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

AGENDA

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

Thursday, August 21, 2025
8:30 a.m.

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

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. MINUTES

1. June 19, 2025, Regular Meeting Minutes

E. PUBLIC COMMENTS (5-minute limit)

F. PRESENTATIONS AND TIME CERTAIN ITEMS

1. Employee of the Quarter
2. Insurance Market Update
3. North Road Terminal Interior Improvements
4. FY 2026 – FY 2030 Strategic Plan

G. CONSENT AGENDA

1. Renew Insurance Policies in an Amount Not to Exceed $1,373,596
2. Phone System with Nextiva Not to Exceed $154,957
3. Agreement with BOS Office Furniture for Facilities Improvement Project Not to Exceed $111,419
4. Amendment to Increase Contract Amount with Lunacon Construction by $38,711 for a Revised Not to Exceed Cost of $164,265
5. Amending the Fuel Farm Improvements Funding Source
6. Second Amendment to Agreement with Hughes Aerospace Corp. for Phase III – Periodic Maintenance Program in an Amount Not to Exceed $214,500 over a Five-Year Period
7. Award Perimeter Fence Replacement Project to Konstruct, Inc., dba Cunningham Construction, in an Amount Not to Exceed $722,428

8. Award Security Improvements Phase II Project Bid to Mizpah Integrations in an Amount Not to Exceed $722,623

9. West Quad Obstruction Removal Permit Credit Reservation Not to Exceed $112,500

H. NOISE

1. Draft Request for Qualifications – Part 161 Study of Access Restrictions

2. Follow Up: Curfew Violator Enhanced Communication Plan

I. ACTION ITEMS (Public comments accepted for each item; 5-minute limit)

1. Consent to Change in Control Transaction and Second Amendment to Leasehold Agreement for Elite Aviation Group of Naples LLC

2. Executive Director's Annual Review

3. Authority Counsel's Annual Review

J. NEW BUSINESS

1. Executive Hangar at 404 Citation Point

K. OLD BUSINESS

1. Short, Medium and Long-Term Priorities Matrix

2. Airfield Lighting and Electrical Vault Replacement

L. BOARD REPORT

M. FINANCIAL REPORT

1. August Draft – FY 2026 Operating and Capital Expenditures Budget

N. EXECUTIVE DIRECTOR'S REPORT

O. COUNSEL'S REPORT

P. PUBLIC COMMENTS (5-minute limit)

Q. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

R. ADJOURN

Thursday, June 19, 2025
Naples Airport Authority: Regular Meeting Minutes

The meeting was called to order by Vice Chair Cavanaugh at 8:30 a.m. in the Council Chambers at City Hall.

Vice Chair Cavanaugh announced that Chair Cuddihy had an excused absence, and he would be presiding over the meeting.

Vice Chair Cavanaugh recognized the day was Juneteenth, a holiday celebrated to commemorate the emancipation of enslaved people in the U.S. under the terms of the 1862 Emancipation Proclamation. The meeting schedule was established last year, and further discussion will address how to avoid meetings conflicting with holidays.

Vice Chair Cavanaugh announced it will be necessary to have a hard stop at 3:30 p.m. due to another commitment.

A. ROLL CALL

Present were Vice Chair Cavanaugh, Commissioner Crees, Commissioner Dustin, and Commissioner Burns. Chair Cuddihy had an excused absence.

Staff and Authority Counsel present were Mr. Owens, Mr. Rozansky, Mr. Lobb, Mr. Warriner, Mr. Gray, Mr. Carballo, Ms. King, Ms. Zadorecky, Ms. Wiggins, Ms. LeDuc, Ms. Acosta, and Ms. Menard

B. PLEDGE OF ALLEGIANCE

Vice Chair Cavanaugh led the Pledge of Allegiance.

C. AGENDA

Mr. Rozansky announced the following revisions to the Board packet:

- **Minutes, May 15, 2025, Regular Meeting Minutes** – The following revisions are being made to reflect the actual statements as well as to correct a typographical error.

  - On Page 11

Commissioner Crees suggested another survey be conducted that would pose questions from the negative side of an airport with questions such as what do you think about noise, pollution and safety to see what the other side of the equation looks like. Commissioner Burns expressed concern about the significance of only 209 respondents from the City of Naples. Mr. Olson explained that the survey's objective was to survey all of Collier County (including the City of Naples). Thanks to respondents' strong participation, they gathered 1,421 surveys and were able to oversample responses from City residents. Of the 209 City residents who responded, the margin of error was outside 6.8 percent, meaning the results could vary up to 6.8 percentage points in either direction which provides a useful picture of how City residents feel. He further stated that with a total City population in the mid- to high-teens, 200 to 400 is the expected random sample size. Commissioner Burns commented that 209 people in a City of 20,000 doesn't seem to be very representative. Chair Cuddihy commented that these are statistically accurate numbers.

- On Page 12

Under the Executive Director's Report, the date of the open house was corrected to read May 21st (rather than May 2nd).

- On Page 16 –

In the last paragraph, "customer service staff at" was added to the following paragraph:

Commissioner Crees stated that he recently toured the Airport with Mr. Gray, and he learned a lot. He also met with customer service staff at NetJets, and he learned they only use sustainable aircraft fuel. He also had the opportunity to meet with the air traffic control tower staff, and it was

- **Presentation 1, Short, Medium and Long-Term Noise Mitigation Strategies** – The slide that was attached to the briefing paper has been revised to incorporate recommendations from City Council's Workshop Meeting of June 16, 2025 (attached).

- **Noise 1, Curfew Operations Communication Plan** – In the presentation on Slide 3, the first bullet, Meeting between Commissioner and NJ executive leadership, under NetJets/EJM was removed.

Commissioner Dustin suggested that Item F.3., Draft FY26 Strategic Plan be delayed until all Commissioners are present. Commissioner Dustin moved to amend the June 19, 2025, NAA Board Agenda to post item F.3, Draft FY26 Strategic Plan until all Commissioners are present. Commissioner Burns seconded the motion.

Mr. Rozansky suggested that if any of the Board members had comments on the FY26 Strategic Plan, that they share their feedback with staff in advance of the August Regular Meeting. He noted that staff would be having an internal meeting on the strategic plan on Friday, June 20, 2025.

There was discussion about holding a workshop using technology to discuss the FY26 Strategic Plan. It was determined that a workshop using technology would not be ideal, particularly if the Board needed to take action on anything relative to the plan.

After a roll call vote, the motion to postpone the Strategic Plan item passed unanimously 4-0 with Chair Cuddihy absent.

D. MINUTES

1. May 15, 2025, Regular Meeting Minutes

Commissioner Crees moved to approve the May 15, 2025, Regular Meeting minutes, as amended. Commissioner Burns seconded the motion. The motion passed unanimously 4-0 with Chair Cuddihy absent.

E. PUBLIC COMMENTS (5-minute limit)

There were none at this time.

F. PRESENTATIONS AND TIME CERTAIN ITEMS

1. Short, Medium and Long-Term Noise Mitigation Strategies

Mr. Rozansky stated this item was a follow-up to discussions that have occurred since the Part 150 Noise Study ended late last year. He noted the February discussion where the three-legged stool, a multi-faceted approach to mitigate aircraft noise, was presented. Mr. Rozansky stated that the NAA staff met with City Council on Monday, June 16, 2025, and that following that meeting, the one-page slide was updated with feedback received from City Council. He described the document as a draft and living document for discussion and the Board's feedback today in order to begin taking the next steps. He introduced Mr. Kirsch who will lead the discussion.

Mr. Kirsch, Aviation Attorney, explained that the revised matrix included joint policy objectives, actions, and current status/accountability to find common ground with the City. He said staff developed an action plan based on feedback from the NAA Board and City Council meetings, identifying five common policy objectives, and staff proposed feasible actions for each. The goal was for the NAA to be as transparent and responsive as possible, guided by input from both bodies. He emphasized a comment that he made to the City Council: "United we succeed, divided we fall," noting that collaboration would increase the likelihood of success.

Mr. Kirsch discussed the information provided to City Council, and additions made in response to the City Council's input at the meeting on Monday (noted in red on the revised matrix).

Commissioner Dustin emphasized the importance of collaboration but noted he felt a divide because the City Council and the Authority have separate aviation attorneys and limited communication between them. He questioned how cooperation could occur if legal opinions were not aligned. He also expressed concern that the NAA was being transparent while the City Council was not. Mr. Kirsch replied that he had reached out to both the City Council's aviation attorney and its general attorney, and that a copy of the matrix being presented had been provided to them. He could not explain the City's decision not to involve Mr. Barr but welcomed his input. Mr. Kirsch added that any disagreement with Mr. Barr would likely be tactical, not substantive, and he was open to legal debate if deemed appropriate.

Commissioner Burns asked to add an item to the matrix, under #5, "Other Innovative Noise Mitigation Tools," or as a new item, #6, regarding the consequences of the City selling the 762 acres that is now Naples Airport to a private individual. He requested legal clarification on the FAA implications if the airport land was owned by a private person, LLC or corporation. Mr. Kirsch responded that it was more a legal than strategic issue. He noted that private ownership of airport land and a public entity to be the airport operator is uncommon in the United States. The FAA designates the airport proprietor and sponsor as the Naples Airport Authority, regardless of land ownership. A property sale would not change the sponsorship status. He added that the land is encumbered by the Authority, which could deter buyers of a property that is subject to a long-term lease where there is no revenue to the owner. He added, however, that no federal law would prohibit such a sale. Mr. Kirsch raised the question of whether ownership of real estate by a private entity would impact noise mitigation efforts and related topics, and he saw no clear implications of same.

Vice Chair Cavanaugh noted that the matrix was a strong document with very significant action items that would require significant NAA staff and resources. He also noted that the document may be adjusted as time goes on.

To Commissioner Burns' point, Mr. Rozansky clarified that the City owns approximately 640 acres and there are approximately 90 acres owned fee simple by the NAA.

Commissioner Dustin agreed with the addition requested by Commissioner Burns. He felt it was an interesting question for consideration. He also thought that the Commissioners needed some time to contemplate on the topics provided in the matrix.

Vice Chair Cavanaugh thought it would be useful to have a proof of concept and action plans to share with the City Council. He felt they would appreciate direction from the NAA just as the NAA appreciates direction from them. He asked that the Board be prepared to provide some clear directions during their August meeting.

Mr. Rozansky stated that staff would be interested in feedback from the Board today. As an example, if there was a decision to undertake a Part 161 Study, staff would first have to prepare a solicitation for consultants. Although $1 million has been tentatively included in the FY26 budget, the procurement process of the consultants would take several months at the front end before the study could really begin in earnest. He also noted that scheduling a meeting between the NAA, the City, and the FAA, could be coordinated without a lot of lead time to discuss some of these topics. He noted there was pointed feedback from several City Council members expressing their desire for the NAA to stop accepting grant funds. Mr. Kirsch said the Council also desired NAA to look at mechanisms for shifting flights, if possible, to other airports, including RSW. He thought the next step for staff and counsel would be to prepare a short-term action plan to present to the NAA Board.

Commissioner Dustin noted his understanding that the City Council and the County Commission have no interest in a relocation study. He acknowledged the financial feasibility analysis that would require some discussion, but he wondered if the relocation study should be stopped. Commissioner Crees agreed.

The consensus of the NAA Board was to support the document as amended (as suggested by Commissioner Burns), and authorize staff to move forward with City Council, encouraging staff to reach out to the City to have dialogue with them to build our relationship and get their feedback.

Commissioner Crees was interested in the comment added by the City Council, regarding looking at an evaluation of the extension of Runway 14-32. He noted that one council member had raised the desire to evaluate an extension. Mr. Rozansky said it had been evaluated in the past and he could bring that information back to the NAA in August. He said it would be possible to extend Runway 14-32 roughly 400-500 feet. However, it would never be the length of 5-23, and it would not change the prevailing winds, which dictate the use of Runway 5-23. He said it is frequently observed, when Runway 14-32 is in use, that some aircraft still request to use Runway 5-23, and it has some impact on RSW's air traffic.

Commissioner Burns did not think that any item should be removed from the list. Commissioner Crees was not in favor of re-evaluating increased use and extension of Runway 14-32.

Mr. Rozansky reiterated that staff could bring back the presentation that was created with regard to the extension of Runway 14-32. The preference of the Board was for Mr. Rozansky to educate the City Council member, rather than bringing the presentation back to the NAA Board. Vice Chair Cavanaugh suggested a memorandum be written to the City Council, through the City Manager, to explain why the extension would not change any aviation practices at the airport.

Mr. Rozansky stated that staff could start developing an action plan on short-term initiatives and separate the medium- and long-term initiatives to present at the August meeting.

2. Trends in Jet Operations and Local Socioeconomics

Mr. Douglas DiCarlo of Environmental Science Associates, Tampa Office, provided trends in jet operations and local socioeconomics. He noted that last April, a presentation included trends in jet operations which included a data set focused through 2019. That presentation was in response to a question about whether activity at the airport was influenced by improvements that had been made to Runway 5-23. Subsequently, ESA was asked to review additional jet traffic information from 2019 to present, as well as economic data.

He stated that the newer data demonstrated that most of the jet activity was conducted by the ADG-II group (Aircraft Design Group-II or mid-sized or very popular category of general aviation/ business jets), noting fewer operations were made by the small and large jet categories. He provided an overview of jet operations between 2000 – 2024, noting the increase in jet activity during COVID in 2019 and 2020 and then a dip after Hurricane Ian in 2022. He said the data shows no discernable change in ADG-III aircraft (large aircraft) as a result of 2012 Runway 5-23 improvements.

Vice Chair Cavanaugh asked about new aircraft and what the split would be compared to the three categories. Mr. DiCarlo said that data is available, but he did not have it with him.

Commissioner Burns asked Mr. DiCarlo to explain the differences in the Aircraft Design Groups. Mr. DiCarlo said the ADG defined by FAA, are based on wingspan and tail height on aircraft. The FAA also looks at approach categories (speed of the aircraft). Commissioner Burns asked which class was used by NetJets. Mr. Rozansky said predominantly the ADG II category is used by NetJets. He added that any jet could fly internationally.

Mr. DiCarlo discussed the trends in local socioeconomics and presented a graph illustrating a comparison of local jet activity and the City of Naples property market values from 2000 – 2024, particularly homes greater than $5 million. Mr. DiCarlo presented a slide on the net income migration in the nation between 2020 and 2021 to Florida and Collier County.

With Collier County ranked No. 6 in the nation's net income migration, Commissioner Crees asked if the top 10 areas could be provided. Mr. Rozansky stated that staff could provide that. He added that Palm Beach has taken over the No. 2 spot in being the second busiest airport in the country for private jet travel which historically has been maintained by Van Nuys Airport.

Commissioner Dustin recalled that while he served as Chair a few years ago, the Mayor had expressed a desire to reduce jet traffic. He pointed out that we have had a nearly 10% decrease in jet flights and recommended sending Mr. DiCarlo's presentation to the Mayor and City Council. Regarding the noise differences among ADG group categories one, two and three, he asked if

bigger jets always mean more noise. Commissioner Crees said no, that the categories are based on the engine stage, not aircraft size. Today, the higher stage numbers mean quieter engines. Commissioner Dustin added that most jets in Naples are stage 4 or 5, with fewer stage 3 jets. Mr. Rozansky confirmed this, noting that generally the larger, modern corporate aircraft are often quieter and more fuel efficient. As the trend with more modern aircraft has continued, the portion of the stage 3 jets operating in Naples, has dwindled to less than 10% of the fleet mix. This was last checked a couple of years ago. Mr. Rozansky stated that NetJets aircraft are mostly rated stage 4 and 5.

Commissioner Burns added that statistics do not matter to those who are being impacted by the noise. Commissioner Dustin stated the fundamental issue is that the NAA does not control the volume of aircraft coming in and out of Naples, but it is important to understand the trend which is that aircraft are becoming less noisy.

Vice Chair Cavanaugh noted that the Fifth Avenue Business community's presentation to the City mentioned noise but not in relation to aviation. He observed that terms like aviation, jet, plane, flight path or height were not used, nor did City Council members raise questions on those topics. As a frequent diner on Fifth Avenue or Third Street, Commissioner Dustin commented that the worst noise comes from the motorcycles or cars revving their engines, which is significantly worse than any jet noise.

