Minutes
January 11, 2022
Consultant Selection Committee

A. ROLL CALL

Meeting was called to order by Consultant Selection Committee Chair Ruppert at 2:07 p.m. in the Airport Office Building, 2nd Floor Conference Room. Chair Ruppert announced that due to the COVID-19 pandemic, today's meeting was being conducted as a hybrid meeting whereby participation is in person and via videoconference. Commissioner Lenhard, Committee Member, was present in person. Commissioner Cuddihy was present virtually and opted in to vote and participate. Staff present in person were Mr. Lobb, Mr. Keith, Ms. Vandersluis, and Ms. Menard. Authority Counsel and Staff present virtually were Mr. Owens, Mr. Rozansky, Ms. Cooper, and Mr. Burch.

B. PLEDGE OF ALLEGIANCE

Chair Ruppert led the Pledge of Allegiance.

C. AGENDA

Mr. Lobb stated that there were no changes to the agenda.

D. DISCUSSION ITEMS

1. Interviews and Rankings of Responses to Design – Build Services for Solar Canopy Installation in the Long-Term Parking Area - Request for Proposals (RFP)

Introductory Comments

Mr. Keith provided introductory comments about the RFP process for the design – build services for the solar canopy installation in the long-term parking area that was advertised on November 1, 2021. Mr. Keith stated that the Committee will be interviewing three selected firms and will make a rank-order recommendation to the Board of Commissioners at their meeting on January 20th.

Mr. Keith said that the project scope includes the design, bid and construction of a parking canopy system in the General Aviation Terminal (GAT) long-term parking lot, including a solar panel system designed to supply a maximum of 110% of the power demand of the GAT terminal. He noted that the five submittals received were carefully evaluated by staff at a public meeting held on December 13, 2021. The three firms selected were especially well-suited for the project and have been shortlisted for further consideration and interviews in the following order:

- Advanced Roofing Technologies dba Advanced Green Technologies
- Burke Energy Solutions, LLC
- Veregy

Mr. Keith responded to the Committee's questions regarding the project scope and future use of the parking area.

Interviews

- Advanced Roofing Technologies dba Advanced Green Technologies (AGT)

Mr. Matt Jeffries, Director of Sales and Strategic Accounts for AGT introduced himself, Mr. Mark Peugh, Construction Manager, and Mr. Russell Morris, Project Manager, P.E. He said that both Mr. Peugh and Mr. Morris would be managing the day-to-day operations. Mr. Jeffries provided a summary of his firm and their experience. He presented a virtual tour and site walk renderings of the project, a summary of two case studies of similar projects they have completed and reviewed their approach to the project in the preconstruction, construction and closeout phases. At the close of the project, Mr. Jeffries stated that training would be provided to NAA staff in how to inspect and maintain the system. He said that his firm could provide an ongoing preventative maintenance program, if desired.

A question-and-answer period followed throughout the presentation.

- Burke Energy Solutions, LLC

Mr. Greg Galmin, Partner/Chief Operating Officer, of Burke Energy Solutions, introduced himself and Mr. Noah Christie, Project Manager/Superintendent. In addition, he introduced Mr. Fillippo Blengini, one of Burke's senior engineers in Italy, who was participating via Zoom due to the COVID-19 pandemic travel restrictions. Mr. Galmin presented an overview of his firm and provided an example of a similar project that was completed in Key West as well as Burkina Faso, Africa. Mr. Blengini introduced his company, Dimensione Ingenierie, who are dedicated to engineering that supports the environment. He provided proposed custom designs for a gantry or cantilever configuration, reviewed the exposures, the energetic analysis from an electric bill that we provided, the glaring test to be performed and approach to the project from design through construction completion. He shared additional ideas for showcasing/promoting our solar project for educational purposes and said that the use of our lakes could be utilized for solar to exploit unused space. Mr. Blengini stated that they can provide support of the operation and maintenance of the system. As a result of the 20-minute time limit for presentation, Mr. Galmin stated that there is more extensive information in the remaining part of the presentation but wanted to save the remaining time for questions.

A question-and-answer period followed the presentation.

- Veregy

Mr. Corey Harper, Sales Account Manager of Aviation for Veregy, introduced himself and his team of Mr. Bobby Palm, Senior Civil Engineer of Avcon, and Mr. Mike Harris, Construction Project Manager of Hanson Professional Services. Mr. Harper provided a summary of his firm and the team's experience. He noted that Veregy is an industry leader in providing airports with energy solutions nationwide. He explained aspects of airport canopies vs. residential canopies. He presented examples of similar projects they have completed and noted that his firm uses Tier 1 solar panels, which are warrantied for 30 years. Mr. Harper reviewed project scope, options for design, phasing and their approach to the process.

Mr. Palm introduced his firm, Avcon, a full-service engineering company established in 1988. He provided a summary of their experience at the Naples Airport and reviewed canopy structure design elements.

