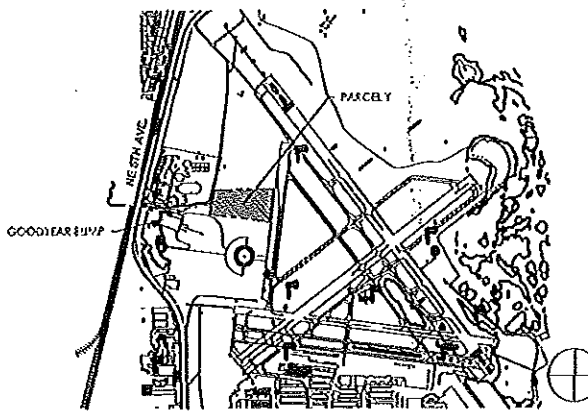
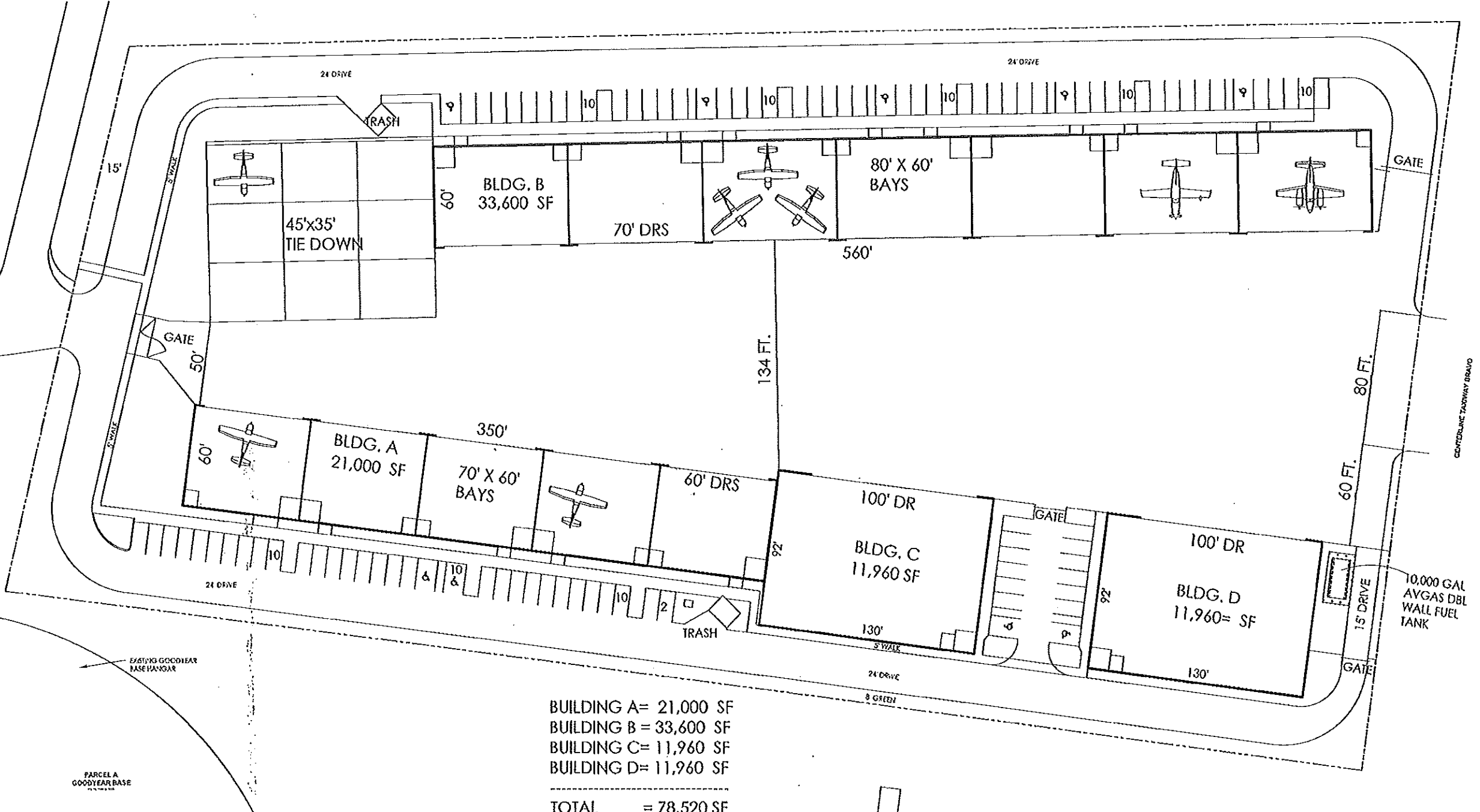


THE AUTHOR OF THIS LAND DEVELOPMENT SITE PLAN, UNLESS OTHERWISE SPECIFIED, HAS CONDUCTED VISUAL SURVEYS AND HAS OBTAINED ALL NECESSARY PERMITS AND APPROVALS FROM THE APPLICABLE AGENCIES. THE DESIGNER SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS FROM THE APPLICABLE AGENCIES. THE DESIGNER SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS FROM THE APPLICABLE AGENCIES. THE DESIGNER SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS FROM THE APPLICABLE AGENCIES.



(A6) SITE PLAN NOTES



BUILDING A= 21,000 SF
 BUILDING B= 33,600 SF
 BUILDING C= 11,960 SF
 BUILDING D= 11,960 SF

 TOTAL = 78,520 SF

(A1) LAND DEVELOPMENT SITE PLAN
 1" = 50'-0"

GHA
GALLO HERBERT ARCHITECTS
 1511 W. NEWPORT CENTER DRIVE, DEERFIELD BEACH, FLORIDA 33442 PH: 561.954.7000 FAX: 561.954.7000
 A.A.22501131
 (522)
 W. J. GALLO, P.E. FL. 000349

B. BRIAN P. HERBERT, FL. 001514
 PROJECT
POMPAÑO BEACH AIR PARK PARCEL Y

601 NE 10TH ST.
 POMPAÑO BEACH
 FL 33060
 (305)

POMPAÑO BEACH

COMPANY NAME		
No.	Description	Date
1	SITE PLAN CONCEPT	03/23/21

PROJECT STATUS
 DATE: 2021-03-24
 PROJECT NUMBER: 83-2020
 SCALE: AS SHOWN
 COMPANY: JET
 CHECKED BY: JET
 DRAWN BY: JET
 CONCEPT SITE PLAN
 DRAWING NUMBER: AS-101

UNITED STATES CONSTRUCTION CORPORATION

2785 S.E. 11TH STREET ~ POMPANO BEACH, FLORIDA 33062
Phone (954) 785-6085 ~ Fax (954) 788-9362
Email: usconstruction@aol.com

May 24, 2017

City of Pompano Beach
Purchasing Office
1190 NE 3rd Avenue
Building C
Pompano Beach, Florida 33060

Re: RFP E-35-17

To Whom It May Concern:

Enclosed please find a proposal from United States Construction Corporation, a Florida Corporation. The primary contact person is Gregory Spatz.

Thank you for your consideration.

Sincerely,



Gregory L. Spatz
President

TABLE OF CONTENTS

- 1 Site Plan & Elevations**
- 2 Relevant Experience**
- 3 Business Plan and Demonstrated Need**
- 4 Management**
- 5 References**
- 6 Construction and Operating Plan**
- 7 Financial Terms**
- 8 Additional Information**
- 9 City Forms**

SITE PLAN

&

ELEVATIONS

SITE PLAN

The proposed site plan will have 2 large buildings (100' x 100') and two cluster buildings with 60' x 80' boxes, with a total of 9 small boxes. Each hangar will have a minimum of a 150 square foot air conditioned office with a restroom. More offices could be added if requested by the sub tenant.