3. Draft FY26 Strategic Plan

This item was deferred to the August NAA regular meeting.

4. Airport Exploratory Study – Financial Feasibility Analysis

Vice Chair Cavanaugh noted that the Board members had read and comprehended the material. He suggested a brief presentation and discussion around the next steps.

Mr. Ken Warriner, Senior Director of Finance and Administration, stated that he and Ms. Lynn Wiggins, Assistant Director of Finance, prepared the study internally, with the assistance of a couple of experts, in response to a request by the Board. He said the study cost about $40,000 vs. the estimated $158,000 presented in March. He provided the financial feasibility analysis and stated that the assumptions are for a period of 15 years. Mr. Warriner discussed the projected new airport development costs based on acquiring land and construction of a general aviation airport, as well as a commercial service airport. He presented possible funding sources and the NAA's borrowing ability. He reviewed the preliminary benefit-cost ratio (BCR) needed to be grant eligible and based on the modeling, the BCR ratio for a general aviation airport or a commercial service airport would not meet the minimum eligibility requirement for FAA discretionary funding. After Mr. Warriner summarized the information, he stated that based on the assumptions presented, relocating the airport would not be financially feasible without significant financial commitments from the City of Naples, Collier County, or other sources.

Commissioner Crees asked if staff had looked at a user-pay proposal. Mr. Warriner said no, staff looked at the current fees being charged.

Vice Chair Cavanaugh commented that this was a useful exercise, and it informed him on the totality of the issue, operationally and financially, and it clearly spelled out how cost effective our

well-run airport is today. He added that the airport has no assets to utilize for financing a new airport and does not have enough debt capacity or enough cash flow. He was comfortable with the time horizon of the 40+ year lease ahead of us and stated our aviation community is well satisfied with the asset that we oversee and govern. He suggested the study be shelved.

Commissioner Crees agreed and said that unless we find a donor, the NAA would not be able to fund it, so he would like to make the proposal to shelve it.

Commissioner Burns did not feel that shelving the exploratory study was on the agenda for consideration. He said one reason for not shelving it is because the NAA promised the FAA in the Part 150 Noise Study that we would complete a feasibility study for a new airport, and the conclusion is not financially feasible without significant financial commitments from the City of Naples, Collier County or other sources. He felt it was premature to say that the global view of how an airport is financed is impossible. He said that he has suggested ways in which the City may be able to do it and was not ready to shelve the relocation study. He suggested that if a site is identified and the City of Naples considers annexing that site into the City limits, County involvement would not be necessary. There was discussion about this idea and how to communicate the NAA's direction on the relocation study to both the City of Naples and Collier County.

Commissioner Dustin stated that in the Carroll and Carroll impact analysis, there was no consideration of the infrastructure cost nor community impact for adding a development of 640 acres in the City, noting it would be a massive development.

Commissioner Crees made a motion to close the topic of the Airport Exploratory Study, due to the financial constraints of not being able to fund it. Commissioner Dustin seconded the motion and added the constraints of not being able to fund it, the lack of interest by the County in a place to move a new airport, and lack of interest expressed by our tenants. The motion passed 3-1, with Commissioner Burns dissenting and Chair Cuddihy absent.

Mr. Rozansky asked if the Board would like staff to send a letter to the City and/or the County to this effect. Vice Chair Cavanaugh recommended that staff provide a copy of the work conducted and a letter stating the NAA's conclusion.

G. NOISE

A public comment was received on the next topic as follows:

Ms. Maria Mair, Royal Harbor, commented on several quotes and statistics she has seen recently with the airport's increased public relations activities. She stated that her reality with the curfew compliance and noise was different from what the statistical information implies. She also expressed concern with the Naples Jet Center, the volume of aircraft, safety, and quality of life. She also voiced her disapproval of Commissioner Dustin's behavior toward another Commissioner during the exploratory discussion.

1. Curfew Operations Communication Plan

Ms. Robin King, Director of Communications and Community Relations, discussed an enhanced communication plan regarding addressing curfew operations. The enhanced plan would address

people who are repeatedly found in violation of the curfews. She provided a presentation and stated the same had been presented to the Noise Compatibility Committee. She explained that the plan outlines current efforts and establishes a clear, structured approach to guide future, enhanced outreach, with the goal of improving voluntary curfew compliance with persistent violators. She discussed the steps developed to encourage volunteer compliance with the curfew program.

Commissioner Crees suggested that the NAA's approach ought to include shaming the violators. He also thought a Council member could help encourage compliance. He asked how the hard-core users who fly whenever they wish would be addressed in this plan. Ms. King said in the past few months, one of the things done was a dual message in the City's newsletter, not only recognizing the leaderboard individuals, but also posting a link to a list of the curfew violators. Commissioner Crees thought the information about violators should be prominently displayed and suggested a full-page ad appear in the Naples News every month. Mr. Rozansky stated that staff would need to consult with aviation legal counsel. He also noted that FAA had opposed it in the past. He said staff could commit to look at it with a consensus of the Board.

Commissioner Dustin commented on situations where staff is speaking with local individuals, citing FlexJets as an example. He stated that the owners need to be on the list of contacts rather than dealing with the services manager. He said that at least one of the owners of FlexJets is a resident of Naples. He also noted that a contact isn't named for Treasure Coast on the list.

Ms. King shared the NetJets success story whereby a former Commissioner repeatedly contacted the CEO of NetJets with our message about curfew operations, and the CEO ultimately issued a letter companywide recognizing our voluntary curfew and that they were going to make every effort to comply. She observed it was accomplished by involving higher-level individuals contacting each other. Vice Chair Cavanaugh agreed that to make those contacts with that audience, the NAA will need a community leader either from the NAA, City Council or the federal government to get involved.

Vice Chair Cavanaugh asked if the Board desired for staff to bring back more specific, dramatic actions in terms of raising awareness of frequent violators with decision makers. There were no objections. Ms. King and Mr. Rozansky stated they would prepare more pointed tactics for presentation in August as well as FAA's position on what we might propose.

Vice Chair Cavanaugh called for a recess at 10:18 a.m. He reconvened the meeting at 10:30 a.m.

Before moving on to the Consent Agenda, Commissioner Dustin requested to comment on his discussion with Ms. Mair during the break. He noted that the recommendations she had provided during her public comments were difficult to hear. Her recommendations include putting a noise monitor at City Hall, an NCH Study of health effects, and putting a noise monitor on Saint Ann's or somewhere else in the City, which he thought were important to be considered. He said he learned that noise monitors were placed at her residence four separate times because they did not work properly the first three times.

Mr. Rozansky explained there were technical challenges with some of the noise monitors, but at least one of the three is being used at all times. There is also one in repair. Commissioner Crees said Ms. Mair had also mentioned the process of submitting a noise alert in the middle of the night. He thought the process should be looked at to make it easier for those who are impacted. Mr. Rozansky said that the free mobile app system currently offered by NAA was very easy to

use, and a different subscription-based service, AirNoise, is widely used in the community. Commissioner Crees thought staff should explore other apps that would be easier to use than the current app.

H. CONSENT AGENDA

1. ~~Assignment and Assumption of Leasehold Agreement from Cox Automotive LLC to Speed Jet Holdings, LLC~~

2. ~~Assignment and Assumption of Leasehold Agreement from Speed Jet Holdings, LLC to 2345 Tower Drive LLC~~

3. Audit Firm Engagement Letter – FY25 Audit Not to Exceed $55,000

4. ~~Security Improvements Project Phases II & III – Task Order No. 3, Amendment No. 2 with AVCON, Inc. in an Amount Not to Exceed $112,457~~

5. ~~Award of RFP for Floodproofing System to U.S. Flood Control (Tiger Dam) in an Amount Not to Exceed $259,370~~

Item Nos. 1, 2, 4 and 5 were removed from the Consent Agenda at the request of Commissioner Crees (Item Nos. 1, 2, 4 and 5) and Item No. 5 was removed at Commissioner Burns' request (Item No. 5).

Commissioner Dustin made a motion to approve Consent Agenda Item 3. Commissioner Crees seconded the motion. The motion passed unanimously 4-0, with Commissioner Cuddihy absent.

Mr. Rozansky suggested that the four items removed from Consent be considered as new Action Items 1-4. Vice Chair Cavanaugh said that the Consent items would be dealt with within the Consent Item now.

1. Assignment and Assumption of Leasehold Agreement from Cox Automotive LLC to Speed Jet Holdings, LLC (Moved from Consent Agenda Item 1)

   Commissioner Crees addressed items 1 and 2 together. He wondered if background checks were performed on the assignees. He was also intrigued by the fact that the same property was being transferred simultaneously, and he wanted to know who the tenants were. He also asked if there was any form of control over curfew violations.

   Mr. Rozansky explained that the NAA conducts vetting to identify the tenant and seeks assistance from legal counsel to investigate the entities involved and their ownership. He added that all our updated leases include voluntary curfew language, framed in the context of making reasonable, best efforts to follow the curfew. He said it cannot be mandatory as it would be conflict with federal law.

   Ms. LeDuc said that Consent Agenda Items 1 and 2 are essentially simultaneous transactions which are occurring due to a merger agreement between those entities. She said it does not include an extension of the lease term, rather the formality to transfer the lease to the new entity.

Mr. Owens suggested that although Items 1 and 2 were discussed together, a separate vote for each item be taken.

Commissioner Crees made a motion to approve Consent Agenda Item 1. Commissioner Dustin seconded the motion. The motion passed by a vote of 4-0 with Chair Cuddihy absent.

2. Assignment and Assumption of Leasehold Agreement from Speed Jet Holdings, LLC to 2345 Tower Drive LLC (Moved from Consent Agenda Item 2)

Commissioner Crees made a motion to approve Consent Agenda Item 2. Commissioner Dustin seconded the motion. The motion passed by a vote of 4-0 with Chair Cuddihy absent.

4. Security Improvements Project Phases II & III – Task Order No. 3, Amendment No. 2 with AVCON, Inc. in an Amount Not to Exceed $112,457

Commissioner Crees asked if the grant was not approved, would the project still be done. Mr. Rozansky said this project would be done regardless of grant funding.

Commissioner Crees made a motion to approve Consent Agenda Item 4. Commissioner Dustin seconded the motion. The motion passed by a vote of 4-0, with Chair Cuddihy absent.

5. Award of RFP for Floodproofing System to U.S. Flood Control (Tiger Dam) in an Amount Not to Exceed $259,370.

Commissioner Burns asked if the total cost could be broken down into a sum contributable to the North Road Terminal. Mr. Rozansky believed there were details on the linear feet needed for each facility and deferred to Mr. Miguel Carballo, Director of Airport Development, for that information. Mr. Carballo said he could break those costs down. Commissioner Burns asked how those dollars would impact the FEMA 50 percent test for whether to remodel or replace a building. Mr. Rozansky stated it was unrelated because it is not attached to the building in any way. Mr. Rozansky added that NAA funds are being expended for this item.

Commissioner Burns made a motion to approve Consent Agenda Item 5. Commissioner Crees seconded the motion. The motion passed by a vote of 4-0, Chair Cuddihy was absent.

I. ACTION ITEMS (Public comments accepted for each item; 5-minute limit)

1. Resolutions 2025-02 and 2025-03 for Federal Aviation Administration (FAA) and Florida Department of Transportation (FDOT) Grants to Participate in Construction of the North Road Terminal (NRT) Apron Improvements

Mr. Justin Lobb, Deputy Director of Aviation, presented the resolutions and noted that a more detailed presentation on this item was discussed at the last NAA meeting. He clarified the scope of the project and presented an aerial depicting the project area. He explained there would be no added pavement and explained the taxiway connector changes will comply with modern FAA design and safety standards. He also discussed the project schedule, noting that actual construction would not begin until April 2026, allowing time for procurement and permitting. He discussed the components of the bid, NRT Apron – Financial Impact with a

grant funding request of an amount not to exceed $8,229,623.65 and a breakdown of the potential funding share which included an owner contingency. He also discussed the revised FAA grant assurances.

Mr. Rozansky added that based on the City Council action yesterday to adopt this Resolution changing the process of approval of development at the airport, there is a threshold that this project could exceed. If the threshold is exceeded, the project may have to go through the newly adopted process.

Commissioner Crees asked about going to the west side where there is a change in geometry, where pilots could taxi straight across to the runway, and if that should have been considered. Mr. Lobb said the aerial photo he was referring to was out of date and that taxiway had been relocated.

Regarding the City's resolution and the effect of their new process on this project, Commissioner Burns asked if this item should be tabled. Mr. Rozansky responded that would present a hardship because June is the deadline for submitting the grant application to the FAA.

Commissioner Burns made a motion to table Resolutions 2025-02 and 2025-03. Commissioner Crees seconded the motion.

Commissioner Burns explained why he moved to table the resolutions, He said he read the resolutions that the City passed and it is very detailed in what the NAA has to do to comply. He said that the forms are missing that the City will use to fill out those points. He said it is clear what they are looking for and rather to make an attempt now to answer those questions, it is best to table these resolutions. Commissioner Dustin said that if not approved today, the NAA would miss the opportunity to apply for this funding. Mr. Rozansky added that if we did not submit, we would talk to the FAA about the potential eligibility for next year, however there is a long lead time because these funds are programmed out three years in advance and are based on bids. He stated that this pavement is some of the worst pavement on the airport and it was near the point of failure.

Commissioner Dustin outlined some of the risks in not moving forward with the approval of subject resolutions. He thought it would be financially imprudent not to move forward with this item. Vice Chair Cavanaugh agreed that we should proceed on this item. He said that nothing is going to be built without the City's approval. He said there is less risk in terms of going to the FAA to say we can't get these funds because a third party is stopping us as opposed to saying we don't want to have the money.

Commissioner Burns said he read the City's resolution and it went into effect yesterday. He added that the NAA has enough of its own funds to do this project.

Mr. Rozansky stated that the Board could grant authority to submit the application and then execute it if offered. He stated the Board could alternatively bifurcate the request to only include submission of the grant, but not to accept the grant. However, that becomes more complicated for the NAA Board to act upon the grant offer. A special meeting may be required to act upon the grant offer.

The motion made by Commissioner Burns and seconded by Commissioner Crees was to table Resolutions 2025-02 and 2025-03 until the City provides greater clarity from the City and controls and process are in place. After a roll call vote, the motion failed 2-2 with Commissioners Crees and Burns voting yes, and Commissioner Dustin and Vice Chair Cavanaugh voting no and with Chair Cuddihy absent. Mr. Owens clarified that a tied vote on a motion results in such motion not passing for failing to achieve the minimum three affirmative votes required under the NAA Bylaws. He explained the item is still there and the Commission could decide to make an alternate motion, but it is still an action item where no action has been taken.

Commissioner Dustin made a motion to work closely with the City as much as possible between now and the August meeting, but that the grant request be submitted today to avoid any additional delay and to avoid safety risks. He did not want to create ill will with the FAA or risk of the project costing more money. Vice Chair Cavanaugh seconded the motion. After a roll call vote, the motion failed 2-2 with Commissioner Dustin and Chair Cavanaugh voting yes and Commissioners Crees and Burns voting no with Chair Cuddihy absent.

Mr. Owens, Attorney, reiterated that discussion could continue and another motion could be made. If no affirmative action by three votes could be reached, then no action would be taken. He stated that no action or no three affirmative votes could result in consequences. Mr. Rozansky stated that unless an action is taken with three affirmative votes, no action will be taken and the application would not be submitted.

Mr. Rozansky stated that based on action of this item, and because work on the project would not commence until next April, plus the unknowns with the City's new approval process, he suggested that the next two items (Action Items 2 and 3) be withdrawn. He stated that the FY 26 budget includes a five-year cash flow projection. He said the insurance response on the airfield lighting project is very critical which will cost more than $20 million. He expressed his apprehension moving forward before obtaining answers to those questions .

Mr. Owens recommended formal action to withdraw the items. They could be postponed to a date certain or they could be withdrawn and determined at a future date. Mr. Rozansky suggested the two items be withdrawn without a date certain at this time.

2. Award North Road Terminal (NRT) Apron Improvements Project Bid to General Asphalt Company, in an Amount Not to Exceed $8,515,245

Commissioner Crees made a motion to withdraw Action Items 2 and 3. Commissioner Burns seconded the motion. The motion passed by a vote of 3-1, with Commissioner Dustin dissenting and Chair Cuddihy absent.

