

EVALUATION CRITERIA

RFP E-35-17

FIXED BASE OPERATIONS AT THE POMPANO BEACH AIRPARK PARCEL Y (Rebid)

VENDOR NAME: MTT Air Park Holdings

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Site Plan	0-10	<u>4</u>
2	Relevant Experience	0-15	<u>12</u>
3	Business Plan and Demonstrated Need	0-20	<u>15</u>
4	Management	0-10	<u>10</u>
5	References	0-10	<u>10</u>
6	Construction and Operating Plan	0-15	<u>12</u>
7	Financial Terms	0-20	<u>15</u>
	Total	0-100	<u>78</u>

List the reasons for this evaluation (justify the rating/scoring):

Like positioning/separation from horses. Oddly configured (to me) & too little green space. FBO not identified on construction & ops plan. No reference to access & utility limitations. Lease rate is significantly less than other proposal; however, fuel fee is added. "Fueling" areas needs work. I like the "all in one" package & bringing new concept & jobs to Air Park. Commitment letter from Toledo Jet is bonus. Nine different services to be provided. No proven "demonstrated need" is provided beyond proximity.

Chris Clements
Signature of Evaluator

6/21/17
Date

CHRIS CLEMENTS
Printed Name

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FIXED BASE OPERATIONS AT THE POMPANO BEACH AIRPARK PARCEL Y (Rebid)

VENDOR NAME: H. S. Construction Corp.

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Site Plan	0-10	<u>7</u>
2	Relevant Experience	0-15	<u>12</u>
3	Business Plan and Demonstrated Need	0-20	<u>8</u>
4	Management	0-10	<u>10</u>
5	References	0-10	<u>10</u>
6	Construction and Operating Plan	0-15	<u>8</u>
7	Financial Terms	0-20	<u>20</u>
	Total	0-100	<u>75</u>

List the reasons for this evaluation (justify the rating/scoring):

Like positioning/separation from horses. Too little green space —
drainage. No fuel service planned. States "Will cooperate w/city
on access roads & utilities." Lease rate is significantly greater
than other proposal, but no fuel return. Development is
primarily speculative. No proven "demonstrated need" was
provided.

Chris Clements
Signature of Evaluator

6/21/17
Date

CHRIS CLEMENTS
Printed Name

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FIXED BASE OPERATIONS AT THE POMPANO BEACH AIRPARK PARCEL Y (Rebid)

VENDOR NAME: MTT Airpark Holdings, LLC

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Site Plan - nice architecture theme	0-10	<u>10</u>
2	Relevant Experience	0-15	<u>13</u>
3	Business Plan and Demonstrated Need	0-20	<u>20</u>
4	Management	0-10	<u>10</u>
5	References	0-10	<u>10</u>
6	Construction and Operating Plan	0-15	<u>15</u>
7	Financial Terms	0-20	<u>20</u>
	Total	0-100	<u>98</u>

List the reasons for this evaluation (justify the rating/scoring):

\$0.17 sq/yr lease and .04/gal fuel $140 \times 140 \times 2 = 39200$ $180 \times 140 = 25200$ $60 \times 80 \times 4 = 19200 \rightarrow 83600$ ~~\$11,212~~project will employ 100-150 employees indicate $\rightarrow 99,000 \times$ ~~\$16,830~~2.5 yrs to complete design/construction\$8M total cost. to city Land lease \$52,576.92no previous exp. performing similar F.O.B ops.several disciplines of operations.Fuel salesPompano base co.Tammy Good

Signature of Evaluator

6-20-17

Date

Tammy Good

Printed Name

EVALUATION CRITERIA

RFP E-35-17

FIXED BASE OPERATIONS AT THE POMPANO BEACH AIRPARK PARCEL Y (Rebid)

VENDOR NAME: United States Construction Corporation

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Site Plan	0-10 matches exist Arch. theme	<u>10</u>
2	Relevant Experience	0-15 currently oper. FBO's	<u>15</u>
3	Business Plan and Demonstrated Need	0-20 thorough	<u>20</u>
4	Management	0-10 several yrs exp.	<u>10</u>
5	References	0-10 Daher / letters	<u>10</u>
6	Construction and Operating Plan	0-15	<u>10</u>
7	Financial Terms <i>no history (new co.)</i> <i>\$1M cash</i>	0-20	<u>20</u>
	Total	0-100	<u>95</u>

List the reasons for this evaluation (justify the rating/scoring):

(2) bldg's 100'x100' (2) cluster 60'x80' = 9 total
 (2) large ramps - 10 planes $100 \times 100 \times 2 = 20000$ $60 \times 80 \times 9 = 53200$
 GHA Architects ~~5223~~ ~~11536~~
 currently operates (2) FBO's - 100% full
 12 month construction duration - familiar w/ well field
 @ or below market value for hangar space
 \$6-7M total cost - legacy Bank ?
 \$0.23/sf/yr to City $\rightarrow$ \$71,234/yr
 Local Corp. / Local subs performing const tasks

Signature of Evaluator Tammy Good

6-20-17

Date

Printed Name Tammy Good

EVALUATION CRITERIA

RFP E-35-17

FIXED BASE OPERATIONS AT THE POMPANO BEACH AIRPARK PARCEL Y (Rebid)

VENDOR NAME:

MTT AIRPARK HOLDINGS LLC

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Site Plan	0-10	<u>10</u>
2	Relevant Experience	0-15	<u>10</u>
3	Business Plan and Demonstrated Need	0-20	<u>20</u>
4	Management	0-10	<u>7</u>
5	References	0-10	<u>8</u>
6	Construction and Operating Plan	0-15	<u>15</u>
7	Financial Terms	0-20	<u>10</u>
	Total	0-100	<u>80</u>

List the reasons for this evaluation (justify the rating/scoring):

Really Liked The Planned Development And Site Plan For
This Proposal. Like That The Main Building Will House The
FBO And Office Facilities.
Business Plan Identifies All Markets They Want To Target And
Described The Need

NOT OFFERING ENOUGH RENT PAYMENT OR FLORIDA FEE TO AERIAL

Steven P. Rocco

Signature of Evaluator

6/27/17

Date

STEVEN P. ROCCO

Printed Name

EVALUATION CRITERIA

RFP E-35-17

FIXED BASE OPERATIONS AT THE POMPANO BEACH AIRPARK PARCEL Y (Rebid)

VENDOR NAME: U.S. CONSTRUCTION AKA. POMPANO AVIATION GROUP, LLC

	<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
1	Site Plan	0-10	<u>7</u>
2	Relevant Experience	0-15	<u>15</u>
3	Business Plan and Demonstrated Need	0-20	<u>15</u>
4	Management	0-10	<u>10</u>
5	References	0-10	<u>7</u>
6	Construction and Operating Plan	0-15	<u>10</u>
7	Financial Terms	0-20	<u>20</u>
	Total	0-100	<u>84</u>

List the reasons for this evaluation (justify the rating/scoring):

THIS PROPOSAL WAS NOT AS WELL PREPARED AS THE COMPETITORS
THE BUILDINGS AND SITE PLAN LOOK LIKE MORE OF THE SAME.

OFFER FOR RENT WAS VERY GOOD AND FUEL FLARE FEE IS WHAT
WE ALREADY RECEIVE.

Steven P. Rocco

Signature of Evaluator

6/21/17

Date

STEVEN P. ROCCO

Printed Name