The FBO will furnish to its sub tenants water, landscape, irrigation, property insurance, door, and structural maintenance. Management of the project will be by Greg and Kim Spatz, local residence and currently managing two other parcels at Pompano Airpark, Parcel BB and Parcel X.

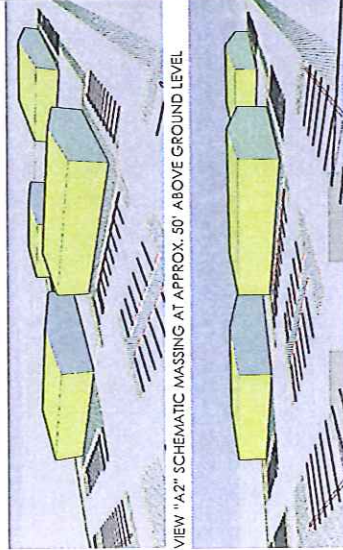
The layout provides for two large ramps and tie downs for 10 planes depending on the size of the aircraft.

There are no fuel services planned. However if USCC is the successful proposer a fuel truck may be added, filled from the tank on Parcel X and dispersed on Parcel Y. A self serve fuel farm could be added also should demand for this service arise along the tie down area. If these services are provided they will comply with the Standards for Fixed base Operators.

This project is consistent with Airparks layout plan for Aviation development. The proposer is planning to operate the FBO under the Categories of Aircraft Maintenance and Aircraft Storage with the option to add Fueling, Avionics, Flight Instruction and Aircraft Sales.

The proposer will cooperate with the City in access road construction and utility extensions.

**POMPANO AIRPARK PARCEL Y
PROPERTY IMPROVEMENT
NE 5TH AVENUE
POMPANO BEACH 33060**



VIEW "A2" SCHEMATIC MASSING AT APPROX. 50' ABOVE GROUND LEVEL

VIEW "A2" SCHEMATIC MASSING AT APPROX. 10' ABOVE GROUND LEVEL



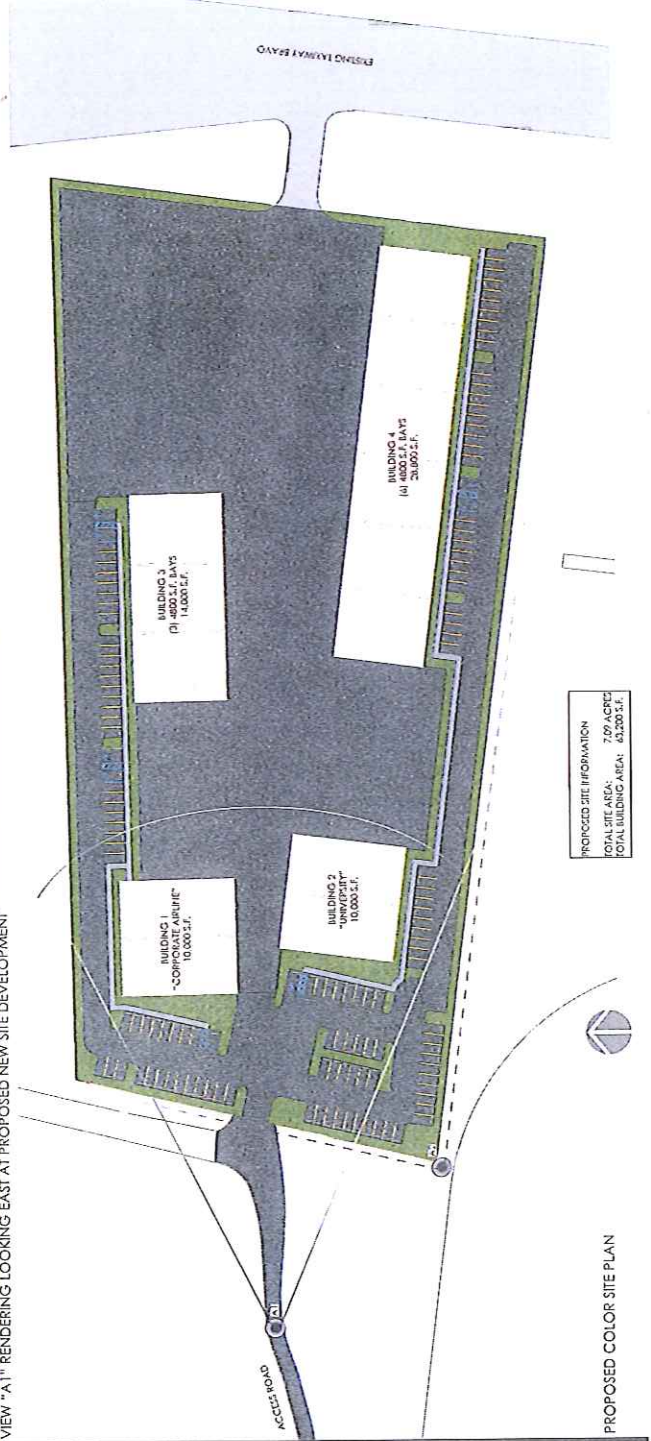
KEY PLAN

GHA
GALLO HERBERT ARCHITECTS
 1311 W NEWPORT CENTER DRIVE DEERFIELD BEACH, FLORIDA 33442 PH: 954.794.0300 F.X.: 954.794.0301

AA226001731



VIEW "A1" RENDERING LOOKING EAST AT PROPOSED NEW SITE DEVELOPMENT



PROPOSED SITE INFORMATION	
TOTAL SITE AREA:	7.09 ACRES
TOTAL BUILDING AREA:	61,200 S.F.

PROPOSED COLOR SITE PLAN

Relevant Experience

Relevant Experience

The proposer operates two other FBO's at Pompano Beach Airpark. Aviation Center Of Pompano, LLC (Parcel BB) and Pompano Aviation, LLC (Parcel X). Parcel X has a self-serve fuel farm and sells close to 100,000 gallons a year of Jet A and Avgas. It is the cheapest fuel on the field & close to being the cheapest Aviation fuel source within 30 miles of Pompano.

Greg Spatz has developed over a 140,000 square feet of offices and hangars at the Pompano Beach Airpark and has brought many new businesses to Pompano including internationally known "*Daher*" who now calls Pompano Beach its North American Headquarters.

These projects have brought over 200 full and par time jobs to Pompano.

At the Present time both projects are 100% full and have been for some time. This is representative of excellent management & retention of satisfied tenants.

Greg Spatz has been a pilot for over 40 years. He started to fly in college and became a flight instructor for The Ohio State University while earning his degree in Real Estate and Construction.

In 1980 Mr. Spatz obtained his Florida General Contractors license and has completed over ½ billion dollars in construction projects including over 100 Home Depots.