3. Third Amendment to Contract No. 22-5519, North Road Terminal Apron Improvements with Michael Baker International in an Amount Not to Exceed $509,842

This motion to withdrawn item was combined with Action Item 2 above.

4. Resolution 2025-04 for Florida Department of Transportation (FDOT) Grant for the Naples Airport Security Enhancements in the Amount of $250,000

Mr. Justin Lobb presented Resolution 2025-04, tied to Consent Agenda Item 4. He stated this grant request would be similar to FDOT grants that the Board has accepted in the past.

Commissioner Burns asked if there were sufficient funds in reserves to pay for this, and Mr. Lobb said yes. Vice Chair Cavanaugh said that it has been the NAA's practice to recover the funds through a state DOT grant. Mr. Lobb said user fees and transportation funds provide the funding. Commissioner Dustin stated that proceeding without grants is like starving oneself. He stated the airport could not exist without grants.

Vice Chair Cavanaugh made a motion to approve Resolution 2025-04, accepting the FDOT grant for the Naples Airport Security Enhancements in the Amount of $250,000. Commissioner Dustin seconded the motion. After a roll call vote, the motion failed 2-2 with Commissioner Dustin and Vice Chair Cavanaugh voting in the affirmative and Commissioners Crees and Burns against and with Chair Cuddihy absent.

5. Amendment to Florida Department of Transportation (FDOT) Grant for the Taxiway Lighting Replacement in the Amount of $135,626

Mr. Justin Lobb presented the grant amendment for additional grant funding for the taxiway lighting replacement. He stated this amendment would extend the 20-year grant assurance obligations regarding the FDOT grant.

Commissioner Burns asked if there were sufficient funds in reserves to pay for this, and Mr. Lobb said yes, for this amount. Mr. Lobb said the larger project was still in progress with the insurance carrier.

Vice Chair Cavanaugh made a motion to approve amendment to the FDOT Grant for taxiway lighting replacement in the amount of $135,000. Commissioner Dustin seconded the motion. After a roll call vote, the motion failed 2-2 with Commissioner Dustin and Chair Cavanaugh voting in the affirmative and Commissioners Crees and Burns against and with Chair Cuddihy absent.

6. Second Amendment of Leasehold Agreement for Naples Jet Center Holdings, LLC

The following public comments were made on this topic.

Mr. Bruce Byerly, Owner and President of the Naples Jet Center, stated that all approved construction is on track to be completed for a Certificate of Occupancy by mid-July. He said the core structural and safety-related elements will be complete. He stated that the anticipated lease amendment would allow time to close out inspections and receive the final CO from the City of Naples.

Mr. Mark McClain, MHK Architecture, commented that he was requested to attend today and was present to respond to any questions.

Ms. LeDuc, Business Manager, stated that Naples Jet Center Holdings is the current lease holder at 377 Citation Point, located in the north quadrant of the airfield. She spoke about the contents of the lease agreement. She said the tenant met the amended construction commencement deadline and is now in the final stages of their construction. However, the certificate of occupancy is not anticipated by the end of June. She said the tenant has requested a month-to-month extension of the lease, not to exceed six months through the end of December. The tenant will pay a fee of $3,000 per month to the Naples Airport Authority for that additional time. It should be noted that this extension and construction completion does not impact the lease expiration date.

Commissioner Burns asked when the design of the building began. Mr. McClain said the concept design began sometime in the summer of 2018, although he did not have an exact date.

Commissioner Crees said that he was sympathetic to the Naples Jet Center especially with the delays outside of their control. He thanked them for their detailed letter and for coming today.

Commissioner Crees made a motion to approve the second amendment of Leasehold Agreement with Naples Jet Center Holdings, LLC for a period of six months. Commissioner Dustin seconded the motion. After a roll call vote, the motion passed unanimously by a vote of 4-0, with Commissioner Cuddihy absent.

Vice Chair Cavanaugh thanked Mr. Byerly and Mr. McClain for attending today's meeting. He said the Naples Jet Center is a very nice facility. He expressed his appreciation for the architecture, the work being done to modernize it, and how it makes the airport a positive place to work, visit and to depart from.

J. NEW BUSINESS

1. First Draft – FY26 Operating and Capital Expenditures Budget (With and Without Grants)

Mr. Warriner presented the First Draft of the FY26 Operating and Capital Expenditures Budget. He provided an overview of the process, the zero-based budget methodology, followed by operating expense assumptions, personnel expense comparison, and operating budget summary. Mr. Warriner discussed major projects and grant funding expected in the next five years and how the airfield recovery fee included in the price of fuel would recover the operating and capital costs of the airfield. He presented state and federal grant receipts over the last five years, 10 years, and expected grants in the next five years. He presented data illustrating how charging landing fees could generate up to $3.9 million. Vice Chair Cavanaugh asked if that $3.9 million would be incremental dollars or if we would change the way fuel is charged. Mr. Warriner said that the fees would be reduced on one side and increased on the other side. Mr. Rozansky stated that it wouldn't be a wash but it wouldn't be substantial either. He added that there is a federal obligation to charge fair and reasonable fees based on airfield cost recovery. Mr. Rozansky stated that these numbers are based on the airport's continued acceptance of grants. Mr. Warriner provided a summary of major projects anticipated in FY26 for a total amount of $47,184,000 and presented a comparison showing the airport operations with and without grant funding. Mr. Warriner shared a five-year forecast, demonstrating how NAA's cash position would change without grants. He stated that if the NAA decided not to accept grants, the investment strategy would have to be reviewed and updated.

In addition to potentially adding landing fees, Commissioner Crees asked about charging passenger handling fees. Mr. Warriner said that we cannot charge passenger fees because we are not a commercial airport. Mr. Rozansky stated that passengers are not counted mostly because of staff time required to do so. He added that the NAA leases don't include rules about identifying who is using the aircraft. He also stated that NAA does not have the technology required to count passengers, plus there could be considerable pushback in terms of ensuring their privacy. Commissioner Burns wondered if the NAA could ask NetJets, JSX and the other top two fuel purchasers to voluntarily provide gross numbers per day of their passengers. Mr. Rozansky said that direction should come from the Board, but staff could ask them about it. Commissioner Crees was curious about the number of passengers, also. Vice Chair Cavanaugh was opposed to collecting the information, saying it would be a lot of work for very little useful output at this time.

Commissioner Dustin was not in favor of the request to gather passenger counts. He referred to page 3 of the report, noting that the Authority was created for enhancing services to users, improving the community gateway image, and eliminating financial subsidies by taxpayers. He noted that is where the Authority was, and he felt that the Board was trying to control the airport and micromanage the entity. He said charging landing fees is built into fuel costs. He stated that the NAA is where it is because they have done things right and have successfully captured federal and state grants. He noted that within five years, the Authority would run out of money without grants, and he feels a lot of grant funding was dismissed today when they should have been pursued. He suggested the Commission step back and rethink its position on many factors. He stated his embarrassment over the message being sent to tenants, the staff and the Executive Director by the NAA actions today. Vice Chair Cavanaugh agreed 100 percent with Commission Dustin. He commented that this message is also being sent to other constituents such as our elected officials in terms of not taking money that is available and doesn't come from the general taxpayer. He added that other airports in Florida and around the country will look at this and scratch their heads in confusion. This is a very bad signal and action on the Board's part. It was his hope that other decisions will be made that are wiser and appropriate for all constituents.

There was no consensus by the Board to collect data pertaining to the number of passengers with Commissioners Burns and Crees voting in the affirmative and Commissioner Dustin and Vice Chair Cavanaugh against with Chair Cuddihy absent.

Commissioner Burns referred to page 13 of the budget, cash for future capital budget expenditures in a red-lined box. He asked if there was a way the expenditures in 2026 and 2027 could be adjusted so that in 2029 and 2030 it would not be negative. Commissioner Burns was interested in going back to the capital expenditures list to delay some of the projects in order to avoid going into the red. He asked which capital expenditures would have to change. Mr. Rozansky said an analysis could be prepared for August at the directive of the Board. He explained the process used to look ahead five years, saying some of the projects listed on this were eliminated, including the t-hangar project.

Commissioner Burns referred to page 7, the major funding expected in the next five years. He asked if the North Quad Landfill Grading and Stormwater with a total cost of $8 million could be eliminated. Mr. Rozansky said that it was not easy to eliminate the entire project because there is a safety implication. Part of that area is old landfill, which we are unable to maintain mowing, and it is not level ground within an FAA surface of the runway object-free area. The second item was the rehabilitation of Runway 14-32 and blast pads. We will be discussing with City Council the

extension of 14-32 and may be prematurely included on the five-year plan. Vice Chair Cavanaugh commented that if 14-32 was extended, it would cost more than $10 million to extend the runway and the blast pads.

Vice Chair Cavanaugh noted that staff was now working with the self-inflicted wound associated with the decision not to accept grants, and he did not think management should be judged in terms of when the projects should be done, the scope and the cost. Commissioner Dustin stated that he felt like virtually everything on the list was mostly related to safety standards. Mr. Rozansky said the items were safety standards and preservation of existing infrastructure. Commissioner Dustin told Commissioner Burns that it sounded like the kind of poor management in which a CEO, upon seeing unfavorable numbers, asks how to cut maintenance, key staff, or other resources simply to avoid showing losses. He felt that Commissioner Burns did not have a proper appreciation of safety and said that that is not right. Commissioner Burns took exception to Commissioner Dustin's comment and added that he was looking to balance a five-year budget without grants. Vice Chair Cavanaugh commented that the initial response here suggested we can't balance the budget without grants, but more analysis can be done based upon our input today so that staff can come back in August and review it again.

Back on page 13, Commissioner Crees stated that the approximate $4 million for landing fees is not shown on the budget. Based on the FAA's requirement on margin, Vice Chair Cavanaugh reiterated that if landing fees were implemented, the fuel pricing would have to be revised. Mr. Rozansky said the airfield cost recovery fee would have to be backed out of the fuel pricing and explained the fuel component fees and federal guidelines regarding what can be charged on an airfield. Commissioner Crees thought that landing fees should be studied. Mr. Rozansky said the entire pricing strategy would have to be studied. He stated that there were certain items on the major grant funding capital budget items that could be charged to the airfield, however, some of the items blur the line between FBO and airfield.

Vice Chair Cavanaugh asked Commissioners Crees and Burns to prepare individual documents to help him better understand their position on not accepting grants, and how this benefits constituents, both short-term and long-term. Commissioner Burns said the fact is that 20 years before the lease expires, the NAA will be unable to accept grants because it won't be able to ensure the 20-year compliance with the grants. He thought that the NAA should start preparing for that by learning how to prepare an acceptable five-year budget without consideration of grant funds. Mr. Rozansky noted that the lease would expire in July 2068. Vice Chair Cavanaugh noted that the NAA would actually need to consider not taking grants beginning in 2048 in order to maintain the lease. He stated that he was worried about the upcoming decades and that other Commissions could deal with the future decision at the appropriate time. He felt that the NAA should maintain the governance for this time and place.

Mr. Rozansky asked Commissioner Burns for clarification regarding the capital schedule readjustment so as not to go into the negative. Commissioner Crees then requested financing options.

Commissioner Burns stated he would like to see a five-year budget without grants, by eliminating the rehabilitation of Runway 14-32 and blast pads at a cost of $11.5 million. Commissioner Crees passed on this since he would need to study each of the line items. Mr. Rozansky stated that he did not think the Commissioners had enough information to determine the merit of the projects. He stated that if the Board wanted to see a five-year budget that does not go negative, staff could

prepare one by pushing projects out and potentially increasing other fees. Commissioner Dustin asked how the risks are evaluated, and Mr. Rozansky said that it would be very difficult to project out what might happen. Commissioner Dustin noted that pavement in poor condition is a problem.

There was no consensus, with Commissioners Burns and Crees in the affirmative and Vice Chair Cavanaugh and Commissioner Dustin against, with Chair Cuddihy absent to direct staff to adjust the capital schedule so that reserves do not go into the negative.

Mr. Rozansky stated that there is a longer-term implication associated with these decisions. He asked that this be kept in mind, noting that five years is fairly short-term. He said that if there was consensus on any other direction, staff would want to look at the longer term and what it would mean for the fee structure.

In response to Commissioner Dustin's question regarding the amount budgeted for legal expenses, Mr. Warriner stated that they are budgeted at $550,000. He said the legal expense for the Part 161 Study is budgeted under a different category.

2. Executive Director's Performance Review

Mr. Rozansky stated that the next two items are to introduce the annual evaluations, as stipulated in his employment agreement and in the NAA's Bylaws for Authority Counsel. He invited each Commissioner to meet with him one-on-one for discussion before the August meeting.

Commissioner Burns asked for the other performance-based criteria included in the Executive Director's annual performance review. Mr. Rozansky said that it refers to the Strategic Plan Scorecard, tied to compensation for all employees collectively.

3. Authority Counsel's Performance Review

Mr. Owens said his form is simpler, and he would also encourage one-on-one discussions with the Commissioners before the August meeting.

K. OLD BUSINESS

There was no Old Business.

Vice Chair Cavanaugh called for a lunch recess at 12:20 p.m. He reconvened the meeting at approximately 12:45 p.m.

L. BOARD REPORT

1. Board Report

Commissioner Crees expressed his disappointment with the repeat curfew violators. He felt that the Board should consider some sort of award or praise for being a good citizen. He thought that NetJets deserved some recognition. Vice Chair Cavanaugh clarified that the top violator was the Naples Air Center, not Naples Jet Center.

Commissioner Dustin said on page 3, the JSX survey had 42% of the respondents who indicated that JSX had replaced private charter trips. He said when they made their presentation to the Board, they suggested this would happen, which would help us with our jet volume. Commissioner Crees said when he met with them, JSX explained their pilots try not to use reverse thrust when they land, which helps mitigate noise.

Commissioner Burns asked if JSX conducted the survey, and Mr. Rozansky said no, airport staff conducted the survey. Commissioner Burns asked if a similar survey could be conducted with NetJets passengers. Mr. Rozansky said, possibly, but most of their passengers drive directly onto the ramp and don't use the terminal.

Commissioner Crees asked about the FAA inspection. Mr. Rozansky said the inspection was conducted and unfortunately, there were three discrepancies. He complimented staff who works hard all year to prepare for that inspection. He spoke about the discrepancies and how they were addressed.

M. EXECUTIVE DIRECTOR'S REPORT

Mr. Rozansky provided updates on the following items:

He stated that Hughes Airspace and flight procedures are moving along according to schedule. There is an August deadline when all required documentation has to be submitted, and staff is ahead of that schedule. He noted additional steps would be coming up, and Hughes plans to be at the August meeting for a presentation to the Board on departure procedures, as well as a new type of procedure using existing technology that is not currently in use at any airport in the U.S. Hughes would like to use Naples as the initial spot to launch this type of procedure and are looking to send departures down the Bay as well as the other procedures. Commissioner Dustin noted that this is a very good reason that we need goodwill with the FAA.

Mr. Rozansky stated that Mr. Carballo found the flood barrier for the NRT was about $59,000 of the total, or 22% of the contract amount approved today.

N. COUNSEL'S REPORT

Mr. Owens stated that a video conference among the Commissioners to discuss the strategic plan may be possible, but the Sunshine Law and the Board's Enabling Act requires meetings to be open to the public, which includes the opportunity for any member of the public to make a public comment. Mr. Owens said that the NAA's Bylaws, without distinguishing between regular, special, or workshop meetings, state that each Commissioner is expected to be present at meetings of the Board. However, one Commissioner who may be absent and may be granted permission to participate remotely so long as a physical quorum is present. Mr. Owens also reviewed Sunshine Law, stating that neither he nor staff could act as conduits between the Commissioners. Commissioners can share individual viewpoints to either the Executive Director or Authority Counsel.

Mr. Owens reported no pending litigation or other legal matters to discuss.

O. PUBLIC COMMENTS (5-minute limit)

There were no public comments.

P. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

Commissioner Burns questioned whether the Naples Jet Center had ever been reviewed by City Council in its current form, noting the issue was raised at the May 19, 2025, City Council meeting. He cited a letter from the city attorney indicating the project was not specifically approved by Council and submitted the first page of the eight-page letter to Ms. Menard for the record.

Vice Chair Cavanaugh asked what a lawyer's opinion means. Mr. Owens said Commissioner Burns appeared to be referencing part of a letter the city attorney had written to the Council. He noted that if it was labeled as an opinion, it reflected the legal view of that law firm.

