

Minutes
May 2, 2022
Staff Review Team

A. ROLL CALL

Meeting was called to order by Mr. Keith at 9:30 a.m. in the Naples Airport General Aviation Terminal, 2nd Floor Larson Conference Room and on ZOOM. NAA Staff Mr. Keith, Mr. Lobb, Ms. Vandersluis, and Ms. Best were present. Eight consultants were present on ZOOM. Mr. Brown opted out of participating in the ranking.

B. PUBLIC COMMENTS

None.

C. DISCUSSION ITEMS

1. Evaluation and Short-Listing of Responses to Request For Qualifications and Proposals (RFP) – CMAR Services North Road Terminal Upgrade Program

Mr. Keith Comments:

All firms provided major projects and experienced staff as examples of the ability to perform the work and are capable of managing this project.

Manhattan- 30 pages, 3 addenda

Discussion of team, experience, accessibility. Thorough description and understanding of the market issues, project, scope, variety of projects, supply chain issues, cost control, safety, and availability.

OAK- 30 pages, 3 addenda

Limited staff, obvious knowledge of the terminal and prior remodel. In Understanding, Option 2 isn't a given. Discussion of phasing plan, value engineering. If delays, have subs add staff or overtime. On GA, I believe this was billed to NAA. No mention of who is responsible to absorb this cost? Change order procedure needs to be well defined. Too much dedicated to team and projects rather than the NRT.

Deangelis Diamond- 30 pages, 3 addenda

Varied and capable staff and job experience. Mentioned 3D modeling. Seems to be a lack of understanding of where we are on design (p. 18), "because final design (is) underway" seems to assume work starts with the phasing planning. Discussion of value engineering, lead times, early release due to supply change issues.

Suffolk- 30 pages

Discussion of discovery, parking lot, value engineering, design options, scheduling, realistic but aggressive schedule, cost control, price issues, hurricane issues, phasing for existing customers, code requirements, tracking, and warranty team. Laser screening of interior and exterior pre-construction is interesting.

PCL- 50 pages 3 addenda

In Method-Approach discussed team, design, control, permitting. Project discussion started with the construction phase omitting the discovery/design phase. Accurate cost estimates during preconstruction discussed but cost input also needed during the discovery/design phase. Mentioned design verification, in house value engineering. References to baggage belt phasing and airline coordination seemed to show lack of understanding of project or boiler plate verbiage.

Mr. Lobb Comments:

Manhattan - Very experienced, large firm. 2.8B portfolio of aviation projects. Their project team has significant aviation industry construction experience. The projects they listed, a lot of them are fairly large in size, everything from passenger boarding bridges to major terminal expansion at DFW. Although extensive renovation, this would be on smaller scale. Their PM worked for SS. I like how they outline their approach to safety in a/p environment. I think they've experienced some challenges lately. They didn't list the water school under current projects which is having challenges as I understand. Overall good proposal.

OAK - Also very experienced in aviation and other commercial projects, particularly in SWFL. Worked with them on a number of them here at APF, and myself in Collier. Have a good proposal; am somewhat concerned with the trajectory of our terminal project here, things really slipped in the last half of the project – understand challenges in the industry. Do have CMAR experience. Their workload table was interesting, maybe I missed it but didn't list current projects. So, I do have some concerns about this CMAR approach with OAK, really need some proactive engagement from the onset, but the proposal was good.

Deangelis Diamond - Great proposal, local, experienced project team. I understand shifted from design-bid-build to CM type delivery method, so they are very well versed in this arena. Number of great projects in the area including the RSW tower. Nice outline of the project team though some concern that those listed for this project have not been with DD very long. Punta Gorda airport, SRQ expansion, Arthrex HQ. Range from various sizes \$200 million down to \$5-6 M. Did a great job outlining their project approach – very comprehensive. Overall excellent, very capable of a project of this nature.

Suffolk - Another very well outlined proposal, project team, 28+ years of aviation experience. \$1.8B worth of CMAR experience completed or underway in the last 5 years around the country. I think this would be a smaller scale. They do have a number of local projects, Naples Beach Club, Moorings Park, One Naples, they're all quite significant. I really like the challenges and considerations they included – windows/doors, canopies, flood proofing, hurricane and the challenges there. They really did their homework on the building and how their CMAR approach would suit needs of project. Again, all the current projects they list are quite large but not necessarily a bad thing. Well done.