AVIATION
CENTER
OF POMPANO

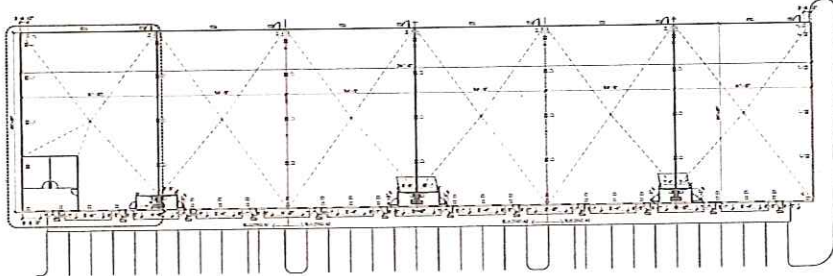


NEW HANGARS NOW AVAILABLE FOR LEASE AT POMPANO BEACH AIR PARK—PMP

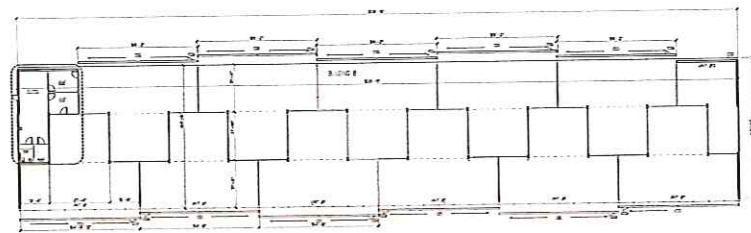
BOX HANGARS 60' x 80' with ADA bathroom

- Airside electric bi-fold door 59' x 18'
- Store front entry with designated customer parking
- Tenant Signage
- 200 amp Electrical Service
- Floor drains
- Excellent location for aviation businesses

LARGE T-HANGARS 54' wide 16' door height 42' depth

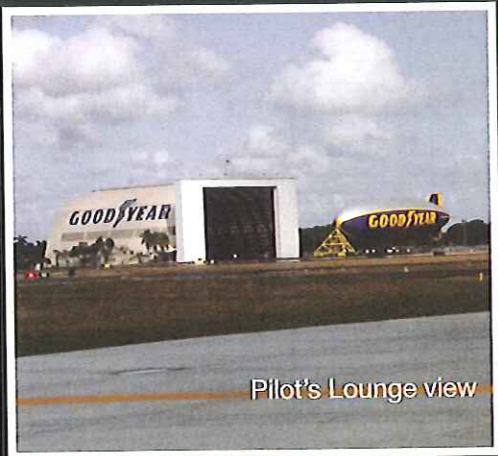


BOX-HANGARS



T-HANGARS

CONTACT
Tom Andrews | 954.612.1210
Realty Investment Services, LLC
tomandrews@realtyinvestmentservices.com
www.aviationcenterofpompano.com



Amenities

- Newly constructed buildings with 139 mph wind load design
- Great visibility & easy access
- Pilot's Lounge with restroom & wireless internet
- All concrete pavement
- Hose bibs for wash down
- Nighttime lighting

Air Park Amenities

- **New 4,950 LF runway with taxiway improvements — and instrument approaches**
- Airfield secured nightly
- Great public aviation airpark with a relaxed atmosphere & an excellent central location to all of South Florida
- Home of the Goodyear Blimp
- Adjacent restaurant and golf course
- 5 mile bicycle/running track

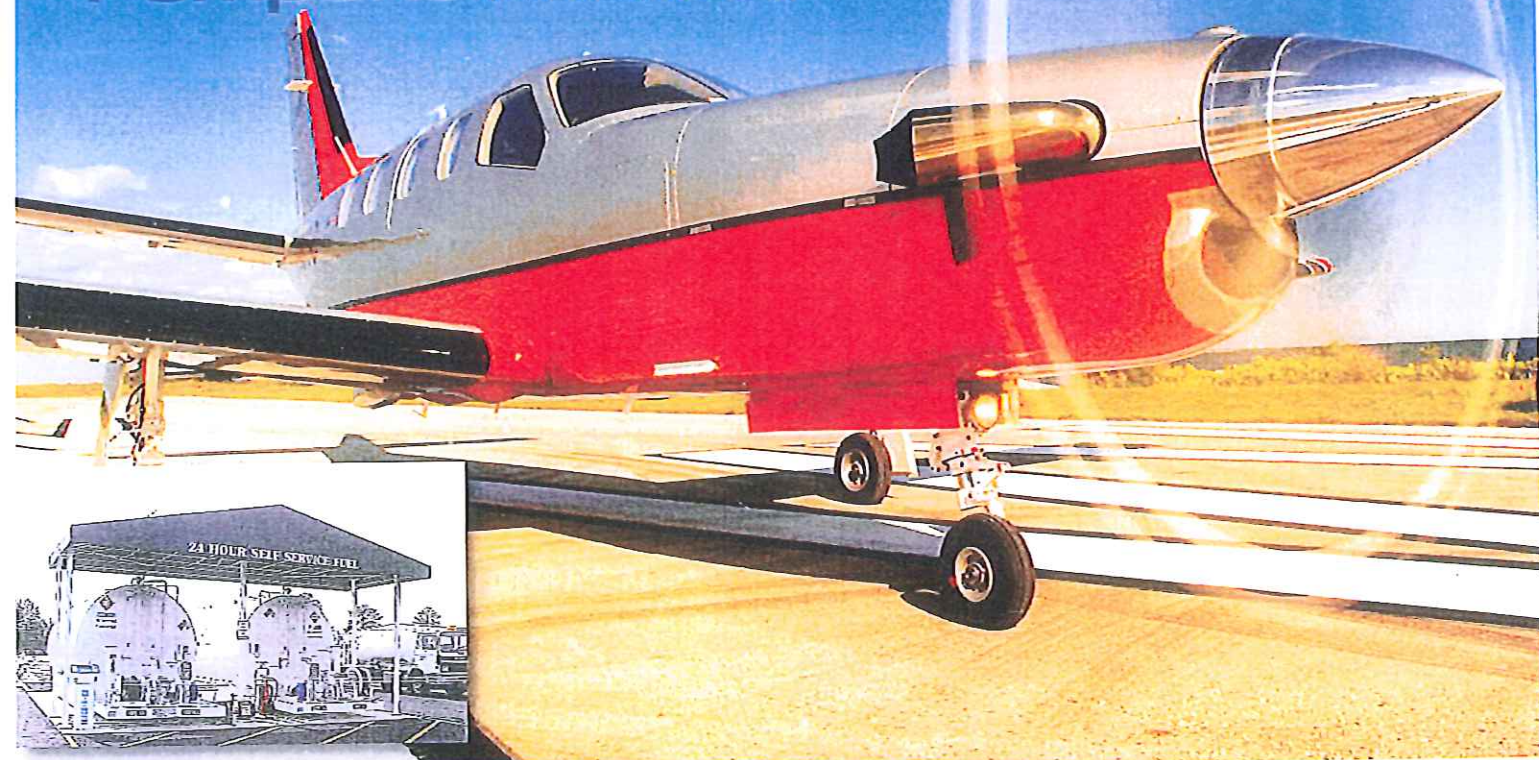
NOW AVAILABLE FOR LEASE

NEW HANGARS AT POMPANO BEACH AIR PARK - PMP

Join Daher-Socata at



Pompano Aviation



Amenities

- Newly constructed buildings with 179 mph wind load design
- Great visibility & easy access
- All concrete pavement
- Hose bibs for wash down
- Nighttime lighting

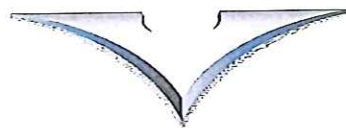
Air Park Amenities

- New 4,950 LF runway with taxiway improvements — and instrument approaches
- Self serve avgas
- Airfield secured nightly
- Great public aviation airpark with a relaxed atmosphere & an excellent central location to all of S. Florida
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BOX HANGARS 60' x 80' with ADA bathroom

- Airside electric bi-fold door, 59' x 18'
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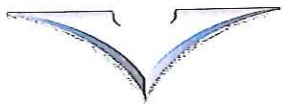


