4.0	3.0	3.0
TOTAL EMPLOYEES	**71.6**	**74.9**	**71.0**	**72.0**	**79.0**	**85.0**	**98.0**	**127.0**	**135.0**	**140.0**

Source: Authority's payroll records

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CITY OF NAPLES AIRPORT AUTHORITY
CAPITAL CONTRIBUTIONS
LAST TEN FISCAL YEARS

CAPITAL CONTRIBUTIONS

Fiscal Year	FAA Grants	FDOT Grants	Collier County Contributions	City of Naples Contributions	Other Contributions	Cumulative Total
Prior to 2014	$ 39,345,030	$ 13,561,341	$ 162,976	$ 201,763	$ 4,281,431	$ 56,453,772
2015	436,737	1,902,645	-	-	130,512	58,923,666
2016	112,000	-	-	-	1,028,000	60,063,666
2017	1,434,756	454,099	-	-	47,865	62,000,387
2018	596,913	1,329,044	-	-	-	63,926,344
2019	191,450	2,404,179	-	-	-	66,521,973
2020	339,107	2,152,088	-	-	-	69,013,168
2021	862,574	32,399	-	-	-	69,908,141
2022	2,019,620	30,000	-	-	-	71,957,761
2023	2,742,134	128,688	-	-	-	74,828,583
2024	6,446,894	741,354	-	-	-	82,016,831
	$ 54,527,215	$ 22,735,837	$ 162,976	$ 201,763	$ 5,487,809	$ 83,115,600

Source: Authority's financial statements and accounting records

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INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Board of Commissioners
City of Naples Airport Authority
Naples, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the basic financial statements, as listed in the table of contents, of the City of Naples Airport Authority (the "Authority") as of and for the fiscal year ended September 30, 2024 and have issued our report thereon dated **DATE**.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Authority's internal control over financial reporting (internal control) as a basis for designing the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control. Accordingly, we do not express an opinion on the effectiveness of the Authority's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

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Board of Commissioners
City of Naples Airport Authority

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Authority's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards.*

We noted certain other matters that we reported to management in a separate letter dated **DATE**.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Authority's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Authority's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Certified Public Accountants

Tampa, Florida
DATE

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MANAGEMENT LETTER

Board of Commissioners
City of Naples Airport Authority
Naples, Florida

Report on the Financial Statements

We have audited the basic financial statements of the City of Naples Airport Authority (the "Authority") as of and for the fiscal year ended September 30, 2024 and have issued our report thereon dated **DATE**.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States; the audit requirements of Title 2 U.S. *Code of Federal Regulations, Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance) and the audit requirements of Chapter 10.550, *Rules of the Auditor General.*

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*; Independent Auditor's Report on Compliance for Each Major Federal Program and on Internal Control over Compliance in Accordance with the Uniform Guidance; Schedule of Findings and Questioned Costs; and Independent Accountant's Report on an examination conducted in accordance with AICPA Professional Standards, AT-C Section 315, regarding compliance requirements in accordance with Chapter 10.550, *Rules of the Auditor General*. Disclosures in those reports and schedule, which are dated **DATE**, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., *Rules of the Auditor General,* requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. In connection with the preceding audit, there were no findings or recommendations.

Official Title and Legal Authority

Section 10.554(1)(i)4., *Rules of the Auditor General,* requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The legal authority is disclosed in the notes to the financial statements.

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Financial Condition and Management

Sections 10.554(1)(i)5.a. and 10.556(7), *Rules of the Auditor General,* require that we apply appropriate procedures and report the results of our determination as to whether or not the Authority has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and identification of the specific conditions met. In connection with our audit, we determined that the Authority did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Sections 10.554(1)(i)5.b. and 10.556(8), *Rules of the Auditor General,* we applied financial condition assessment procedures. It is management's responsibility to monitor the Authority's financial condition, and our financial condition assessment was based, in part, on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., *Rules of the Auditor General,* requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations.