Commissioner Burns noted that the Naples Jet Center created a lot of controversy in the community and must have had an impact on the resolution passed by City Council yesterday.

Mr. Rozansky said staff could provide a more detailed analysis of past practices. He noted the Airport Authority followed the established utilization plan process, and the City relied on their work. He agreed with Commissioner Burns' comment that the Naples Jet Center site plan did not go to City Council but noted this was true for other projects as well. Mr. Rozansky shared a 1997 excerpt from minutes outlining the process and said focusing only on the Jet Center was too narrow. He believed tenant projects should go directly to the City and Council for zoning, permitting, and site plans. He noted that staff would be happy to prepare a more technical analysis.

A discussion ensued, and Commissioner Burns shared information from the whereas statements contained in the City Council's recently approved resolution. He said the whereas clauses in this resolution recite all of the conditions in the City code at the time of the resolution and which already existed going back to 2021. He stated that he thought it was important to know the history of the airport utilization plan to understand better where the NAA is going in the future.

Commissioner Burns commented that in 2021 the Naples Jet Center was shown as a separate detached hangar but actually what happened in the proposed 2025 utilizaton plan, it differed from the 2021 plan in these five areas:

1. The existing office building of the Naples Jet Center was demolished.
2. They added new hangar space on vacant airport land.
3. A separate hangar building was eliminated from the 2021 utilization plan.
4. A new hangar became an addition to the existing Naples Jet Center.
5. The new Naples Jet Center office building was constructed closer to the taxiway and Runway 5-23.

He said he would provide his notes to Ms. Menard for the record. He stated that his notes pointed out the differences between the 2021 utilization plan and the 2025 proposed utilization plan for the Naples Jet Center. Mr. Rozansky stated that the proposed utilization plan for 2025 was a draft and was not taken to the Board for approval. Mr. Rozansky noted that there were other airport projects that were developed differently than when they were first shown on the utilization plan.

He further noted that in the absence of specific criteria or language in the code--which there was none--the City accepted it for many decades according to that practice. Until a couple of months ago, the City never provided feedback that the process was insufficient. The resolution they have just approved provides clarification for moving forward. Mr. Rozansky stated that the history of the airport utilization plan is important, and he would provide it to the Board.

Mr. Owens assured Commissioner Burns that his concerns and some of the statements discussed would be reflected in the minutes. Vice Chair Cavanaugh cautioned that these concerns and statements are Commsisioner Burns' interpretation.

Commissioner Dustin asked how a new 2025 resolution by City Council related to past actions. He thought it was illogical for Commissioner Burns to draw a conclusion that the NAA had some responsibility in 2021 that the utilization plan did not include the Naples Jet Center in specificity that City Council would now like on June 18, 2025. Commissioner Burns explained his interpretation of the new resolution's last two whereas clauses. Commissioner Dustin noted the resolution, dated June 18, 2025, applied to projects going forward. He questioned how it created responsibility for actions taken in 2021. Commissioner Burns replied that staff had been aware of the 2021 plan under construction. Commissioner Dustin argued that a 2025 standard could not be retroactively applied. Commissioner Burns clarified that he was focused only on the Naples Jet Center. When asked what the exact issue was, Commissioner Burns stated that the City Council never reviewed and approved the current construction of the Naples Jet Center in an airport utilization plan. In response, Commissioner Dustin commented that City Council is expecting the NAA to dance on top of a pin.

Mr. Rozansky stated that an RFP process was issued in 2018. He said that it was done because the utilization plan was adopted in June 2018 by the City Council. That was the basis on which NAA staff initiated the RFP process. He said it had nothing to do with the 2021 utilization plan. He said the 2021 utilization plan was very clear about which new site-specific projects were being requested to be approved by the City. Right or wrong, that has been the practice for nearly three decades. Mr. Rozansky stated that the utilization plan appears to be a very streamlined airport layout plan. He said the airport layout plan is the technical document that comes out of a master plan. He intends to do more research on the utilization plan document, noting that he had not seen a plan of its kind in other jurisdictions. He said it is a unique document.

Commissioner Burns clarified that the 2021 utilization plan showed a completely different arrangement of the Naples Jet Center and a proposed new hangar. On the 2021 plan, it showed the existing office building which ended up being demolished. It also showed vacant land between the existing Naples Jet Center and what Mr. Rozansky is saying is a rectangle of a detached hangar. He noted that was not what was built as the office building was moved closer to the taxiway. The new hangar became attached to the new office building and the old hangar. He said in 2021, the Executive Director would have known that and should have put it in the 2021 utilization plan.

Mr. Rozansky stated that the site plan had not yet been submitted to the City but had been presented at NAA meetings multiple times – initially in December 2018, with an updated concept in December 2019, and additional presentations in 2020 and 2021. In June 2021, plans were presented to the City's design review board (first review), and a site plan application was submitted in December 2021 by the Naples Jet Center. Approval was granted in July 2022. He noted that although the NAA Board had approved the concept, it took time for Naples Jet Center and its team to finalize and submit plans to the City. The NAA didn't base the 2021 utilization plan on that

project because it was still going through the process but also because this process started with the City's prior approval in 2018 which is what the NAA relied upon. He said there was an evolution of the project, and it took many years. In between those years, the utilization plan had been updated again. He can understand the misunderstanding but simply because these processes were happening in parallel, based on how the process has been practiced for many decades, think any necessary approval hadn't been obtained. Commissioner Burns opined that it was not a misunderstanding, but a fact that Mr. Rozansky knew the plans for the Naples Jet Center in 2018 and did not put it on the 2021 utilization plan, which showed a detached hangar and which was not being planned. Mr. Rozansky said that NAA did not know the plans in 2018. The NAA only issued an RFP and there was a protracted process that took a couple of years. Mr. Rozansky said that he could provide a detailed timeline.

Vice Chair Cavanaugh suggested that providing a detailed timeline would be counterproductive for managing the NAA today and going forward. He felt the Board needed to deal with substantive issues. He said we have obtained direction by the City by virtue of the resolution and it was more important to add clarity around what the City would be looking for as long as it complies with all the regulations in the state and federal government. He stated that he looked forward to working harmoniously with City Council and staff making sure the projects are constructed properly for the benefit of all constituents.

Commissioner Crees said there is a lot of passion around this topic. He said what has happened has happened and what is done is done. He agreed that the NAA has a lot on our plates going forward and focus needs to be spent on that. He did not think an autopsy on the Naples Jet Center building would benefit anyone. He said at the end of the day, the City did issue a building permit.

Commissioner Dustin clarified that the lease was done for the whole site, with the City managing the permitting and construction processes. Mr. Rozansky said a lease was done with an obligation for the Naples Jet Center to obtain the necessary permits from the City, the FAA and stormwater. The lease was just for a parcel of land and would have been adopted at an NAA meeting. Commissioner Dustin stated that the NAA does not take responsibility for what the City's trained staff do. Mr. Rozansky said the NAA does have certain obligations to review in terms of maintaining a safe airport. However, it is clear in the lease that it is the tenant's responsibility to submit all plans and documents to the City for their review and approval.

Commissioner Burns found the lease in an email sent by Mr. Rozansky to him yesterday. He said it was signed by Naples Jet Center Holdings, February 18, 2021, and attached to the lease are Exhibits A, B, C and D. Exhibit B is a conceptual design for 377 Citation Point and that drawing is dated February 2, 2021. The NAA knew what the building was going to look like in the configuration in 2021. He questioned why it wasn't put on the utilization plan.

The consensus of the Board was to move forward.

Vice Chair Cavanaugh highlighted that the NAA was one of 21 organizations in Collier and Lee Counties to be awarded by Gulf Shore Business as one of the best places to work. He stated that Mr. Rozansky, his leadership team, and the entire staff are to be congratulated for this recognition.

Vice Chair Cavanaugh wished everyone a happy summer and looked forward to seeing everyone at the August Regular Meeting.

Q. ADJOURN

With no further business, the meeting adjourned at approximately 2:01 p.m.

Christopher A. Rozansky
Secretary

NOTE: Printed copies of all visual presentations and handouts are on file in the Executive Assistant's Office.

Discussion Draft – Short, Medium and Long-Term Strategies to Mitigate Aircraft Noise

Joint Policy Objectives	Actions	Current status/ Accountability (*)
1. **Reduce volume** of traffic and noise at the airport	• Initiate Part 161 study (NAA) • Joint meeting with FAA (NAA and City) • Evaluate a seasonal land use contour and alternative metrics (NAA and City)	• Awaiting Board direction • Need FAA cooperation
2. **Increase local control** by reducing the amount of federal oversight and control	• Assemble research on whether declining grants or taking other actions will reduce federal oversight (NAA and City lawyers) • Stop taking grants (NAA) • City-led lobbying of Congressional delegation for change in law (City and NAA) • Establish a coalition of airports to lobby for changes unique to seasonally-impacted communities (City and NAA)	• Research has started • Awaiting City directive to restart lobbying
3. **Renegotiate the terms of the lease** between the Authority and the City	• Agree on principal terms (NAA and City) • Negotiate new agreement (NAA and City) • Secure necessary approvals (including FAA) (NAA and City)	• Need to start negotiations • Council and Board need to appoint negotiating teams
4. **Determine** the feasibility of **relocating the airport** or **shifting some of its operations** to another airport	• Complete relocation study (NAA) • Initiate discussions with Collier County about shifting some operations to County airports (NAA) • Consider mechanisms to shift flights to RSW (NAA)	• Financial feasibility analysis complete, Board concluded study on June 19, 2025 • Need to engage Collier County
5. **Other innovative noise mitigation tools**	• Re-evaluate increased use and extension of Runway 14-32 (NAA)	• Awaiting Board Direction

(*) When the content warrants, reports will be presented to City Council and Authority meetings as a discussion item on the agenda.

Red Text – Additions based on feedback from City Council during their workshop on June 16, 2025

DRAFT

DICKMAN Law Firm

T: (239) 434-0840
(800) 380-7022
F: (239) 434-0940

May 19, 2025

Mayor Heitmann
Vice Mayor Hutchison
Council Member Kramer
Council Member Barton
Council Member Penniman
Council Member Christman
Council Member Petrunoff
CITY OF NAPLES
735 8th St S.
Naples, FL 34102

RE: Naples Airport Utilization Plan and Naples Jet Center Project Approval

Dear Mayor and Council Members:

At the May 7, 2025, City Council meeting, this office received your request for a legal opinion pertaining to the above referenced matter. More specifically, you asked substantially the following question:

Considering the applicable comprehensive plan provisions, codes, land development codes, regulations and the current process the City has in place for the approval of the Airport Utilization Plan, was the Naples Jet Center Project properly approved?

Summary:

Strictly construing the applicable provisions in the City's adopted comprehensive plan, the City Council did not specifically approve the Naples Jet Center Project. The specifics of the Naples Jet Center were approved by the Design Review Board, which was established by Ordinance 03-10047, adopted on May 7, 2003. Comparing the diagrams from the Design Review Board approval, the current configuration of the Naples Jet Center footprint is not consistent with the Utilization Plan approved by the City Council in 2021. The Utilization Plan is not intended to be a generalized map. Although we could not find a definition for "Utilization Plan," it's likely to be synonymous with "Airport Layout Plan" which is defined in the City's Land Development Code and Florida Statutes. Future utilization plans should have greater detail to more effectively identify the current and future development and location of the same. Additionally, any site-specific developments identified on the Utilization Plan as future development shall be submitted as a site-specific site plan for Council approval.

Background:

The City of Naples was founded in 1886, then established by special act of the State of Florida in 1923, and its charter was enacted in 1949. Within its municipal boundaries, aviation use evolved into an airfield occupied by the United States Army in 1945. The airfield was returned to the City of Naples and Collier County in 1947 until July 3, 1969, when by special act of the Florida

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

FINAL AGENDA

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

Thursday, June 19, 2025
8:30 a.m.

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

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. MINUTES

1. May 15, 2025, Regular Meeting Minutes

E. PUBLIC COMMENTS (5-minute limit)

F. PRESENTATIONS AND TIME CERTAIN ITEMS

1. Short, Medium and Long-Term Noise Mitigation Strategies
2. Trends in Jet Operations and Local Socioeconomics
3. Draft FY26 Strategic Plan
4. Airport Exploratory Study – Financial Feasibility Analysis

G. NOISE

1. Curfew Operations Communication Plan

H. CONSENT AGENDA

1. Assignment and Assumption of Leasehold Agreement from Cox Automotive LLC to Speed Jet Holdings, LLC
2. Assignment and Assumption of Leasehold Agreement from Speed Jet Holdings, LLC to 2345 Tower Drive LLC
3. Audit Firm Engagement Letter – FY 25 Audit Not to Exceed $55,000
4. Security Improvements Project Phases II & III - Task Order No. 3, Amendment No. 2 with AVCON, Inc. in an Amount Not to Exceed $112,457

5. Award of RFP for Floodproofing System to U.S. Flood Control (Tiger Dam) in an Amount Not to Exceed $259,370

I. ACTION ITEMS (Public comments accepted for each item; 5-minute limit)

1. Resolutions 2025-02 and 2025-03 for Federal Aviation Administration (FAA) and Florida Department of Transportation (FDOT) Grants to Participate in Construction of the North Road Terminal (NRT) Apron Improvements

2. Award North Road Terminal (NRT) Apron Improvements Project Bid to General Asphalt Company, in an Amount Not to Exceed $8,515,245

3. Third Amendment to Contract No. 22-5519, North Road Terminal Apron Improvements with Michael Baker International in an Amount Not to Exceed $509,842

4. Resolution 2025-04 for Florida Department of Transportation (FDOT) Grant for the Naples Airport Security Enhancements in the amount of $250,000

5. Amendment to Florida Department of Transportation (FDOT) Grant for the Taxiway Lighting Replacement in the Amount of $135,626

6. Second Amendment of Leasehold Agreement for Naples Jet Center Holdings, LLC

J. NEW BUSINESS

1. First Draft – FY 2026 Operating and Capital Expenditures Budget (With and Without Grants)

2. Executive Director's Performance Review

3. Authority Counsel's Performance Review

K. OLD BUSINESS

L. BOARD REPORT

1. Board Report

M. EXECUTIVE DIRECTOR'S REPORT

N. COUNSEL'S REPORT

O. PUBLIC COMMENTS (5-minute limit)

P. CORRESPONDENCE/COMMISSIONER COMMENTS & REQUESTS/MEETINGS

Q. ADJOURN

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Ken Warriner, Senior Director of Finance and Administration

Meeting Date: August 21, 2025

Re: **PRESENTATION**

2. Insurance Market Update

SUMMARY: Mr. Felipe Garcia, Senior Vice President with Alliant Insurance Services; Ben Sibley, Vice President with Alliant Insurance Services; and Josh Hallon, Vice President with World Risk Management, our primary insurance carrier, will provide an update of the current state of the market and the Authority's insurance strategy for our renewals on October 1, 2025.

BACKGROUND: Alliant has been the Authority's insurance broker since 2021. They provide oversight and guidance on the Authority's insurance programs and claims as well as market policies for renewal to the insurance markets annually. The presentation includes a listing of our policies up for renewal with current premiums and anticipated premiums for FY26.

COMMUNICATIONS PLAN: None associated with this item.

FINANCIAL IMPACT: None associated with this item. See Consent 1 - Insurance Renewal.



Naples Airport Authority

Program Review

August 21st, 2025

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Alliant Team Here Today



Felipe Garcia -
Team Lead



Ben Sibley -
Client Executive



Market Trends

By Product Line

Product Line	Pricing	Capacity	Retentions	Coverage
PROPERTY				
Challenged Exposures	↑	↑	↔	↔
Non-Challenged Exposures	↔	↑	↔	↔
Standalone Earthquake	↔	↓	↑	↓
Builder's Risk (Project Specific)*	↔	↔	↑	↓
CASUALTY				
General Liability	↔	↔	↔	↓
Automobile Liability	↑	↓	↑	↔
Workers' Compensation	↓	↔	↔	↔
Umbrella Liability	↔	↔	↔	↔
Excess Liability	↔	↔	↔	↔
Pollution Liability*	↔	↔	↔	↓
MANAGEMENT & PROFESSIONAL				
Cyber	↓	↑	↔	↔
Employment Practice Liability	↔	↔	↔	↔
Fiduciary	↑	↔	↑	↔
Fidelity/Crime	↔	↔	↔	↔

*Denotes Construction-Specific Product Line

Color Key

As a buyer, is that movement positive, neutral, or something that could present a challenge during my renewal?