Pompano Aviation

Tom Andrews | 954.612.1210

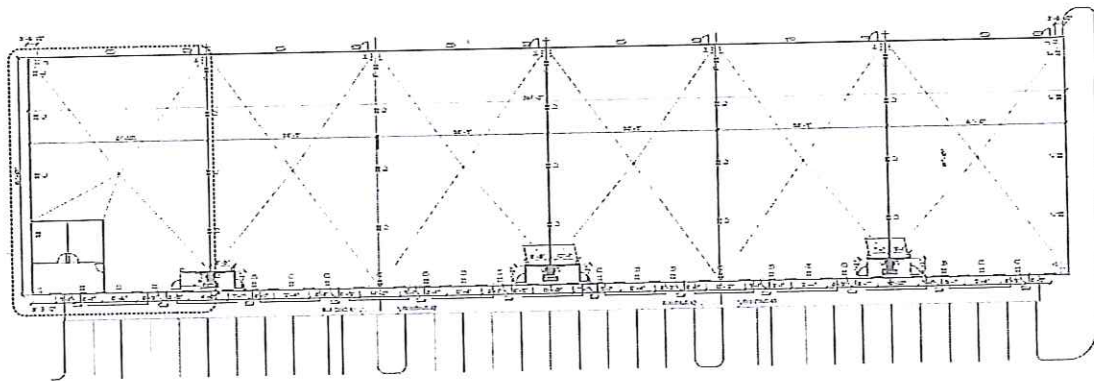
Realty Investment Services, LLC

tomandrews@realtyinvestmentservices.com



Pompano Aviation

pompanoaviation.com



BOX-HANGARS



THE HOME DEPOT

**6101 N.W. 31st Street
Margate, Florida**

CONTRACT AMOUNT: \$1,841,360.00

SIZE: 83,500 SQUARE FEET

BUILDING COST

PER SQUARE FOOT: \$21.60

(NOT INCLUDING GARDEN CENTER)

CONSTRUCTION TIME FROM PAD

TO FIXTURING: 4½ MONTHS

COMPLETION DATE: 11/88

**NOTE: Contractor's suggested design changes
resulted in a credit to the owner of \$93,000.00.**



THE HOME DEPOT
2899 University Drive
Sunrise, Florida

CONTRACT AMOUNT: \$6,143,847.00
SIZE: 120,000 SQUARE FEET
CONSTRUCTION TIME FROM PAD
TO FIXTURING: 7 MONTHS
COMPLETION DATE: 1/97

Business Plan

And

Demonstrated

Need

Business Plan and Demonstrated Need

The Proposer requested the City make available more land at the airport for development. The proposer's existing tenants are unable to expand their business because they have outgrown their spaces. The proposer has a waiting list of tenants that will fill most if not all of the new space.

Large Hangar Tenants (100' x 100')

The proposer has had meetings and discussions with some Universities & Colleges to open schools at Pompano for Aviation Courses. Additional interests have developed with a Corporate Airline, Aircraft refurbishment firms and Engine Overhaul Shops. In the event these spaces are not utilized they will be converted to smaller units (60' X 80') with additional tie downs.

Smaller Hangar Tenants (60' x 80')

These hangars will be filled with maintenance shops expansions from our other projects and from the waiting list tenants. Of our expanding tenants one will be upgrading gas aircraft engines to more efficient diesel engines. Another will be upgrade Radio's and instruments to the new "glass" technology.

The Proposer is an experienced General Contractor, Landlord and Developer. He is able to utilize economies of scale thru vertical integration of his organizations to provide Aviation products at more affordable prices. This is evidenced by charging lower rents on tie downs, hangars and fuel.

Some FBO's pricing and has raised some concerns with Aviation organizations nationwide. (see attached April, 2017 AOPA article) The Proposers existing FBO's have no charges for overnight parking when space is available and monthly tie downs are a fraction of the price of its competitors.

ADVERTISING

Space will be advertised on the AirNav website, Florida Aero Club publications, Trade-A-Plane Magazine, "Hangars for Rent" website, and On-Site signage. The project will also be marked by local Real Estate Brokers, project flyers and direct mailings.

Target Market: General Aviation, Primarily South Florida

Intended Market Share: Less than 1%

Promotional Marketing Techniques: Internet web sites, direct-mailings and signage on property

Description of Existing Competitors: There are currently four entities offering aviation services at the Pompano Airpark: American Flyers, Sheltair, Aviation Center of Pompano, and Pompano Aviation. Both American Flyers and Sheltair have unused, undeveloped land. The Proposer plans to expand its existing facilities to provide more aviation services, more competition and bring new business at the Airpark.

During the last RFP presentation (parcel X) Sheltair provided letters of intent from future tenants to the City Commission and the RFP Committee to lease the remaining undeveloped property they have available under lease with the City. They were not award the last RFP and over 3 years later they still have not built out the undeveloped land.

Percentage of Intended Sales from Based Aircraft: The proposer has several existing and new tenants that are interested in leasing this space. The proposer would like this list to remain confidential at the bid point, for the protection of both the proposer and the client. All leases must be approved by the City of Pompano Beach.

AOPA BATTLING EXCESSIVE FBO FEES

Pilots held hostage by unfair pricing

BY THOMAS B. HAINES

U pon learning that the fees to park overnight at Baltimore-Washington International Airport totaled \$153 and that avgas was \$8 a gallon, the pilot of the Piper Saratoga decided to go elsewhere. But he did take the time to complete AOPA's online form reporting the higher-than-expected fees. He is just one of hundreds of pilots who sent in examples after AOPA reported earlier this year that it was seeking information on fixed-base operation fees that seemed beyond market norms.

Don Mayer, AOPA director of research and analysis, has compiled the results. Scores of the reports fall into a category he calls "exceptionally egregious," the arbitrary cutoff being fuel that is more than \$6 a gallon or fees for minimal or no services topping \$100. "We still need pilots to share additional detailed comments, including locations and prices paid," Mayer said. Members can post comments online (www.aopa.org/FBOfees).

Reports to AOPA of high fees at a relatively small number of airports are not new, but the number of reports and cost of the reported fees has spiked significantly over the past year. Some 40 percent of the most egregious fees have come from locations where Signature Flight Support is the only FBO on the field.

Signature, already the largest FBO chain in the world, acquired Landmark Aviation, the third largest chain, in early 2016, giving it



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- Ed Nagle

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WHAT WE ARE HEARING

Jackson Hole Airport (JAC)

"Jackson Hole Aviation has the highest prices within 50 miles. For 100LL JAC is \$6.69 versus a low \$4.80 at REX 48 miles away to \$5.39 at Alpine (46U), a range of 25 percent to 39.4 percent more. In addition, they charge a ramp 'handling' fee even though the airport is entirely within Grand Teton National Park."

Rochester International Airport (RST)

"Used to do volunteer medical flights for patients in need. After the second price gouging they wouldn't discount fuel for volunteer flights, even though they had dispatch from mission coordinator. Don't remember what fees were. I think they were waived with purchase of 100 gallons. We call this a legal license to steal. Surrounding airports are in the \$3 and \$4 price range for Jet A."

John Wayne Airport-Orange County (SNA)

"The core of this problem is that SNA has become rather unfriendly to single-engine aircraft. If you arrive in a Gulfstream, you're treated very well and perhaps high fuel prices don't mean as much to private turbine owners/pilots. SNA used to be a great place to fly small GA aircraft (I trained there and got my PPL there). That is not the case anymore; pilots are held ransom for mandatory ramp fees or exorbitant fuel prices, even if they are only there to drop off or pick up passengers."

Sugar Land Regional Airport (SGR)

"Ramp fee for Citation Sovereign raised from \$150 to \$450 for Super Bowl Week."

Huntsville International-Carl T Jones Field Airport (HSV)

"\$273 to park a turboprop! One minute or one hour, doesn't matter—it's absurd! Whoever is pocketing this money should be in jail."

approximately 160 locations globally. The next largest chain is Atlantic Aviation, which has approximately 70 locations. Owned by British-based BBA Aviation, Signature paid more than \$2 billion for the 68 Landmark locations, which is about 10.6 times Landmark's earnings—what one business publication called "a significant multiple for an FBO." Landmark had doubled in size the year before when it acquired Ross Aviation, part of a growing pattern of FBO chains consolidating. A few years earlier Landmark had acquired Encore Aviation and several independent FBOs.