Special District Component Units

Section 10.554(1)(i)5.c., *Rules of the Auditor General,* requires that we determine whether or not a special district that is a component unit of a county, municipality, or special district, provided the financial information necessary for proper reporting of the component unit, within the audited financial statements of the county, municipality, or special district in accordance with Section 218.39(3)(b), Florida Statutes. There were no special district component units that were required to provide financial information to the Authority for the fiscal year ended September 30, 2024.

As required by Section 218.39(3)(c), Florida Statutes, and Section 10.554(1)(i)6, *Rules of the Auditor General*, the Authority reported:

a. The total number of Authority employees compensated in the last pay period of the Authority fiscal year as 145.

b. The total number of independent contractors to whom nonemployee compensation was paid in the last month of the Authority's fiscal year as $0.

c. All compensation earned by or awarded to employees, whether paid or accrued, regardless of contingency as $12,786,519.

d. All compensation earned by or awarded to nonemployee independent contractors, whether paid or accrued, regardless of contingency as $0.

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e. Each construction project with a total cost of at least $65,000 approved by the Authority that is scheduled to begin on or after October 1 of the fiscal year being reported, together with the total expenditures for such project as listed below:

- Taxiway A&B safety improvements -construction $1,588,633
- Airport Road Landscaping $1,479,271
- Taxiway A-3 relocation construction $1,243,725
- NRT remodel construction $582,482
- South Quad T-hangar development $473,524
- Facility Shop Improvement construction $415,593
- GAT Interior & Exterior improvements $225,432
- Security & Access controls upgrades $136.092
- NRT Apron Rehab $135,199
- ATCT Catwalk Rehab $131,496
- NRT remodel Services $114,465
- Observation Deck & Playground $81,782
- East Quad Hangar Door Replacement $77,351
- West Quad Pond fill $67,663

f. A budget variance based on the budget adopted under Section 189.016(4), Florida Statutes, before the beginning of the fiscal year being reported if the Authority amends a final adopted budget under Section 189.016(6), Florida Statutes, as $0

Additional Matters

Section 10.554(1)(i)3., *Rules of the Auditor General,* requires that we address noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not have any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, federal and other granting agencies, the Authority's Board, and applicable management, and is not intended to be, and should not be, used by anyone other than these specified parties.

Certified Public Accountants

Tampa, Florida
DATE

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Certified Public Accountants

INDEPENDENT ACCOUNTANT'S REPORT

Board of Commissioners
City of Naples Airport Authority
Naples, Florida

We have examined the compliance of the City of Naples Airport Authority (the "Authority") with the requirements of Section 218.415, Florida Statutes, during the fiscal year ended September 30, 2024. The Authority's management is responsible for the Authority's compliance with those requirements. Our responsibility is to express an opinion on the Authority's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the AICPA. Those standards require that we plan and perform the examination to obtain reasonable assurance about whether the Authority complied with the aforementioned requirements in all material respects. An examination involves performing procedures to obtain evidence about the Authority's compliance with those requirements, in all material respects. The nature, timing, and extent of the procedures selected depend on our judgment, including an assessment of the risks of material misstatement of the Authority's compliance with those requirements, whether due to fraud or error. We believe that the evidence we obtained is sufficient and appropriate to provide a reasonable basis for our opinion.

We are required to be independent and to meet our ethical responsibilities in accordance with relevant ethical requirements relating to the examination engagement. Our examination does not provide a legal determination on the Authority's compliance with the specified requirements.

In our opinion, the Authority complied with the aforementioned requirements for the fiscal year ended September 30, 2024, in all material respects.

Certified Public Accountants

Tampa, Florida
DATE

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To: Honorable Chair of the Audit Committee and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Ken Warriner, Senior Director of Finance and Administration

Meeting Date: December 19, 2024

Re: **NEW BUSINESS**

1. Request for Proposal – Audit Services

ACTION REQUESTED: Committee discussion and guidance regarding a Request for Proposal for Professional Audit Services for FY 2025. On November 1, 2024, our current audit firm, MSL, PA announced they were acquired by Forvis Mazars, an international firm with more than 40,000 employees. See attached press release. Our current firm, MSL, P.A., will complete the FY 2024 audit this month.