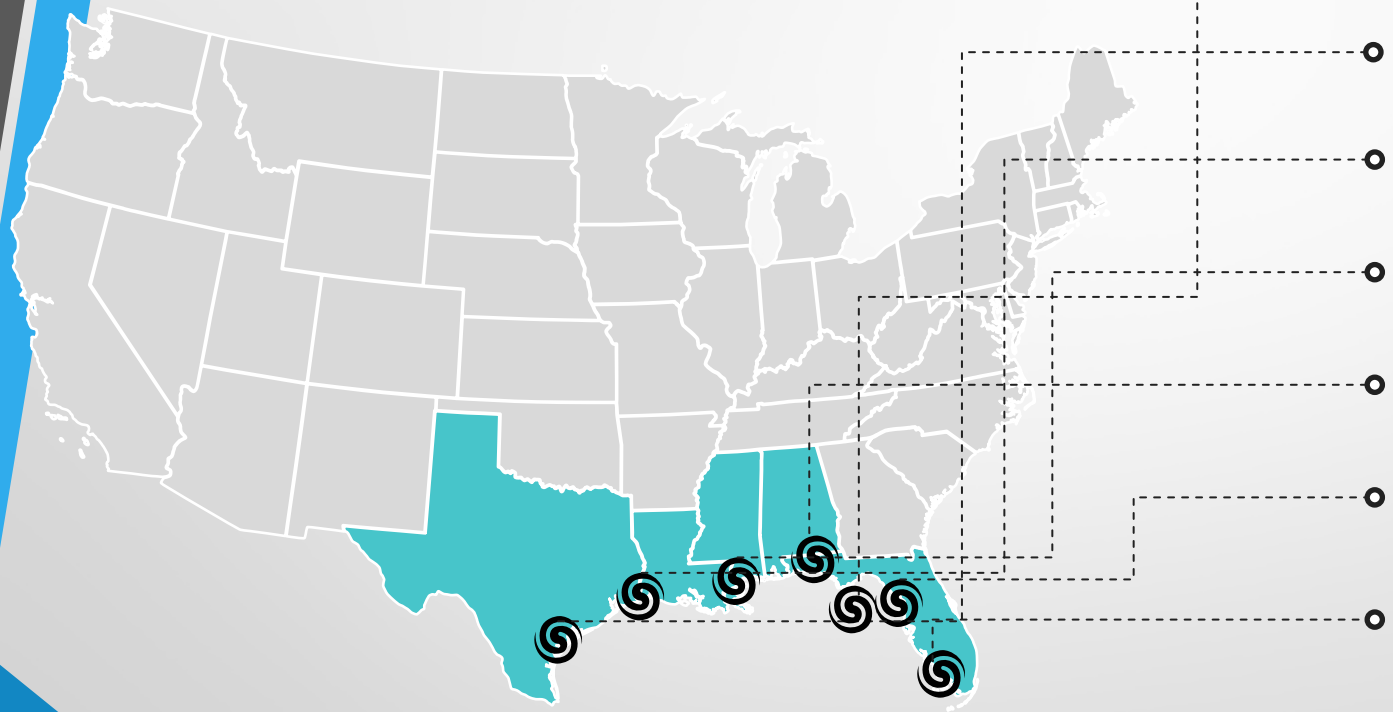
- Positive change
- Neutral/No change
- Potential Challenge

Arrow Key

What direction are pricing, capacity, limits, deductibles and coverage moving?

- ↑ Increasing
- ↔ Stabilizing/No change
- ↓ Decreasing

US Gulf Coast Gets Eight Years of Battering From Cat 4/5 Storms



$193B In Insured Losses

Aug 2023
Idalia Cat 3 | 125 mph
$52.5B *Insured Loss*

Aug 2017
Harvey Cat 4 | 134 mph
$33.11B *Insured Loss*

Aug 2020
Laura Cat 4 | 149 mph
$19B *Insured Loss*

Aug 2021
Ida Cat 4 | 149 mph
$36B *Insured Loss*

Oct 2018
Michael Cat 5 | 160 mph
$14.2B *Insured Loss*

Sep 2022
Ian Cat 4 | 150 mph
$52.5B *Insured Loss*

Sep 2017
Irma Cat 4 | 130 mph
$33B *Insured Loss*

Source: Insurance Information Institute, figures adjusted for inflation

Renewal Outlook



Continued scrutiny of data (SOV, COPE, ITV with Increased Construction Cost)

- *Must go to market with a compelling narrative*
- *Emphasis on data quality will not be going away any time soon*

Increased retentions and caps on certain types of exposure

- *Programs that have <u>not</u> undergone changes over the course of the last few renewal cycles may face scrutiny, particularly on Windstorm & Severe Convective Storm*
- *Separate, increased Water Damage deductibles are gaining momentum*

Rate outcomes are highly dependent on remainder of 2025 Wind Season and individual client losses

Underwriter submission activity remains high – imperative to engage early and access global market

- *For the first time in a number of renewal cycles, there are new markets writing in the property sector*
- *Many markets are targeting premium growth for the first time in several years, which should have positive impact on renewal results*

Regional Underwriting: Property markets are affected differently across the nation

- *e.g., West: Wildfire/Earthquake, East: Hurricanes, Midwest: SCS, etc.*

Public Entity Space – opportunity to return to previous program limits or increased if budget allows

NAA 24-25 Renewal Recap



- Property
- Terrorism
- Boiler and Machinery
- Package
- Cyber
- Workers Compensation
- Crime
- Fiduciary
- Pollution
- Airport Liability
- Flood

PRM

Property Summary

Property	Oct 1, 2024-25	Oct 1, 2025-26 ESTIMATES	Difference
Values	$98,864,217	$108,058,589	9.30%
Premium	$569,979	$632,677	11%
Deductible	$250,000 AOP $250,000 All Other Flood 5%/$250,000 minimum Named Storm $1,000 APD	$250,000 AOP $250,000 All Other Flood 5%/$250,000 minimum Named Storm $1,000 APD	0.0%
Rate	0.576	0.586	1.65%

Property Values increased 9.30%

PRM

Package Summary

$2M CSL
Auto Liability

$2M/6M
Public Officials Liability

$2M/$6M
Employment Practices Liability

Package	October 1, 2024-25	October 1, 2025-26 ESTIMATES	Difference
Limits	$2,000,000 Auto $2M/$6M PO and EPLI	$2,000,000 Auto $2M/$6M PO and EPLI	0.0%
Premium	$92,803	$103,011	11.0%
Deductible	$0	$0	0.0%

- Maintained the expiring $2M Auto and $2/$6M PO and EPLI limit
- Maintained expiring retentions of $0
- Increase in premium due to increase in vehicles, payroll and employees

Beazley

Cyber Summary

Limit of Liability	
$5,000,000 Aggregate Limit Liability Expense: $5,000,000 for Liability Costs / PCI Costs / Regulatory Costs / Media First Party Loss: $5,000,000 for Business Interruption Loss / Data Restoration Loss / Extortion Loss $250,000 Cyber Crime Loss $50,000 Criminal Reward Costs Coverage Endorsements $5,000,000 for Cryptojacking - $25,000 retention $100,000 Invoice Manipulation - $25,000 retention $5,000,000 Computer Hardware Replacement Cost $5,000,000 Reputation Loss - $25,000 Retention $250,000 Contingent Bodily Injury	Each Claim Retention - $25,000

Cyber Liability	October 1, 2024-25	October 1, 2025-26	Difference
Limits	$5,000,000	$5,000,000	0%
Retentions	$25,000	$25,000	0%
Waiting Period	8 hours	8 hours	0%
Premium	$31,330	$28,280	- 10.79%

PRM

Workers' Compensation

	October 1, 2024-25	October 1, 2025-26 ESTIMATES	Difference
Employees	119+	123+	3.43%
Payroll	$12,400,000	$12,825,320	3.43%
Rate	0.0245530	0.02635	7.32%
Premium	$304,457	$337,947	11.0%

- Statutory Limit
- Employers' Liability $2M Each Accident $2M Each Employee for Disease
- Broad Form All States Endorsement
- Maritime Coverage Endorsement
- Voluntary Compensation Endorsement

*premium and values at time of binding

Airport Liability Summary

Limit of Liability	
$100,000,000 Each Occurrence $100,000,000 Products & Completed Operations Aggregate $50,000,000 Personal & Advertising Injury Annual Aggregate $50,000,000 Malpractice Annual Aggregate $100,000 Premises Rented $10,000 Medical Payments $15,000,000 Hangarkeepers – One Occurrence $15,000,000 Hangarkeepers – One Aircraft $100,000,000 Non-Owned Aircraft Liability Any One Occurrence	Coverage A: $5,000 Property Damage $25,000 Property Damage to Aircraft Coverage D: $25,000 Each Aircraft

Airport Liability	October 1, 2024-25	October 1, 2025-26	Difference
Limits	**$100M/$100M**	**$100M/$100M**	**0%**
Surplus Lines Taxes & Fees	**Included**	**Included**	
Total Premium	$204,007	$210,382	3.12%

Alliant has spoken with other carriers, STARR, AIG, QBE, etc and with NAA's 400+% loss ratio these carriers don't want to write the account right now and CHUBB is being very aggressive despite the loss ratio.

Premium Comparison

Line of Coverage	Carrier	2024/2025	2025/2026	% Change
Property	PRM*	$569,979	$632,676	11%
Terrorism	Lloyd's of London	$15,000	$16,500	10%
B&M	Hartford	$4,046	$4,572	13%
Package	PRM*	$92,803	$103,011	11%
Cyber	Beazley	$31,330	$28,280*	- 10.79%
WC	PRM*	$304,457	$337,947	11%
Crime	AIG	$5,920	$5,914*	- 0.10%
Fiduciary	Hudson	$3,962	$3,934*	- 0.69%
Pollution	Indian Harbor	$8,531	$8,531*	0.00%
Airport Liability	Chubb	$204,007	$210,382*	3.12%
Flood	Hartford	$18,558	$21,849*	16.55%
Total		**$1,258,593**	**$1,373,596**	**9.14%**

*PRM = Public Entity Risk Management Authority
*Renewal Quotes Received

PRM – Public Risk Management

- 35+ years in assisting Florida Governments
- Exclusive to Florida counties, cities, towns, airports, and special districts.
- 55+ Florida Government clients
- Geographical Spread of Risk

Q&A

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Alliant | The More Rewarding Way to Manage Risk

www.alliant.com
specialty@alliant.com

Alliant

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Miguel Carballo, Director of Planning and Development

Meeting Date: August 21, 2025

Re: **PRESENTATION**

3. North Road Terminal Interior Improvements

SUMMARY: Nathalie White, Principal at Schenkel Shultz, will provide an update on the design and schedule for the North Road Terminal (NRT) Interior Improvements project.

BACKGROUND: Schenkel Schultz was retained under the Naples Airport Authority's on-call architectural consultant agreement to design improvements to the North Road Terminal (NRT). On August 17, 2023, following the NRT Discovery Phase presentation, the Board endorsed proceeding with design plans for limited renovations. Task Order 2 was approved on September 25, 2023; and at the February 15, 2024 meeting, the Board approved Amendment 1. The project was divided into two phases:

- **Phase 1** includes exterior improvements such as canopy upgrades, storefront glazing replacement, roof rehabilitation, exterior painting, landscaping, and security enhancements. The Board awarded the Phase 1 contract to Manhattan Construction on June 20, 2024. Project completion is anticipated by December 2025.
- **Phase 2** will focus on interior renovations, staying within the limits set by FEMA's 50 Percent Rule. The proposed scope includes new ceilings and lighting, updated flooring, refinished columns, revised casework for the car rental area, a new art wall, and upgraded customer amenity spaces such as a coffee station and market area.

The City of Naples Comprehensive Plan, Future Land Use Element, Development Guidelines, Objective 7, includes the following policies relevant to this project:

- Policy 7-5: The Naples Airport should present the best possible image as an aviation gateway to the community.
- Policy 7-6: Emphasize the maintenance and enhancement of existing facilities before the development of additional facilities.

Schenkel Schultz will present conceptual designs and provide a project status update in preparation for bidding and construction during FY 2026.

COMMUNICATIONS PLAN: Not applicable at this time.

FINANCIAL IMPACT: The project budget is estimated at $3,625,000, in accordance with the FEMA 50% Rule, and is included in the proposed FY 2026 capital budget.



North Road Terminal

Renovation Update

08.21.2025

Naples AIRPORT

SCHENKEL SHULTZ

Project Development Progress

Phased Approach

Phase 1 - Exterior Scope UNDER CONSTRUCTION
Exterior Building Envelope, Exterior Storefront, new Vestibule, Roof, HVAC, Canopies, Site Work and Landscaping

PHASE 1 EXTERIOR SCOPE

Awarded to Manhattan Construction Company
Construction Amount: $ 5,283,946

November 2024 – Construction Commenced
December 2025 – Anticipated Completion Date



Proposed Airside Entry

Phase 2 - Interior Scope DESIGN PHASE
Interior renovation of Lobby, Waiting Areas, Car Rental, Grab-N-Go Café, Interior Finishes, Ceilings, Low-Voltage, Lighting and Furniture

PHASE 2 INTERIOR SCOPE



Proposed Interior

Naples AIRPORT

SCHENKEL SHULTZ

Phase I Construction Progress

Work Completed to Date:

- Demolition of existing canopies
- Evaluation of exposed wood structural elements
- Replacement of damaged structural columns and beams
- Ongoing construction of the landside canopy

Remaining Work to be Completed:

- Completion of landside canopy construction
- Construction of airside canopy
- Replacement of exterior lighting fixtures
- Window and door replacements
- Exterior painting
- Site work and landscaping improvements
- Replacement of rooftop HVAC equipment

Anticipated Completion Date:

- December 2025





Naples AIRPORT

SCHENKEL SHULTZ

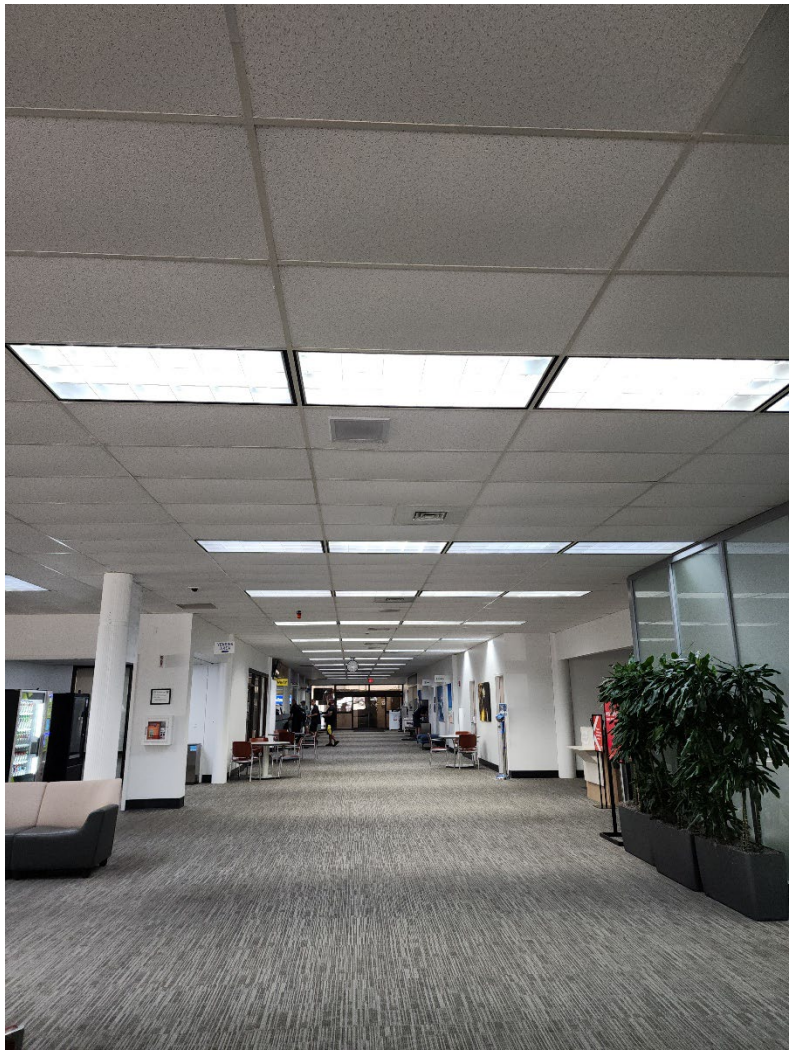
Existing Interior Conditions

Limited Renovations

The Interior of the NRT has seen only limited improvements since the building was constructed in 1982:

- New carpet in 2017
- Limited renovation in 2021 to convert space from commercial use to FBO use
- Bathrooms remodeled in 2021
- Obsolete low-voltage technology
- Outdated aesthetic





Existing Interior

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SCHENKEL SHULTZ

New interior design

Entry and Waiting Area

- New ceiling and lighting
- New floor finishes
- Refinish existing columns
- New art wall
- HVAC Building Automation





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Car Rental Entry

Scope of Work:

- New ceiling and lighting
- New floor finishes
- Refinish existing columns
- New Car Rental Casework and layout



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SCHENKEL SHULTZ

Market, Corridor and Passenger Lounge

Scope of Work:

- New ceiling and lighting
- New floor finishes
- Refinish existing columns
- New Market area





Naples AIRPORT

Timeline

Budget & Schedule

Budget to be 50% limit of
Pre-Construction Value ($5,250,000)
Estimated Phase I Value* ($7,250,000)

Estimated FEMA 50% Cap:
= $3,625,000.00 ***+ Phasing/Soft Costs***

****Value subject to updated certified appraisal***

Activity	Date
Architect to Submit Final Bid Package to Airport	Friday, September 5, 2025
Invitation to Bid (ITB) Issue Date	Monday, September 15, 2025
ITB Submittal Deadline (Bid Opening)	Thursday, October 30, 2025
Board Approval	Thursday, November 20, 2025
Permitting & Procurement	November 2025 – April 2026
Construction Start**	May 2026
Construction Completion	October 2026

**As part of the planned construction phasing, we will coordinate with NRT tenants to minimize operational impacts. The current approach includes relocating NetJets operations to the GAT and providing a temporary trailer to support rental car services.