Before approving Signature's purchase of Landmark, the U.S. Department of Justice required Signature to sell six locations to buyers approved by DOJ's anti-trust division, a move intended to increase

competition at airports where Signature and Landmark were competitors.

Pilots responding to AOPA's recent inquiries noted that in many locations fees increased considerably after Signature acquired the Landmark locations and many others over the past few years. Some of the fees reported are eye-opening, for sure. Few average GA pilots can relate to what it costs to operate a Gulfstream 650, but most will agree that \$2,500 to park for 15 minutes while dropping off a passenger at Boston's Logan International Airport, a Signature location, is high even by business jet standards. The same operator paid another \$2,500 a few days later to pick up the same passenger. "I get that they have overhead to cover, but paying that much money is ridiculous," the corporate pilot reported.

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Waukegan Regional Airport (UGN)

"They apparently are not interested in general aviation business. Current prices at other area airports include \$4.74 at DPA, \$4.29 at ENW, and \$3.69 at BUU. \$5.99 at UGN. Suggest the port authority take over this business and lower prices in attempt to generate some demand for volume."

Baltimore/Washington International Thurgood Marshall Airport (BWI)

"BWI is currently selling 100LL for \$8.31/gal, nearby MTN \$3.99. Is this a 'legal' way to 'discourage' small aircraft from using these larger, better-equipped, safer airports by pricing them out of their airspace?"

Laurens/Lander Regional Airport (LAL)

"Arrived with my instructor to grab lunch and a little fuel before going to MCO. I told them I only wanted 50 gallons of Jet A per side. Was told the ramp fee would be \$125 unless a bought a 'lot of fuel.' I asked how much fuel and she said a 'lot.' I said how about 100 gallons? Nope, not enough. I said how about 180 gallons, she said OK. Dropped the ramp fee, then sold me the fuel for \$4.50 gallon."

Such fees are not exclusive to Signature. A pilot picking up a passenger at Ross Aviation's Scottsdale, Arizona, location was charged \$300 for waiting 40 minutes on the ramp. The pilot of a TBM single-engine turboprop reported paying nearly \$200 in fees when picking up a passenger at Taughannock Aviation at Ithaca Tompkins Regional Airport in New York; \$165 of the fee was for "handling," even though the pilot reported being on the ramp for five minutes and never shut the engine down. The passenger was not allowed onto the ramp until paying the fees.

"It's all about access to public places," said AOPA President and CEO Mark Baker. "Pilots who don't want or need services should not be held prisoner on a public ramp. At many of these locations, there is

no way to pass through a gate without going through an FBO lobby. We're asking the FAA to look at giving GA pilots unfettered access between the ramp and the parking lot."

Baker, and many of the commenters responding to AOPA's request for more information, point out that most of the ramps in debate were built with federal tax dollars and then leased by an airport owner to the FBO. "Essentially the FBOs are a concessionaire. The problem is pilots don't have a choice of purchasing services or not. They are charged just for showing up—held hostage, if you will," said Baker.

A single-engine Piper pilot writing to AOPA agrees. "What I would like to see is for every airport that receives FAA (our) dollars to be required to provide transient parking at a very reasonable cost. If you want full service and warm cookies, go to the FBO. If you don't, then there should be an alternative."

Pilots can choose to go to other airports where fees may be lower, but those airports may not be as convenient to the desired destination. Airport owners should understand that flights may simply bypass

their locations because of the high fees, resulting in less traffic at the airport, which can have its own ripple effect regarding access to FAA funding. Some FBOs may offer to waive fees with a fuel purchase. However, FBOs at most of the noted airports charge fuel prices that are \$2 to \$3 a gallon higher—or more—than other airports in the region. Choosing to make an interim stop nearby for cheaper fuel adds an additional engine cycle and more flight time, each of which has its own cost.

After hearing more and more complaints from members, AOPA staff in early 2016 began compiling fuel and fee data from a variety of airports across the country. The report was shared with the FAA in late 2016 with a request for the agency to pay more attention to practices at airports accepting federal Airport Improvement Program funding. The funds require airports to be "fair, reasonable, and non-discriminatory" in their practices.

Without AOPA's permission, the FAA shared the report with the National Air Transportation Association, which represents FBOs. NATA then issued a message

to its members accusing AOPA of wanting the FAA to regulate fuel prices, among other things.

"We're not out to regulate fuel prices. We believe in the free market," said Baker. "If pilots are given unfettered ramp access they can then choose to tanker fuel into airports where FBOs choose to charge prices outside of normal market prices. With that, we believe fuel prices at those locations will come down. But now pilots have no choice except to either purchase overly expensive fuel or pay the fees—or in some cases, both."

After the NATA report in December, AOPA asked its members to share their experiences regarding fees.

Baker met with Maria Sastre, Signature's president and chief operating officer of global operations, in early March. At the meeting, Sastre reported that 95 percent of customers don't pay the posted fuel price because they take advantage of fuel discount cards, discounts that are typically not available to small operators and individual owners. Sastre said the idea of providing free access to pilots not requiring services was not workable because it

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does not “fit our model.” The COO said the FBO has steep overhead in ramp equipment and facilities, including the requirement to offer well-appointed lobbies for customers in order to remain competitive.

“Look, I like a nice place as much as the next guy, but most of the time when I’m flying, I just want a way to the parking lot,” Baker said recently, a theme repeated frequently by those sending comments to AOPA.

“I believe for a publicly funded airport, there should be a public parking area without fee, or minimal fee assuming no FBO services were used,” wrote a Pilatus PC-12 pilot after being charged \$230 for dropping off a passenger at Signature’s Midland, Texas, location.

“We understand the economics of airport and FBO operations,” Baker said, noting that numerous AOPA employees have managed FBOs and airports. “We strongly support FBOs. We need a healthy FBO infrastructure. The lion’s share do a great job at fair and reasonable prices, but this is simply not the case at some locations. We continue to be concerned about the consolidation in the FBO business,

THE FBO “FUEL PREMIUM”



Sample Jet A retail prices at airports with varying levels of competition on December 16, 2016

FBOs WITH LIMITED COMPETITION can charge higher prices and collect a higher “fuel premium” from general aviation users. If the spot price—the cost of Jet A available for immediate sale and delivery—is \$1.48 a gallon, FBO costs alone don’t justify a markup to \$8.02 a gallon. Even taxes, fuel flowage fees, and other per-gallon charges typically included in the retail price of fuel don’t completely explain the high price.

Sources: AirNav FBO, fuel providers, and aircraft ground support, U.S. Energy Information Administration (EIA). Not to scale.

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particularly among the chains, at a few locations—probably less than 200 of the nation's 5,200 airports. Those are important locations to pilots. Those paying their own way and on a budget shouldn't be forced to go somewhere else, nor should they be forced to pay for services they don't want or, worse yet, simply charged for showing up. Pilots are not looking for a free ride. We're willing to pay our own way, but any fees need to be reasonable and in sync with the service delivered."

Self-made entrepreneurs John and Martha King report that fees and fuel prices play an important role in where they do business. The owners of King Schools fly everything from light piston singles and helicopters to their Falcon 10 jet. "The determining factor for which airports we use is the price of fuel and fees," said Martha King. Paying an extra \$3 a gallon for fuel can mean a \$1,800 increase in fuel costs for a typical Falcon fuel load, she said.

"When the FBO denies use of the airport because of their pricing structure, we lose the use of that airport to general aviation," John King commented.

Ken Mead, AOPA general counsel and a former inspector general for the U.S. Department of Transportation, looks to the federal government to get more involved, given the federal dollars spent at these airports. "No one is watching. There's a fox in the henhouse and no one is paying attention," he said. In looking at next steps, Mead concluded that some level of federal investigation may be necessary, whether through the DOT or FAA, Department of Justice, or Government Accountability Office. "We're considering a number of options." AOPA will also be reaching out to various aircraft type clubs to gauge the experiences of their members.