BACKGROUND: Article V, Section 3, of the Bylaws for the Governance and Operation of City of Naples Airport Authority states: "During each year of engagement, the Board shall consider and decide whether to renew the engagement with the current Auditors or to commence a competitive selection process for the retention of Auditors for the succeeding year in accordance with applicable law." Florida Statutes section 218.391 requires a special district to establish an "auditor selection committee" consisting of at least three members whose primary purpose is to assist the governing body in selecting an auditor to conduct the required annual financial audit (although the committee may serve other audit oversight purposes). Staff will prepare a Request for Proposal for Professional Audit Services for the Audit Committee's review, approval and recommendation to the Board of Commissioners at a future meeting which, among other things, shall establish factors to use for the evaluation of audit services to be provided by a licensed and qualified audit firm.

COMMUNICATION PLAN: Not applicable.

FINANCIAL IMPACT: Not applicable.

FOR IMMEDIATE RELEASE

Contact: Mike Brothers, PR Manager

mike.brothers@us.forvismazars.com

MSL, P.A. joins forces with Forvis Mazars in Florida

The move bolsters Forvis Mazars' growing presence in the state with three new offices and more than 100 professionals

Forvis Mazars, LLP, ranked among the largest public accounting and consulting firms in the United States, is expanding its presence in Florida with the addition of MSL, P.A., effective November 1.

MSL has a 50-year legacy of building deep relationships with its clients across Florida. This strategic acquisition significantly bolsters Forvis Mazars' growing presence in the state by adding approximately 120 professionals, including 14 partners, and three new office locations in Orlando, Fort Lauderdale, and Tallahassee. The move will quickly create synergies for clients in the Tampa market, where both firms have offices. Forvis Mazars also has offices in Jacksonville and South Florida.

"MSL has an incredible reputation in Florida, and we are excited about the opportunities to leverage each other's strengths to serve clients here in new and dynamic ways," said Paul Thompson, Florida managing partner for Forvis Mazars. "This is a great cultural fit as well, which was important as we considered how this could benefit our people and clients."

"This move greatly enhances the resources and services we can provide to clients and opens up extraordinary new opportunities for our team members," said Kevin Murphy, President of MSL. "Clients will have access to a deeper bench of professionals and specialists—in Florida, across the country, and around the world thanks to the Forvis Mazars global network. Our people will see rewarding career options serving new industries, and they will be able to tap into Forvis Mazars' award-winning training and professional development programs."

MSL provides audit, tax, and consulting services and its key strengths include a robust audit practice for clients in the healthcare, public sector, construction, real estate, commercial products, and nonprofit industries. MSL's client base will benefit from Forvis Mazars' expertise in those industries and many others, as well as its deep bench of national and international tax specialists and consultants.

"Cultural alignment and a common vision of sustainable growth and high-quality service were the driving factors behind this agreement," said David Dills, southeast regional managing partner for Forvis Mazars. "MSL's complimentary geography, industry specialization, exceptional leadership, and up-and-coming talent are all phenomenal additions to our growing firm. I look forward to seeing how this addition will help us continue to unlock potential for our clients, people, and communities across Florida for many years to come."

Media contact: Mike Brothers, PR Manager, mike.brothers@us.forvismazars.com

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About Forvis Mazars

Forvis Mazars, LLP is an independent member of Forvis Mazars Global, a leading global professional services network. Ranked among the largest public accounting firms in the United States, the firm's 7,000 dedicated team members provide an **Unmatched Client Experience**® through the delivery of assurance, tax, and consulting services for clients in all 50 states and internationally through the global network. Visit forvismazars.us to learn more.