Naples AIRPORT

SCHENKEL SHULTZ

North Road Terminal Refresh Updates

08.21.2025

Questions and Comments?

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Justin Lobb, Deputy Director of Aviation

Meeting Date: August 21, 2025

Re: **PRESENTATIONS AND TIME CERTAIN ITEMS**

4. Draft FY26 Strategic Plan

SUMMARY: Presentation and Board discussion regarding the Draft Strategic Plan for FY26.

BACKGROUND: The Strategic Plan serves as the roadmap for the Naples Airport Authority (NAA), guiding organizational policy, culture, operations, and community engagement. It drives the development of key projects and initiatives and plays a central role in shaping both the operating and capital budgets.

At the April 2025 Workshop Meeting, the Board participated in a strategic planning focus group and reached consensus on key initiatives for FY26. Since then, additional focus groups have been conducted with employees, customers and tenants, vendors and contractors, and the Noise Compatibility Committee (NCC). A Leadership Team Retreat was held in June 2025 to further refine strategic priorities and develop the operating scorecard.

Ms. Mina Merkel, NAA's strategic planning consultant, will present a summary of focus group findings and share draft revisions to the Strategic Plan. Board discussion and "feed-forward" on the proposed updates will be encouraged during the meeting.

Following this review, final adoption of the Strategic Plan and Operating Scorecard is anticipated at the September 2025 Regular Meeting.

COMMUNICATIONS PLAN: Board input will be made available to staff and will serve to refine the Strategic Plan and Operating Scorecard. Key milestones will be communicated to staff and stakeholders to ensure a robust and engaging process.

FINANCIAL IMPACT: Costs associated with creating the Strategic Plan were anticipated in the FY 2025 budget.

Naples AIRPORT

August 21, 2025

Strategic Plan Update

PRESENTED BY

Justin Lobb, Deputy Director of Aviation

Mina Merkel Consulting

Where we are in the process

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April/ May	• Focus Groups
June	• Leadership team retreat
July	• Staff identifies operational actions and develops operating scorecard
August	• Updated Draft strategic plan & operating scorecard
Sept.	• Final adoption of strategic plan & operating scorecard

AGENDA

- Focus Group Executive Summary
- Key Strengths Identified
- Stakeholder Concerns & Areas for Improvement
- Actionable Recommendations
- Draft Strategic Plan & Scorecard

APRIL 22, 2025 BOARD WORKSHOP - RECAP

Opportunities Consensus

1) Decisive plan for the airport relocation to either relocate, close, or lease renegotiation
2) Address noise issues with the FAA, City, and community
3) Strengthen relations and communications with City Council and community
4) Maintain and emphasize safety as a core value.
5) Develop a long-term regional airport strategy.
6) Ensure resiliency planning and financial integrity.



APRIL 22, 2025 BOARD WORKSHOP - RECAP

Threats Consensus

1) Perception of City micromanagement and governance tension
2) Community concerns (noise, pollution, vocal minority)
3) Weather events, natural hazards
4) Perception of safety concerns
5) Failure to communicate the airport's value, or lack of engagement by the FAA
6) Flight procedures and its operational effectiveness.



KEY STRENGTHS IDENTIFIED by stakeholders

Community Engagement & Communication

- Active public outreach on noise studies
- Transparency and compliance with the Sunshine Law
- Meaningful community engagement and responsiveness

Operational Excellence

- Strong safety culture, proactive problem solving and responsive leadership
- Overall reduction in curfew violations
- Clean and well-maintained grounds, including the observation area

Strategic & Financial Stewardship

- Strong partnerships with community agencies
- Investment in noise mitigation and infrastructure

People & Culture

- High employee pride, professionalism and ethics

KEY OPPORTUNITIES by stakeholders

Noise & Curfew Compliance

- Frustration with curfew violations and perceived leniency
- Desire for stricter enforcement or meaningful penalties

Communication Gaps

- Requests for clearer, more accessible updates
- Suggestions to simplify technical data for non-specialists

Long-Term Planning & Transparency

- Calls for greater visibility into long-term noise and flight path strategy
- Skepticism about timelines and follow-through on public input
- Avoiding misallocated resources (eg: relocation study)
- Desire by tenants for infrastructure improvements
- Uncertainty about long-term plans negatively impacting staff morale and tenant/business planning

Environmental & Livability Impact

- Concerns about aircraft noise on community quality of life
- Expectations for stronger alignment with city planning and zoning

BOARD WORKSHOP – APRIL 22

Strategic Priorities Consensus….. *Analysis: many seem short-term or operational*

1) Build trust and strengthen relationships with the City and community (SHORT TERM)

2) Mitigate noise and adverse environmental effects with stakeholders and the FAA (ONGOING BUT NOT STRATEGIC)

3) Craft and share a regional vision for the airport and future of aviation (STRATEGIC)

4) Maintain and enhance the airport's financial and operational resiliency (OPERATIONAL)

5) Determine and communicate a long-term direction on relocation (CONDLUDED IN FY25), lease renegotiation, or closure



BOARD LEVEL STRATEGIC PRIORITIES

- Customer Service Vision and Purpose defining the airport's long-term aspirations
- Growth and development of Collier County and economic development and redevelopment of the coastal region will affect the economic forecast, which is likely increase aviation demand
- Financial sustainability will be affected by the decision on whether grants are taken or not, whether other funding opportunities and partnerships are pursued or not
- Encouraging technology and innovation
- Community and stakeholder engagement, find common ground with the City and opportunities for collaboration with Collier County

PROPOSED STRATEGIC INITIATIVES – FOR CONSIDERATION

What the Board can do?

1) **Establish common ground and action plan with the City for short, medium, long-term priorities**
   a) Long-term financial and regulatory implications of federal grant participation
   b) Noise Mitigation/Part 161 Study
   c) Joint Lobbying Effort
   d) Comprehensive Plan Update
   e) Lease renegotiation
   f) Runway 14-32 Extension Feasibility

2) **Foster a regional vision for airports and future of aviation, adapting as aviation trends evolve, to meet the needs of the aviation community.**

3) **Enhance the airport's long-term climate resiliency to address future environmental risk**



PURPOSE AND VISION STATEMENTS

FY 2017 - 2021

Vision Statement

Connecting people to the Paradise Coast through an exceptional airport experience

Mission Statement

We serve to develop and maintain the Naples Airport with a commitment to enhancing the quality of life throughout the community.

- Desire to Update
- Revised at Leadership Team Retreat
- Board input requested

FY 2021 - 2025

Our Purpose

Connecting you to Naples through an exceptional Airport experience.

Customer Service Vision:

First and lasting impression of excellence



Purpose Statement

Connecting you to Naples through an exceptional Airport experience.

Proposed ideas:

1. To provide a safe, efficient, and financially sustainable airport that best serves the overall interests of the community. *(Incorporates elements of City Comprehensive Plan, Future Land Use Element, Objective 7)*
2. Your safe, efficient and conveniently located gateway to Naples and an exceptional quality of life.
3. Connecting you to Naples and a higher quality of life.
4. Your gateway to Naples and a higher quality of life.

Vision – Where does it fit in?



Customer Service Vision

First and lasting impression of excellence

Proposed ideas:

1. Excellence from arrival to departure.
2. To provide an exceptional experience from arrival to departure.
3. To provide a first and lasting impression of excellence

FIVE YEAR OBJECTIVES FROM 7 YEARS AGO (MAY 2018)

VISUALIZE THE FUTURE

Diversify revenue to maximize and create opportunities for financial sustainability
- Competitive fuel pricing

Promote a culture to maximize aviation, public, and workplace safety
- Safety management system

Improve employee satisfaction
- Employee appreciation development and succession
- Reinvest and develop formal training program (all around – C.S./safety)

Master Plan Completion/Adoption
- Increase/efficient use of space & ramps
- Highest and best use of land
- Improve/expand GAT

Streamline processes/document management

Earn #1 FBO ranking

Improve community experience

Strengthen community partnerships

Develop business continuity plan

NAA is a model for peers

Actively monitor and influence local, state and federal legislation

DRAFT STRATEGIC PLAN

- **Purpose and Vision Statements included**
  - To be updated in next draft
- **Retain Goals & Values**
  - Goals serve as basis of annual operating scorecard, and statutorily required objectives/performance standards
- **Addition of Strategic Priorities**
  - Serves as strategic scorecard



City of Naples
Comprehensive Plan Update



naples2045.com

Ensure the Naples Municipal Airport is managed in a manner which will best serve the overall interests of the community.

- **Policy 7-1:** Prevent potential incompatibilities in land use surrounding the airport through zoning and land use planning.
  - Policy 7-1.1: Land outside of the airport site and located within the 60 LDN contour area shall require site plan approval by City Council.
  - Policy 7-1.2: The Naples Airport Authority and City Council will meet quarterly annually for review and comment on proposed airport budget and development.
  - Policy 7-1.3: Prohibit any construction within the runway safety areas off of the airport property which would create potential safety hazards.
- **Policy 7-2:** Protect the water quality of Naples Bay by reducing the effects of runoff.
  - Policy 7-2.1: Utilize a combination of existing wetlands, created wetlands, and other stormwater management technology, as appropriate, to manage stormwater runoff consistent with South Florida Water Management District (SFWMD) regulations.
  - Policy 7-2.2: Future development within airport boundaries shall be required to include a stormwater management system to meet the 25-year, three-day storm event standard.
- **Policy 7-3:** Protect the quality of life in the community by implementing and enforcing appropriate and legal noise abatement procedures through the work of the Naples Airport Authority.
- **Policy 7-4:** Development within the "Future Development Designation" as delineated on the Overall Utilization Plan will require site plan approval by City Council.
- **Policy 7-5:** The Naples Airport should present the best possible image as an aviation gateway to the community.
  - Policy 7-5.1: Maintain landscaping and aesthetic improvements along Airport Road and North Road frontage as delineated on the Overall Utilization Plan.
- **Policy 7-6:** Emphasize the maintenance and enhancement of existing facilities before the development of additional facilities.

BOARD STRATEGIC PRIORITIES - SCORECARD

PRIORITIES	TIMEFRAME	ACTION
Establish common ground and action plan with the City for short, medium, and long-term priorities to reduce aircraft noise. [Refer to Matrix for additional details]	Short Term (1 Year)	Develop a 20-year airport financial plan with scenarios both with and without federal grants; assess impact on FAA oversight and report findings.
		Determine the merits of conducting a Part 161 study
		Conduct a joint NAA/City meeting with FAA
		Re-evaluate extension of Runway 14-32
		Collaborate with City Council to develop language to update Policy 7 of the Naples Comprehensive Plan
		Assess lease renegotiation feasibility and develop a set of principal terms by September 2026
	Medium Term (1-5 years)	Establish a joint City/NAA congressional lobbying strategy to advocate for changes affecting local control, with updates reported semi-annually
Conceptualize a regional vision for airports and the future of aviation to meet the needs of the community	Short Term (1 Year)	Initiate discussions with Collier County and LCPA to explore options for realigning or shifting specific aviation operations, with recommendations due by September 2026
	Medium Term (1-5 years)	Conduct electrification master plan
Enhance airport climate resiliency to address future environmental risks	Medium Term (1-5 years)	Commence a resiliency study, identifying vulnerabilities and long-range strategies to mitigate adverse impacts.

OPERATING PLAN GOALS CONSIDERATIONS



Ensure safe, efficient operations through compliance, emergency readiness, maintenance and best practices



Track efficiency, service quality, and effectiveness through performance metrics



Provide staffing, equipment and resources for operations and staff development



Engage community and stakeholders to strengthen relationships



Promote sustainability through environmental stewardship

OPERATING SCORECARD - DRAFT

GOAL 1 Provide a safe, modern and efficient airport	
OBJECTIVE	**ACTION**
Maximize safety culture and operational excellence	Conduct, implement and monitor 12 Safety Risk Management (SRM) Analyses
	Complete daily 139 self inspections with zero unmitigated discrepancies.
Develop and maintain facilities that present the best possible image as an aviation gateway to the community (Comp Plan Policy 7-5)	Prepare Facility/asset management plan
	Capital project phase and schedule executed as approved by the Board (listed in Financial statements)
Provide exceptional service that consistently exceeds FBO customer expectations	"Overall excellent" service rating 93% of above achieved

OPERATING SCORECARD - DRAFT

Goal 2 Maintain financial sustainability through transparency and innovation.

OBJECTIVE	ACTION
Ensure integrity of financial reporting	Clean audit opinion obtained with no unmitigated findings
Meet annual budgeted operating margin to fund future capital and maintenance needs	Operating margin of 7.9% exceeded* *[Based on August budget draft]*
Leverage technology for data-driven decision making	Identify and implement 3 Artificial Intelligence (AI) tools and provide targeted staff training
Safeguard data and information systems.	Conduct cybersecurity tabletop exercise with no unmitigated findings



OPERATING SCORECARD - DRAFT

GOAL 3 Equip employees to excel today and in the future	
OBJECTIVE	**ACTION**
Enhance employees' professional development and well-being	Non-exempt job descriptions updated with clear career-progression details.
	Formalize leadership onboarding and development program.
	80% of employees attended 3 events involving financial, physical or emotional health.