"This is an area where we are not going to give up," Baker said. "We're asking the FAA for transparency regarding fees and to give us options for getting onto and off of ramps without being encumbered by excessive fees when no services are required."

Meanwhile, pilots are encouraged to continue to supply AOPA with reports of excessive charges at FBOs. A form for providing comments can be found online (www.aopa.org/FBOfees). **AOPA**

EMAIL thomas.haines@aopa.org

Management

Management

The principals of the Management Company are:

Greg and Kim Spatz

2785 SE 11th Street

Pompano Beach, FL 33062

954-785-6085

usconstruction@aol.com

Both principals will participate in the leasing, management and maintenance of the new facility

Executive Profile

Gregory L. Spatz- President

Education: Graduate of The Ohio State University
BS/BA, 1976 Major: Real Estate and Construction

Experience: 33 years Commercial and Residential Construction, All
of which is in Florida

Facility Types: Up to 150,000 sf of retail facilities
Up to five stories

Largest Single Project: \$7,000,000

The past activities of Gregory L. Spatz which include having been directly involved in all phases of construction and management of commercial and multifamily-residential projects, both conventionally financed and government assisted, places Mr. Spatz in an excellent position to handle a wide variety of projects ranging from renovation to mid-rise apartments to major retail facilities.

Mr. Spatz' early background included attending The Ohio State University, where he was also employed by the University's Aviation Department as a flight instructor, earning his way through college. He graduated from The Ohio State University College of Administrative Science, majoring in real estate and construction.

His first position after graduating was with U.S. Homes Corporation, the nation's largest residential builder. While with U.S. Homes, he was involved in the construction and sales of single family homes in Austin, Texas.

Following his activities in Texas, ARCHITRONICS, Inc., a Michigan based development and construction firm, contracted from Mr. Spatz' services. In this position, he functioned as construction project manager on several multi-million dollar projects and as such was responsible for all the duties of the general contract on a profit and loss basis.

As a highlight of Mr. Spatz' activities during this time, he was responsible for the construction and delivery of a five million dollar, 203 unit mid-rise apartment project located in Fort Wayne, Indiana to the Gene B Glick Company of Indianapolis. At the time Mr. Spatz took over the project while it was 50% complete and one year behind schedule. At age 26, Mr. Spatz completed this project within six months of his involvement, on schedule and under budget.

In 1980, Mr. Spatz relocated to Florida and became a State Certified General Contractor in both Florida and in North Carolina in 1981.

In 1986, Mr. Spatz formed Rockwell Construction Companies, concentrating in construction for major U.S. retail companies. Rockwell Construction Companies was rated by "Inc. Magazine" as one of the fastest growing companies in America in both 1991 and 1993. "Shopping Center World" has twice recognized Rockwell Construction Companies in the top 50 in its ranking of retail leading contractors. "Qualifies Remodeler" lists the company in its Top 25 List of Full Line Remodels.

In recognition of their services to the company, Gregory L. Spatz formed an "Employee Stock Ownership" plan for its employees in June 1995.

In 1998, after fulfilling and contractual obligations with respect to this transaction, Gregory L. Spatz formed UNITED STATES CONSTRUCTION CORPORATION, where as he serves as President.

Mr. Spatz also serves in a management capacity for the following, wholly or partially owned Corporations or LLC: Aviation Center of Pompano, The Cove on the Bay, 232 Jackson Street and Pompano Aviation, LLC.

Kim M. Spatz

2785 SE 11th Street
Pompano Beach, Florida 33062
(954) 943-2768
kim@pompanoaviation.com

EDUCATION: 1997-Present State of Florida Department of Education Professional Educator's Certificate Elem Ed (Grades 1-6) ESOL Endorsement
1992-1997 Bachelor's Degree Elementary Education Grades 1-6, Lynn University, Boca Raton, Florida
1990-1992 Associates of Arts Degree, Broward Community College, Davie, Florida
1984-1989 High School Diploma, John Adams High School, Ozone Park, New York

Employment: 2013- Present	Pompano Aviation, LLC Pompano Beach, Florida Office Manager
2003-Present	United States Construction Corporation Pompano Beach, Florida Office Manager
2008-2017	St Coleman Catholic School Pompano Beach, Florida Elementary School Teacher
1997-2003	Richards Middle School, Broward County Schools Oakland Park, Florida Reading Coach, Reading Department Head, Reading Teacher Grades 6, 7, & 8
1997	Margate Elementary, Broward County Schools Margate, Florida 3 rd Grade Interim Substitute
1994	Dean Witter Brokerage Firm Lighthouse Point, Florida Receptionist
1992-1994	Great Western Bank Tamarac, Florida Customer Service Representative

References available upon request

References



Legacy Bank of Florida
2300 Glades Road
Suite 140 West
Boca Raton, Florida 33431-8516
Ph (561) 347-1970
www.LegacyBankFL.com

May 2, 2017

City of Pompano Beach
1190 N.E. 3rd Avenue, Building C
Pompano Beach, FL 33060

RE: E-32-17- Fixed Based Operations at the Pompano Beach Airpark, Parcel Y

To Whom It May Concern:


I have known and maintained a business relationship with Greg Spatz for over three years. I was introduced to him by a mutual customer of Legacy Bank who had known Mr. Spatz for many years and had highly recommended him to me. At the time, Mr. Spatz was in the preliminary stages of plans to build his second Fixed Based Operation at the Pompano Beach AirPark after successfully completing a similar project at the AirPark.

During the process of underwriting the construction loan for the FBO, through the closing and construction of the project, I found Mr. Spatz to be very cooperative, dependable, honest, reliable and extremely knowledgeable of the construction process and the process of establishing an FBO facility. The project was completed according to the construction schedule and with no issues.

I would highly recommend Mr. Spatz in future construction projects at the Pompano Beach AirPark due his vast knowledge and good reputation and Legacy Bank would enjoy partnering with him on any future projects.

Please feel free to contact me with any questions or additional information required and I will gladly provide it to you.

Sincerely,



Russell E. Burnette
Senior Vice President
Commercial Lending
Legacy Bank
561-544-8431 (office)
954-557-4619 (cell)
rburnette@legacybankfl.com



5/20/2017

Gregory Spatz
2785 SE 11th Street
Pompano Beach, FL 33062

RE: Reference Letter

Mr. Spatz,

We presently lease about 32,000 square feet of hangar and office space from your firm and have enjoyed this relationship. Our relocation to Pompano Beach has been well received by our customers and employees.

Daher, Socata North America, Inc. had considered many other airports and landlords for its relocation. Selecting Pompano Beach and your firm has been a great experience. We are very satisfied with the prompt delivery of our building and value we obtained.

We would highly recommend your firm to other aviation businesses and future City projects.

Very truly yours,

A handwritten signature in blue ink that reads "P. Chase".

Patricia Chase
Director of Finance & Administration

Accurate Aircraft

Repair, Inc.



May 22, 2017

To Whom It May Concern:

I am gladly writing this letter as a reference for our Lessor, Greg Spatz, at Aviation Center of Pompano. I have been a tenant at this property since it's opening in 2012. Greg has been a great landlord. He has been detailed, accessible and very attentive. I can say first-hand, having come from FXE for several years, this has been a welcomed change.

Additionally, I have personally known Greg since 2001. I can attest to the fact that he is a true advocate of Aviation and a great representative for the aviation community.

If there is any additional information I may provide, please don't hesitate to reach me at (954) 532-3035.