PCL - Only proposal that did not follow the length requirements of 30 pages, this was 50. Some great projects listed. Big clients with Marriott, Disney corporate office, Universal Orlando. Very limited SWLF experience and given some of the code-related challenges, and interacting with city personnel for permitting, that's a shortcoming. So, I'm sure they're well versed but this may not be the best fit.

Ms. Vandersluis Comments:

Manhattan - Project Director Experience - 30 years aviation including Dir Facilities – SW Airlines. Manhattan clearly has good aviation experience – Houston Intercontinental Airport Project has potential 3 similar components to our project; Impressed with their mitigation of supply chain challenge and material escalation challenge. Located close to the airport. Good presentation; followed the requirements of the RFP.

OAK - Understand Naples Airport; have completed several projects; local company; Familiar with direct material purchasing and local subcontractors; Already familiar with NRT building since they did the renovation; Good presentation; followed the requirements of the RFP.

Deangelis Diamond - Local office and construction experience; local airport construction experience; very similar project with Punta Gorda Airport Terminal Expansion; experience at Naples Airport, however projects were over 20 years ago. Good description of project understanding, safety and quality control – especially liked the Choosing by Advantages approach. Good discussion of direct material purchase. Followed the requirements of the RFP.

Suffolk - Seems like a very experienced team, with local experience, but major projects; Orlando International Airport, Ft Lauderdale, Boston; and now the Naples Beach Club new construction. Our project seems much smaller than what they're used to. Good project understanding; good discussion of price points and markets conditions, specific Naples Airport project discussion. Good presentation; followed the requirements of the RFP.

PCL

Good presentation; however, did not follow the requirements of the RFP with 50 pages. Projects mostly in Orlando; airport experience; lots of international airport work, however limited SW FL. Some project understanding, discussion of cost control, value engineering, but not much discussion about our project.

D. RANKING

Submittal Rankings	Kerry Keith	Justin Lobb	Barry Brown	Ute Vandersluis	Final Total	Final Rankin
Manhattan Construction Company	3	2	opt out	3	8	3
Owen-Ames-Kimball Co.	4	4		4	12	4
DeAngelis Diamond	2	3		2	7	2
Suffolk Construction	1	1		1	3	1
PCL Construction Services	5	5		5	15	5

The recommendation to the Board is the top three:

- Suffolk Construction
- DeAngelis Diamond
- Manhattan Construction Company

E. CORRESPONDENCE/ COMMENTS/ PUBLIC COMMENTS

There were no additional comments, public comments, or requests/meetings.

F. ADJOURN

The meeting adjourned at 9:48 a.m.

DocuSigned by:



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Kerry Keith
Senior Director, Airport Development and Facilities

Notice of Meeting

**STAFF REVIEW TEAM
City Of Naples Airport Authority (“NAA”)**

**Evaluation and Short-Listing of Responses to Request For Qualifications and Proposals (RFP) – CMAR
Services - North Road Terminal Upgrade Program
at Naples Municipal Airport**



AGENDA

General Aviation Terminal (GAT), 160 Aviation Drive North, 2nd Floor, Naples, Florida 34104

Monday, May 2, 2022

9:00 a.m.

Welcome. The Staff Review Team is comprised of employees of the NAA appointed by the NAA’s Executive Director. If you wish to address the Staff Review Team regarding an item listed on the Agenda, please complete a Speaker Registration form and hand it to a member of the Staff Review Team 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 Staff Review Team 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.

If a person decides to appeal any decision made by the Staff Review Team with respect to any matter considered at this meeting, he or she will need a record of the proceedings and, for such purpose, he or she 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 based.

Any person with a disability requiring auxiliary aids or services in order to participate in this proceeding may call the NAA’s Executive Assistant at (239) 643-0733 at least two business days before the meeting.

Information on Action Items and other items which have been provided in advance of this meeting may be inspected at the office of the NAA’s Director of Airport Development, Airport Office Building, 2nd Floor, 200 Aviation Drive North, Naples, Florida 34104. Minutes of this meeting will be prepared.

- A. **ROLL CALL**
- B. **PUBLIC COMMENTS** (Public comments accepted for items listed on the Agenda or any other matter; 5-minute limit)
- C. **DISCUSSION ITEM(S)**

**Evaluation and Short-Listing of Responses to Request For Qualifications and Proposals (RFP) –
CMAR Services – North Road Terminal Upgrade Program**

- D. **CORRESPONDENCE/ COMMENTS**
- E. **ADJOURN**