Mr. Harris introduced his firm, Hanson Professional Services, and stated that his firm would be responsible for electrical design and working with Veregy on the construction management portion of the project. He provided a summary of his firm's experience at the Naples Airport and provided examples of other solar projects completed.

A question-and-answer period followed the presentation.

Initial Rankings

Following the presentations, Chair Ruppert opened the discussion for Committee members to evaluate the three firms. He asked Commissioner Lenhard for his input.

Commissioner Lenhard commented that he was impressed with AGT because of the local presence of their team. He said that AGT would be his first choice, followed by Veregy and then Burke Energy Solutions, LLC. He added, however, that in the last discussion with Veregy, a couple of issues with the FAA came up that he wasn't able to ask AGT about. From a capabilities standpoint, he said that AGT was the best contractor but would want to make sure that they can handle the glare issues and the FAA. Mr. Keith clarified that AGT did have airport experience. Commissioner Lenhard stated that AGT was the most informative and knowledgeable of the three. He said Veregy was very good as well but liked that AGT has so much all under one roof and could service the whole project. He added that although Burke could probably do the job, they were his last choice.

Commissioner Ruppert commented that after AGT finished their presentation, he thought that they would be hard to beat. He said Burke was very qualified, but they didn't move ahead of AGT. While AGT had the experience with Florida airports and the FAA, he said that Veregy seemed to have a deeper depth of experience in dealing with FAA issues and the ability to provide us with a return on investment. He said, however, that he struggled with Veregy because we would be dealing with three different companies and AGT made it clear that they are vertically integrated.

Mr. Keith clarified that the FAA approval in this process is not significant.

Commissioner Lenhard added that he had a better feeling from AGT about their ability to provide us with a sound return on investment calculation guarantee.

Mr. Keith noted that long term service is a critical part of this project, and AGT has representation all over the state. Veregy staff would be coming from Indiana, and it would be difficult to get here in 24 hours.

Commissioner Cuddihy commented that in her experience after having done many construction projects in her career, if the FAA approval process is not significant, having three parties to deal with is an accident waiting to happen over time. She added that AGT is incredibly well put together, their

presentation was fantastic and their proposal was the best of the three. She said that she would rank AGT as her first choice.

Staff Feedback

Mr. Rozansky stated that AGT and Veregy are both very well qualified and Burke could do the job as well. He agreed that long term support is going to be very important since solar is outside our expertise. He liked having a clear understanding of AGT's project team. He was unsure why Veregy had two different civil engineering firms as a part of this project.

Ms. Cuddihy commented that Veregy said that they would be buying pre-manufactured panels whereas the other two firms talked about making their own panels. She believed it is probably better if we are not buying pre-manufactured panels. Mr. Rozansky said that glare concerns with these solar panels is a nonissue since they absorb light.

Final Rankings

Commissioner Lenhard made a motion to rank the firms in order of preference to present to the full Board of Commissioners for approval on January 20, 2022 as follows: 1) Advanced Roofing Technologies dba Advanced Green Technologies; 2) Veregy and 3) Burke Energy Solutions, LLC. Chair Ruppert seconded. Motion passed 3-0 unanimously.

E. PUBLIC COMMENTS

There were no public comments.

F. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/ MEETINGS

There were no additional comments or requests/meetings.

G. ADJOURN

The meeting adjourned at 4:45 p.m.

Christopher A. Rozansky
Secretary

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

FINAL AGENDA

Airport Office Building, 200 Aviation Drive North, 2nd Floor, Naples

Tuesday, January 11, 2022
2 p.m.

Commissioner Michael Lenhard – Chair and Consultant Selection Committee Member
Commissioner Kerry C. Dustin – Vice Chair and Audit Committee Chair
Commissioner Donna M. Messer – NCC and TAC Liaison
Commissioner Rick Ruppert – Consultant Selection Committee Chair
Commissioner Rita Cuddihy
Executive Director: Christopher A. Rozansky
Authority Attorney: William L. Owens, Esq. of Bond, Schoeneck & King, PLLC

Welcome. If you wish to address the Consultant Selection Committee regarding an item listed on the Agenda, please complete a Speaker Registration form 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 Committee members 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 Committee 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.

A. **ROLL CALL**

B. **PLEDGE OF ALLEGIANCE**

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

D. **DISCUSSION ITEM**

1. **Interviews and Ranking of Responses for Design – Build Services for Solar Canopy Installation in the Long Term Parking Area – Request for Proposals (RFP)**

   a. Advanced Roofing, Inc. dba Advanced Green Technologies

   b. Burke Energy Solutions, LLC

   c. Veregy

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

F. **CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS**

G. **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 Consultant Selection Committee is comprised of Committee Chair Ruppert and NAA Chair Lenhard. All NAA Commissioners are welcome to attend and can "opt in" to participate and vote.