Sincerely,



Jeff Muharsky

Owner

Construction and Operating Plan

CONSTRUCTION AND OPERATING PLAN

The facility improvements will consist of 63,000 SF of buildings, taxi ways, ramp areas and aircraft tie downs. Landscape, drainage and utilities will be in compliance with all applicable codes. The drainage will be designed to comply with the Airport's Master Drainage Plan.

Upon execution of the Lease, the site plan and permitting phase will take four-six months and all construction will be completed within 12 months.

The project will employ 50-100 persons of various classifications such as aircraft mechanics, parts personnel, bookkeepers, sales-people and semiskilled labor. The final quantity and types cannot be determined until the leasing is complete.

The leasehold contains well field protection zones. The Proposer has designed the site plan to avoid zone 1 with buildings or potential storage of controlled hazardous materials. In zones 2 and 3, the tenant will be required to properly store any potential contaminants and to provide monitoring reports as required by Broward County, Florida. The Proposer has had several meetings with Broward County Environmental to confirm the site plan is compliant.

There will be a silt fence and an erosion control plan developed for the construction consistent with EPA guidelines.

It is anticipated that the entire project will be completed, in its entirety, as soon as possible.

The Proposer believes the pricing for hangar space will be at or below the current price being offered at the Pompano Airpark.

Financial Terms

FINANCIAL TERMS

The Proposer's anticipated costs for all improvements as designed on Parcel Y to be \$6-\$7 million.

The project will be funded with cash equity from Proposers and borrowed funds from a local bank. See attached letter from Legacy Bank.

The anticipated lease payment to the City of Pompano Beach for Parcel Y is \$.23/sf/year plus sales tax, or \$71,234/year.

The project revenues for Parcel Y's hangar/office space are \$800,000/year and increasing at rate of 3% each year thereafter. Operating expenses (including debt) is expected to be 80-90% of gross revenues.

Pompano Aviation Group, LLC will be formed for the purpose of developing Parcel Y and consequently has no relevant financial history. The new corporation will be capitalized with over One Million Dollars in cash.



Legacy Bank of Florida
2300 Glades Road
Suite 140 West
Boca Raton, Florida 33431-8516
Ph (561) 347-1970
www.LegacyBankFL.com

May 2, 2017

City of Pompano Beach
1190 N.E. 3rd Avenue, Building C
Pompano Beach, FL 33060

RE: E-32-17- Fixed Based Operations at the Pompano Beach Airpark, Parcel Y

To Whom It May Concern:

I have known and maintained a business relationship with Greg Spatz for over three years. I was introduced to him by a mutual customer of Legacy Bank who had known Mr. Spatz for many years and had highly recommended him to me. At the time, Mr. Spatz was in the preliminary stages of plans to build his second Fixed Based Operation at the Pompano Beach AirPark after successfully completing a similar project at the AirPark.

During the process of underwriting the construction loan for the FBO, through the closing and construction of the project, I found Mr. Spatz to be very cooperative, dependable, honest, reliable and extremely knowledgeable of the construction process and the process of establishing an FBO facility. The project was completed according to the construction schedule and with no issues.

I would highly recommend Mr. Spatz in future construction projects at the Pompano Beach AirPark due his vast knowledge and good reputation and Legacy Bank would enjoy partnering with him on any future projects.

Please feel free to contact me with any questions or additional information required and I will gladly provide it to you.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Russell E. Burnette', written over a blue circular stamp.

Russell E. Burnette
Senior Vice President
Commercial Lending
Legacy Bank
561-544-8431 (office)
954-557-4619 (cell)
rburnette@legacybankfl.com

Other

Other

The Proposer Plans to form a new entity & capitalize it, Pompano Aviation Group, LLC, to execute a Land Lease agreement for Parcel Y. This will arrangement will have to be approved the City.

None of the Spatz's entities have any lawsuits pending and in the past 5 years ~~4~~ have had only minor litigation with tenants that have been settled.

City Forms

LOCAL BUSINESS EXHIBIT "A"
 CITY OF POMPANO BEACH, FLORIDA
 LOCAL BUSINESS PARTICIPATION FORM

E-35-17

Solicitation Number & Title: _____ Prime Contractor's Name: _____ United States Construction Corporation

Name of Firm, Address	Contact Person, Telephone Number	Type of Work to be Performed/Material to be Purchased	Contract Amount
Kreg Electric	Pat Kriegal	Electrical Work	\$500,000
Cemex	Dave Edwards	Concrete	\$550,000

LOCAL BUSINESS EXHIBIT "A"

LOCAL BUSINESS EXHIBIT "B"
LETTER OF INTENT TO PERFORM AS A LOCAL SUBCONTRACTOR

RFP Number E-32-17

TO: UNITED STATES CONST. CORP
(Name of Prime or General Bidder)

The undersigned City of Pompano Beach business intends to perform subcontracting work in connection with the above contract as (check below)

an individual

a corporation

a partnership

a joint venture

The undersigned is prepared to perform the following work in connection with the above Contract, as hereafter described in detail:

Electrical work

at the following price: ESTIMATED \$500,000.00

5/4/17
(Date)

KEEG. ELECTRIC, INC.
(Name of Local Business Contractor)

3799 NE 12th AVE.
(address)

POMPANO BEACH, FL 33064
(address City, State Zip Code)

BY: [Signature]
(Name)

LOCAL BUSINESS EXHIBIT "B"

LOCAL BUSINESS EXHIBIT "B"
LETTER OF INTENT TO PERFORM AS A LOCAL SUBCONTRACTOR

RFP Number E-32-17

TO: UNITED STATES CONSTR. CORP
(Name of Prime or General Bidder)

The undersigned City of Pompano Beach business intends to perform subcontracting work in connection with the above contract as (check below)

an individual

a corporation

a partnership

a joint venture

The undersigned is prepared to perform the following work in connection with the above Contract, as hereafter described in detail:

Supply Concrete

at the following price: EST \$560,000

5/5/17
(Date)

CEMBEX
(Name of Local Business Contractor)

1150 W COPANUS RD.
(address)

POMPANO BEACH, FL 33060
(address City, State Zip Code)

BY: Scott Jacobs
(Name)

LOCAL BUSINESS EXHIBIT "B"

LOCAL BUSINESS EXHIBIT "C"
LOCAL BUSINESS
UNAVAILABILITY FORM

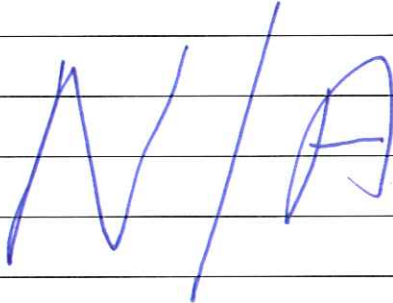
BID # _____

I, _____
(Name and Title)

of _____, certify that on the _____ day of

_____, _____, I invited the following LOCAL BUSINESSES to bid work
(Month) (Year)

items to be performed in the City of Pompano Beach:

Business Name, Address	Work Items Sought	Form of Bid Sought (i.e., Unit Price, Materials/Labor, Labor Only, etc.)
		

Said Local Businesses:

- Did not bid in response to the invitation
- Submitted a bid which was not the low responsible bid
- Other: _____

Name and Title: _____

Date: _____

Note: Attach additional documents as available.

LOCAL BUSINESS EXHIBIT "C"
LOCAL BUSINESS
UNAVAILABILITY FORM

BID # _____

I, _____
(Name and Title)

of _____, certify that on the _____ day of

_____, I invited the following LOCAL BUSINESSES to bid work
(Month) (Year)

items to be performed in the City of Pompano Beach:

Business Name, Address	Work Items Sought	Form of Bid Sought (i.e., Unit Price, Materials/Labor, Labor Only, etc.)
_____	N/A	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Said Local Businesses:

Did not bid in response to the invitation

Submitted a bid which was not the low responsible bid

Other: _____

Name and Title: _____

Date: _____

Note: Attach additional documents as available.