GOAL 4 Be an engaged community partner	
OBJECTIVE	**ACTION**
Cultivate stakeholder relationships	Implement 65 engagement events.
	Assess program effectiveness through post-event surveys, report findings and develop recommendations

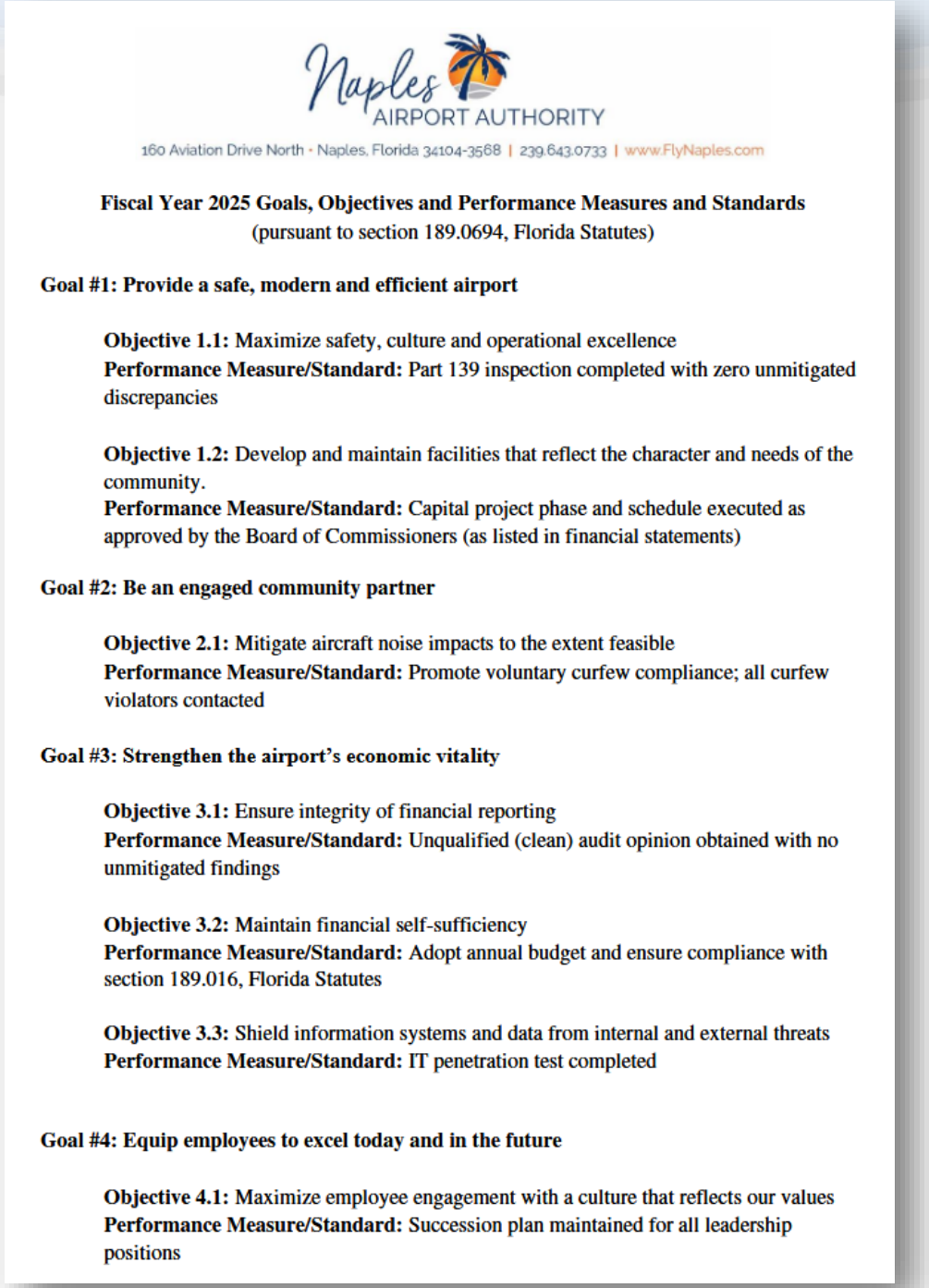
OPERATING SCORECARD - DRAFT

Goal 5 Protect the environment and quality of life	
OBJECTIVE	**ACTION**
Mitigate aircraft noise impacts to the extent feasible	Develop conceptual noise abatement departure procedures.
	Promote 100% voluntary curfew compliance; all curfew violators contacted
Strengthen facilities and future projects against climate impacts	Prepare climate resiliency standards for airport development projects.
Enhance Water quality through best management practices	Formalize and commence stormwater Maintenance program

STATUTORY REQUIREMENT – GOALS, OBJECTIVES & PERFORMANCE MEASURES

- Section 189.0694, Florida Statutes
  - Enacted during 2024 Legislative Session and became effective July 1, 2024
  - By October 1, 2024 - All special districts must establish goals, objectives and performance measures for each program/activity undertaken by the District
    - **Adopted by the BOC September 19, 2024**
    - **FY25 Goals Published October 1, 2024**
  - By December 1st of each year thereafter, all special districts must publish a report of the goals/objectives achieved, performance measures used and any goals/objectives not met
    - **FY25 results will be reported at November board Mtg**

Source: Statutes & Constitution :View Statutes : Online Sunshine (state.fl.us)



Naples AIRPORT AUTHORITY

160 Aviation Drive North · Naples, Florida 34104-3568 | 239.643.0733 | www.FlyNaples.com

Fiscal Year 2025 Goals, Objectives and Performance Measures and Standards
(pursuant to section 189.0694, Florida Statutes)

Goal #1: Provide a safe, modern and efficient airport

Objective 1.1: Maximize safety, culture and operational excellence
Performance Measure/Standard: Part 139 inspection completed with zero unmitigated discrepancies

Objective 1.2: Develop and maintain facilities that reflect the character and needs of the community.
Performance Measure/Standard: Capital project phase and schedule executed as approved by the Board of Commissioners (as listed in financial statements)

Goal #2: Be an engaged community partner

Objective 2.1: Mitigate aircraft noise impacts to the extent feasible
Performance Measure/Standard: Promote voluntary curfew compliance; all curfew violators contacted

Goal #3: Strengthen the airport's economic vitality

Objective 3.1: Ensure integrity of financial reporting
Performance Measure/Standard: Unqualified (clean) audit opinion obtained with no unmitigated findings

Objective 3.2: Maintain financial self-sufficiency
Performance Measure/Standard: Adopt annual budget and ensure compliance with section 189.016, Florida Statutes

Objective 3.3: Shield information systems and data from internal and external threats
Performance Measure/Standard: IT penetration test completed

Goal #4: Equip employees to excel today and in the future

Objective 4.1: Maximize employee engagement with a culture that reflects our values
Performance Measure/Standard: Succession plan maintained for all leadership positions

STATUTORY REQUIREMENT – GOALS, OBJECTIVES & PERFORMANCE MEASURES

- The overall strategic plan is guided by SMART objectives, designed as ambitious stretch goals, while the statutory requirements are broader in scope, focusing more on objective, operational aspects. As such, certain objectives and outcomes will be utilized and formatted in a report to satisfy the statutory requirement, as proposed for discussion:

Goal #1: Provide a safe, modern and efficient airport

Objective 1.1: Maximize safety, culture and operational excellence
Performance Measure/Standard: Complete daily airfield (139) inspections with zero unmitigated discrepancies

Goal #2: Strengthen financial sustainability through transparency and innovation

Objective 2.1: Ensure integrity of financial reporting
Performance Measure/Standard: Clean audit opinion obtained with no unmitigated findings

Objective 2.2: Maintain financial self-sufficiency
Performance Measure/Standard: Adopt annual budget and ensure compliance with section 189.016, Florida Statutes

STATUTORY REQUIREMENT – GOALS, OBJECTIVES & PERFORMANCE MEASURES

Goal #3: Equip employees to excel today and in the future

Objective 3.1: Enhance employee's professional development and well-being **Performance Measure/Standard:** Non-exempt employee roles updated to reflect clear career progression details

Goal #4: Be an engaged community partner

Objective 4.1: Cultivate stakeholder relationships
Performance Measure/Standard: Implement 65 engagement activities

Goal #5: Protect the environment through proactive noise management and resiliency planning

Objective 5.1: Mitigate aircraft noise to the extent feasible
Performance Measure/Standard: Promote 100% voluntary curfew compliance, all curfew violators contacted

NEXT STEPS

Naples AIRPORT

August

- Board "Feed-forward" incorporated

September

- Final adoption of strategic plan & operating scorecard

October

- Strategic Plan Effective 10/1

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Ken Warriner, Senior Director of Finance and Administration

Meeting Date: August 21, 2025

Re: **CONSENT AGENDA**

1. Renew Insurance Policies in an Amount Not to Exceed $1,373,596

SUMMARY: Authorize the Executive Director to renew the insurance policies listed below through the Authority's insurance broker, Alliant Insurance Services, Inc. (Alliant), for the 2025-2026 policy year. The total estimated annual premiums for October 1, 2025, to September 30, 2026, including broker fees, is not to exceed $1,373,596. All the Authority's major insurance policies renew on October 1st.

BACKGROUND: The below insurance coverages are proposed to renew on October 1, 2025. Alliant and staff reviewed which policies to competitively bid. The Authority's main policies with Public Risk Management (PRM) and Chubb were last bid out in 2022. PRM is an insurance pool of 60 other Florida governmental agencies. NAA has been a member of the pool for the last three years.

Based on what Alliant has seen with other client renewals and the open claims we have with both carriers, Alliant and Authority management recommend not going out to bid for the policies with PRM and Chubb.

Coverage and Carrier	Premium
Property – Public Risk Management	$ 632,676
Workers Compensation – Public Risk Management	$ 337,947
Package Policy (Auto, Employment Practices Liability, Public Officials Liability, Inland Marine) – Public Risk Management	$ 103,011
Airport Liability – Chubb	$ 210,382
Cyber & Ransomware – TBD	$ 28,280

Flood	$ 21,849
Terrorism – Lloyds of London	$ 16,500
Pollution (3-year policy – annual amount shown)	$ 8,531
Crime - Alliant	$ 5,914
Boiler and Machinery – Hartford	$ 4,572
Fiduciary – Fiduciary Liability Insurance Program (Alliant program)	$ 3,934
Total renewal for the period 10/1/2025 – 9/30/2026	**$ 1,373,596**

Overall, premiums increased by $115,003 or 9%, from the prior year primarily due to an increase in our insured property values and for workers compensation due to an increase in payroll. In addition, we pay Alliant a broker fee of $60,000 per year.

COMMUNICATIONS PLAN: Not applicable.

FINANCIAL IMPACT: These insurance premiums are included in the FY 2026 budget.

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Ken Warriner, Senior Director of Finance and Administration

Meeting Date: August 21, 2025

Re: **CONSENT AGENDA**

2. Phone System with Nextiva Not to Exceed $154,957

SUMMARY: Request Board authorization for the Executive Director to execute a three-year agreement with Nextiva for the purchase, installation, training and support for a new phone system at the airport. The upfront capital costs are $10,141, and the annual recurring operating costs are $43,272 a year. The total 3-year contract cost is $139,957. A $15,000 contingency is included in the total not to exceed $154,957.

BACKGROUND: The existing phone system, installed in 2015 at a capital cost of $157,000, currently incurs approximately $55,000 in annual service and support expenses. It operates using copper lines from Centurylink (Lumen) connected to the airport's network infrastructure. This outdated technology results in frequent dropped calls, limited reporting functionality, no mobile integration, and obsolete hardware - all of which negatively affect customer service and internal operations.

Staff, in collaboration with its IT managed service provider, Entech, evaluated several replacement options based on user needs. Nextiva emerged as the preferred solution and is available through a government purchasing contract. The proposed system is a fully digital, cloud-based platform that utilizes the airport's existing IT infrastructure. It will connect through the airport's primary fiber internet provider and is supported by a redundant secondary fiber backup system, ensuring greater reliability and continuity of service. The new system is expected to reduce operating costs by approximately $10,000 a year.

COMMUNICATION PLAN: This project will be communicated internally with employees on our employee huddles, via email and posted on our internal Hub.

FINANCIAL IMPACT: Capital funding has been budgeted for the purchase. Ongoing monthly operating costs of $3,606 will yield annual savings of approximately $10,000 a year compared to the current system.

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Miguel Carballo, Director of Planning and Development

Meeting Date: August 21, 2025

Re: **CONSENT AGENDA**

3. Agreement with BOS Office Furniture for Facilities Improvement Project Not to Exceed $111,419

SUMMARY: Board authorization is requested to approve the procurement of furniture for the Facilities Improvements Project from BOS Office Furniture, in the amount of $101,290, plus a 10% contingency of $10,129. The proposal includes furniture, design services, delivery, and installation for renovated spaces in the Facilities Building and the new storage facility. Final pricing reflects updated selections based on stakeholder coordination and feedback.

BACKGROUND: On May 16, 2024, the Board authorized the award of the Facilities Maintenance Improvements, Construction Project to Owen-Ames-Kimball in an amount not to exceed $6,130,779. As part of that project, the Facilities Building is being renovated, and a new storage facility is being constructed.

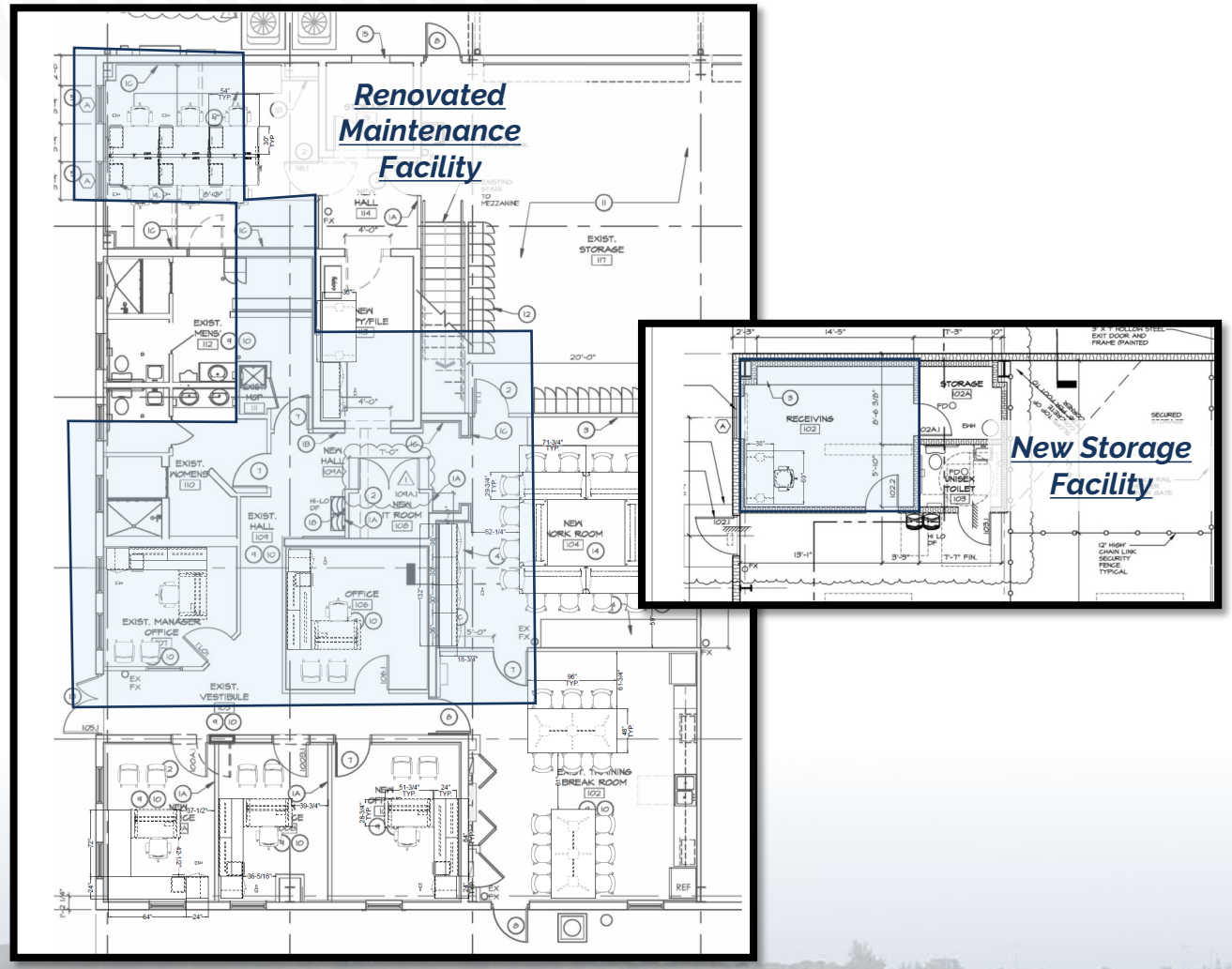
Furniture, Fixtures and Equipment (FF&E) are not included as part of the contract with OAK, as these items will be procured directly by the Authority, which provides better value along with savings on sales tax and contractor markup. The furniture procurement supports these improvements by outfitting key operational spaces, including the break room, offices, conference room, tech room, and additional storage area workspaces.