LOCAL BUSINESS EXHIBIT "D"
GOOD FAITH EFFORT REPORT
LOCAL BUSINESS PARTICIPATION

BID # E-35-17

1. What portions of the contract have you identified as Local Business opportunities?

Electrical & Concrete

2. Did you provide adequate information to identified Local Businesses? Please comment on how you provided this information.

Yes

3. Did you send written notices to Local Businesses?

Yes No

If yes, please include copy of the notice and the list of individuals who were forwarded copies of the notices.

4. Did you advertise in local publications?

Yes No

If yes, please attach copies of the ads, including name and dates of publication.

5. What type of efforts did you make to assist Local Businesses in contracting with you ?

We utilize local Businesses when ever possible.

Many of the smaller contracts are not identifiable at this point since construction Documents are not complete.

7. List the Local Businesses you will utilize and subcontract amount.

<u>Cemex</u>	<u>\$ 550,000</u>
<u>Kreg Electric, Inc</u>	<u>\$ 500,000</u>
_____	<u>\$ _____</u>
_____	<u>\$ _____</u>
_____	<u>\$ _____</u>

8. Other comments: _____

Note: Please attach the unavailability letters with this report.

CITY OF POMPANO BEACH, FLORIDA
 SMALL BUSINESS ENTERPRISE
 PARTICIPATION FORM SBE EXHIBIT "E"

Solicitation Number & Title: E-35-17 Contractor's Name: United States Construction Corp.

Name of Firm, Address	Contact Person, Telephone Number	Type of Work to be Performed/Material to be Purchased	Contract Amount
Kreg Electric, Pompano Beach, FI	Pat Kreigal 954-786-1642	Electrical	\$500,000
Cemex, Pompano Beach, FI	Dave Edwards 561-309-8524	Concerte	\$550,000

(BIDDER SHOULD INCLUDE CERTIFICATES FOR ANY FIRMS LISTED ON THIS PAGE)

FOR CITY USE ONLY

Total Contract Amount _____ Total SBE Contract Amount _____

YES NO

Are documents requested submitted accordingly

EXHIBIT "E"

LETTER OF INTENT TO PERFORM AS A SBE SUBCONTRACTOR SBE EXHIBIT "F"

Bid Number _____

TO: _____
(Name of Prime or General Bidder)

The undersigned intends to perform subcontracting work in connection with the above contract as (check below)

an individual

a corporation

a partnership

a joint venture

The undersigned is prepared to perform the following work in connection with the above Contract, as hereafter described in detail:

at the following price: _____

(Date)

(Name of SBE Contractor)

(address)

(address City, State Zip Code)

BY: _____
(Name)

SBE EXHIBIT "F"

SMALL BUSINESS ENTERPRISE (SBE)
UNAVAILABILITY FORM SBE EXHIBIT "G"

BID # _____

I, _____
(Name and Title)

of _____, certify that on the _____ day of

_____, _____, I invited the following SBE CONTRACTOR(s) to bid work
(Month) (Year)

items to be performed in the City of Pompano Beach:

SBE Contractor Address	Work Items Sought	Form of Bid Sought (i.e., Unit Price, Materials/Labor Labor Only, etc.)
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Said SBE CONTRACTOR(s):

- Did not bid in response to the invitation
- Submitted a bid which was not the low responsible bid
- Other: _____

Name and Title: _____

Date: _____

Note: Attach additional documents as available.

SBE EXHIBIT "G"

GOOD FAITH EFFORT REPORT SBE EXHIBIT "H"

BID # E -35-17

1. What portions of the contract have you identified as SBE opportunities?

Painting, Doors, Drywall

2. Did you provide adequate information to identified SBE? Please comment on how you provided this information.

Check with material suppliers, we found this is the best source of
locating SBE contractors as well as posting signage at the jobsite.

3. Did you send written notices to SBEs?

Yes No

If yes, please include copy of the notice and the list of individuals who were forwarded copies of the notices.

4. Did you advertise in local publications?

Yes No

If yes, please attach copies of the ads, including name and dates of publication.

5. Did you contact any organizations with large constituents of SBE members for possible sub-contractors? Please attach list of resource organizations used.

6. What type of efforts did you make to assist SBEs in contracting with you ?

Weekly or biweekly draws, help purchase materials or guarantee payments for the same.

SBE EXHIBIT "H" – Page 2

7. List the SBEs you will utilize and subcontract amount.

_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

8. Other comments: The Drawings are not complete so we can not
commit nor can the SBE commit at this point.

Note: Please attach the unavailability letters with this report.

COMPLETE THE PROJECT TEAM FORM ON THE ATTACHMENTS TAB IN THE EBID SYSTEM. PROPOSERS ARE TO COMPLETE FORM IN ITS ENTIRITY AND INCLUDE THE FORM IN YOUR PROPOSAL THAT MUST BE UPLOADED TO THE RESPONSE ATTACHMENTS TAB FOR THE RLI IN THE EBID SYSTEM.

PROJECT TEAM

RLI NUMBER E-35-17

Federal I.D.# 65-078-0050

PRIME

Role	Name of Individual Assigned to Project	Number of Years Experience	Education, Degrees
Principal-In-Charge	<u>Gregory L. Spatz</u>	<u>40</u>	<u>BS/BA</u>
Project Manager	<u>Gregory L. Spatz</u>	<u>40</u>	<u>BS/BA</u>
Asst. Project Manager	<u>Kim Spatz</u>	<u>10</u>	<u>BA/ED</u>
Other Key Member	<u>Dave Alriddle, Superintendent</u>	<u>35</u>	<u></u>
Other Key Member	<u></u>	<u></u>	<u></u>

SUB-CONSULTANT

Role	Company Name and Address of Office Handling This Project	Name of Individual Assigned to the Project
Surveying	<u>Caulfield & Wheeler, Inc</u>	<u>Jeff Wagner</u>
Landscaping	<u>Kim Moyer, AIA</u>	<u>Kim Moyer</u>
Engineering	<u>Charles Buckelew, PA</u>	<u>Chuck Buckelew</u>
Other Key Member	<u>Gallo Herbert Architects</u>	<u>John Tice</u>
Other Key Member	<u>Kamm Consultants</u>	<u>Arthur Kamm</u>
Other Key Member	<u></u>	<u></u>
Other Key Member	<u></u>	<u></u>

(use attachments if necessary)

COMPLETE THE PROPOSER INFORMATION FORM ON THE ATTACHMENTS TAB IN THE EBID SYSTEM. PROPOSERS ARE TO COMPLETE FORM IN ITS ENTIRITY AND INCLUDE THE FORM IN YOUR PROPOSAL THAT MUST BE UPLOADED TO THE RESPONSE ATTACHMENTS TAB FOR THE RFP IN THE EBID SYSTEM.

PROPOSER INFORMATION PAGE

RFP E-35-17, FIXED BASE OPERATIONS THE POMPANO BEACH AIRPARK PARCELL Y
(number) (RFP name)

To: The City of Pompano Beach, Florida

The below named company hereby agrees to furnish the proposed services under the terms stated subject to all instructions, terms, conditions, specifications, addenda, legal advertisement, and conditions contained in the RFP. I have read the RFP and all attachments, including the specifications, and fully understand what is required. By submitting this proposal, I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this proposal.

Proposal submitted by:

Name (printed) GREGORY L. SPATZ Title PRESIDENT

Company (Legal Registered) UNITED STATES CONSTRUCTION CORP.

Federal Tax Identification Number 65-078-0050

Address 2785 SE 11TH STREET

City/State/Zip POMPANO BEACH, FLORIDA 33062

Telephone No. 954-785-6085 Fax No. 954-788-9362

Email Address USCONSTRUCTION@AOL.COM

5 Rev