This purchase is being made through the State of Florida Alternate Contract Source No. 56120000-24-NY-ACS, which provides competitively bid pricing. Under this contract, the Airport Authority is receiving a discount of approximately 60% off list pricing. BOS has provided an itemized proposal with room-by-room breakdowns and layout renderings to guide installation.

COMMUNICATION PLAN: Internal communications will be used to coordinate installation with project stakeholders.

FINANCIAL IMPACT: Funding for this procurement is included in the proposed FY 2026 capital budget.

FACILITIES IMPROVEMENTS PROJECT - FURNITURE



- **Procurement Method:**
  - Florida State Contract
  - Approximate Discount of 60% Off List Pricing
  - Tax Exempt

- **Funding**
  - Furniture Cost: $101,290
  - Contingency (10%): $ 10,129

  Total **$111,419**



Typical Office Layout

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Miguel Carballo, Director of Planning and Development

Meeting Date: August 21, 2025

Re: **CONSENT AGENDA**

4. Amendment to Increase Contract Amount with Lunacon Construction by $38,711 for a Revised Not to Exceed Cost of $164,265

SUMMARY: Authorize an increase of $38,711 to the project budget for Lunacon Construction Group to install additional impact-rated storefront windows at the Airport Office Building (AOB), resulting in a revised total contract amount of $164,265.

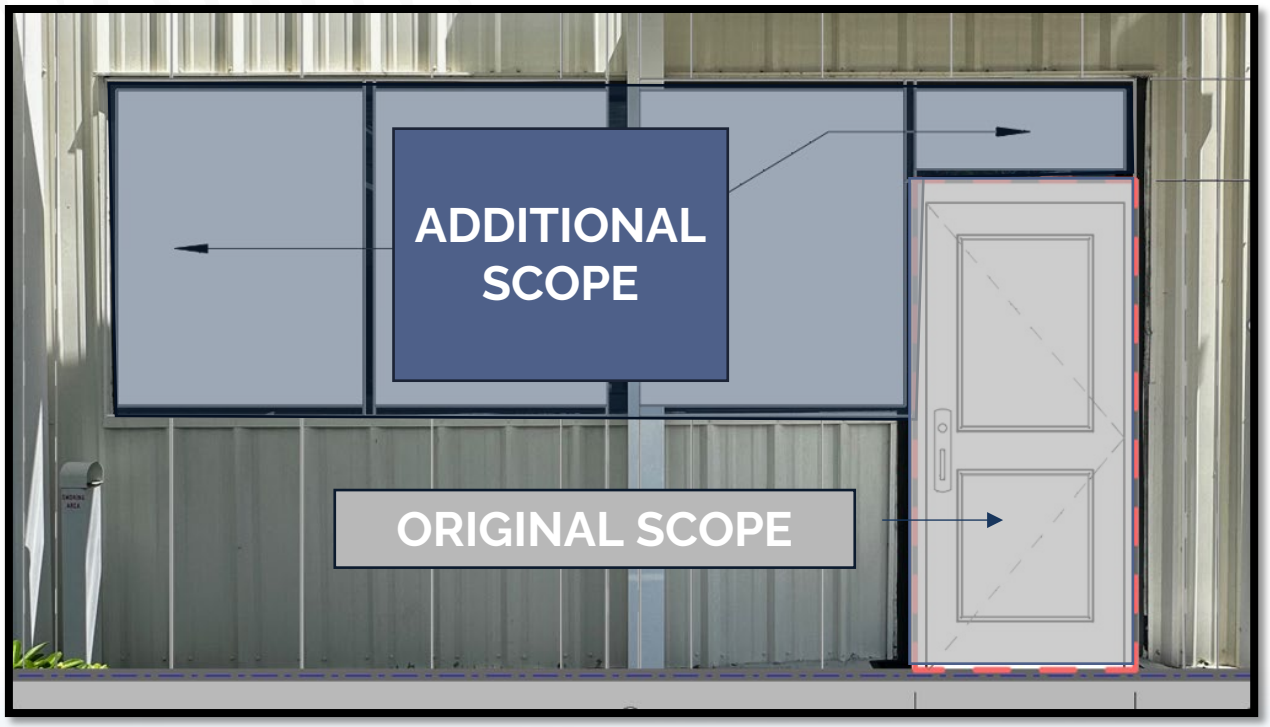
BACKGROUND: On May 15, 2025, the Board authorized an agreement with Lunacon Construction Group for the AOB Exterior Door Improvements project in an amount not to exceed $125,554, which included a base bid of $109,177 and a 15% contingency. The project scope included the replacement of exterior doors at the AOB with high-quality, automatic, ADA-compliant, impact-resistant doors and hardware. The contract was awarded following a competitive bidding process where Lunacon was the lowest responsive and responsible bidder.

During the preconstruction and permitting process, a design omission was identified that necessitated the addition of impact-rated storefront windows at the Leasing and Badging Office and Pilot's Retail Shop. This additional scope is required to ensure continuity in performance, appearance, and storm hardening across the entire entry system.

COMMUNICATIONS PLAN: Not applicable to this item.

FINANCIAL IMPACT: The project is funded by the NAA, and sufficient funds are included in the FY25 capital budget.

AOB Improvements – Amendment



Scope:

- Design discrepancy found during pre-construction
- Adjacent windows share frame with door slated for replacement
- Windows must be replaced for structural integrity, appearance, and fit

Funding

• Contract + Contingency:	$125,554
• Change Order 1	$ 38,711
Total	$164,265

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Miguel Carballo, Director of Planning and Development

Meeting Date: August 21, 2025

Re: **CONSENT AGENDA**

5. Amending the Fuel Farm Improvements Funding Source

SUMMARY: Requesting Board approval that the full project cost of $6,672,469 for the Fuel Farm Improvements Project, approved on June 20, 2024, will be locally funded. Previously anticipated supplemental FAA funding is no longer expected due to uncertainty in Washington, DC, and the project has reached a decision point. All project components, including the Sustainable Aviation Fuel (SAF) tank and electrical system upgrades, will proceed under the NAA's capital budget.

BACKGROUND: Design and bidding for the 2024 Fuel Farm Improvements Project were completed by Hanson Professional Services under Task Order 16, Amendment 2 of the NAA's fixed on-call engineering consultant contract. This task order, in the not-to-exceed amount of $379,500, was approved at the November 16, 2023, Board meeting.

On June 20, 2024, the Board authorized the Executive Director to enter into an agreement with MDM Services, Inc. in an amount not to exceed $6,672,469. This amount includes the base bid and two additive alternates:

- **Alternate A1 ($717,022):** Installation of a 40,000-gallon Sustainable Aviation Fuel (SAF) tank and associated infrastructure.
- **Alternate A2 ($1,181,00):** Electrical system upgrades to elevate panels and enhance resilience.

Although the additive alternates were included in the original award, their implementation was contingent upon potential supplemental AIP funding, which is no longer anticipated. As a result, the total project cost remains unchanged but will be fully funded by the NAA through its FY25 and FY26 capital budgets.

COMMUNICATIONS PLAN: Contractor has been notified; no further external communication is required.

FINANCIAL IMPACT: The full not-to-exceed amount of $6,672,469 remains unchanged but will be locally funded by the NAA with sufficient funding available in the capital budget. No federal reimbursement is expected.

Naples AIRPORT AUTHORITY

August 21, 2025

FUEL FARM IMPROVEMENTS PROJECT FUNDING UPDATE

PRESENTED BY

Miguel Carballo

Director of Planning and Development

ORIGINAL CONDITIONS & CHALLENGES

- Critical electrical equipment below flood plain elevation
- Aging Infrastructure and obsolete parts
- Inefficient loading/unloading configuration
- Changes in fueling and fire safety codes
- Lack of shelter for fuel farm operators
- Corrosion in harsh coastal environment





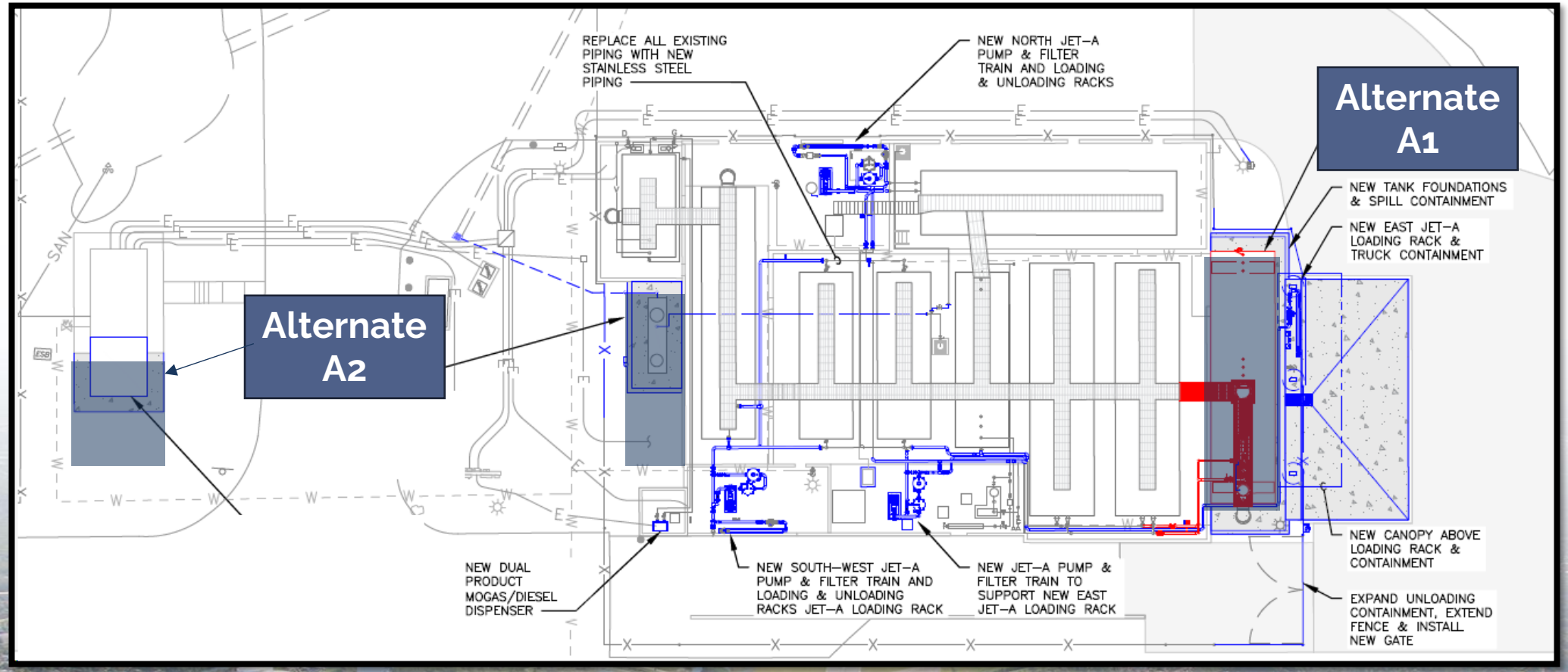
PROGRESS PHOTOS





EXHIBIT – PROPOSED WORK

Alternate A1: Installation of a 40,000-gallon Sustainable Aviation Fuel (SAF) tank and associated infrastructure.
Alternate A2: Electrical system upgrades to elevate panels and enhance resilience.



FUNDING UPDATE

Contract:

MDM Services, Inc. $6,672,469 (no change)

Original plan:

- Base project locally funded.
- Additive alternates subject to potential FAA AIP funding.
  - Additive A1 (SAF Tank): $717,022 *($645,302 FAA Share / $71,720 Local Share at 10%)*
  - Additive A2 (Electrical Upgrades): $1,181,000 *(Not competitive for FAA funding)*

Current update:

- Uncertainty surrounding availability and acceptance of grant funding and we have reached a decision point. Project scope is unchanged.
- If approved, entire cost would be NAA funded under FY25 & FY26 capital budgets



Naples AIRPORT AUTHORITY

QUESTIONS?

FOLLOW US ON SOCIAL MEDIA

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Naples Airport Authority

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Justin Lobb, Deputy Director of Aviation

Meeting Date: August 21, 2025

Re: **CONSENT AGENDA**

6. Second Amendment to Agreement with Hughes Aerospace Corp. for Phase III – Periodic Maintenance Program in an Amount Not to Exceed $214,500 over a Five-Year Period

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SUMMARY: Board discussion and approval of the second amendment to the agreement with Hughes Aerospace Corporation to provide the Periodic Maintenance Program in the amount of $171,600 plus 25% contingency (for additional services as required) for a total not to exceed cost of $214,500 for periodic maintenance services commencing in January 2026 through January 2030.

BACKGROUND: At its regular meeting on December 14, 2023, the Board authorized Hughes Aerospace Corporation (Hughes) to initiate Phase I – Feasibility and Conceptual Instrument Procedure Development for both approach and departure flight procedures, in an amount not to exceed $470,250.

Following this authorization, Hughes began work on the project, maintained regular communication with staff, and presented an update to the Board of Commissioners at the March 21, 2024 meeting. Over the summer and fall, Hughes continued to advance the project, coordinating closely with FAA RSW TRACON through a series of meetings.

Phase II – Instrument Flight Procedures Publication – was approved on January 16, 2025, under Amendment 1 to Task Order 1. The arrival procedures are scheduled for publication on October 2, 2025. Hughes is actively coordinating with the FAA on conceptual departure procedures.

Next steps for Phase III are outlined in the attached proposal submitted by Hughes on December 4, 2023, in response to the Authority's Request for Proposal #23-5537, "Full-Service Airspace Procedure Design Firm." Phase III includes an FAA-required periodic maintenance program, which features full 540-day inspections. This is an annual program beginning in January 2026 and continuing through January 2030. Procedure amendments and flight validation tests may be required during this period and are detailed in the attached fee schedule.

COMMUNICATIONS PLAN: Staff will work closely with Hughes and the FAA for the annual instrument flight procedure maintenance program and the 540-day inspections.

FINANCIAL IMPACT: Costs associated with this required maintenance will be included in the FY2026 - FY2030 operating budgets.

HUGHES AEROSPACE CORPORATION

Naples AIRPORT AUTHORITY

FEE SCHEDULE

SERVICE	APPLICABILITY	PRICE
PHASE I Task Order 01		
FEASIBILITY FOR INSTRUMENT APPROACHES & DEPARTURES TO ALL RUNWAYS		$427,500.00
RWY/OBSTACLE ASSESSMENTS & RE-CLASSIFICATION	AS REQUIRED	INCLUDED
STAKEHOLDER & AIR TRAFFIC COORDINATION & MEETINGS	AS REQUIRED	INCLUDED
PHASE II Task Order 01, Amendment 01		
CFR 14 PART 97 PUBLIC INSTRUMENT FLIGHT PROCEDURES PUBLICATION	ALL FEASIBLE CONCEPTS TO PUBLICATION	$251,500.00
IFP DIGITAL GEO-REFERENCED CHARTING FOR CONCURRENCE & VALIDATION	TERPS FORMAT	INCLUDED
ARINC 424 INITIAL CODING	FLIGHT INSPECTION DATABASE & ARI FILE FOR PUBLIC SUBMISSION	$8,500.00
INITIAL FLIGHT VALIDATION/INSPECTION AIRPORT NIGHT EVALUATION	OBSTACLE & FLIGHT includes Flight Inspection Aircraft	$16,525.00
ATC COORDINATION & TRAINING	WEB BASED TRAINING SESSIONS	INCLUDED
GATEWAY SUBMISSION OF ALL PART 97 FILES FOR PUBLICATION		INCLUDED
PAPI FLIGHT INSPECTION/COMMISSIONING TO SUPPORT OPD (NOISE MITIGATION)	PER RUNWAY END	$14,800.00[1]

PHASE III PERIODIC MAINTENANCE PROGRAM- Task Order 01, Amendment 02

INSTRUMENT FLIGHT PROCEDURE MAINTENANCE PROGRAM	FAA REQUIRED, ANNUALLY	$28,500.00
PROCEDURE AMENDMENT DUE TO CRITERIA, OBSTACLE OR RUNWAY CHANGE	AS REQUIRED	$10,750.00
HUGHES COMPLETE 540 DAY INSPECTIONS	HUGHES AIRCRAFT & FLIGHT CREW	$9,600.00
FLIGHT VALIDATION TEST NAVDATABASE	AS REQUIRED FOR NEW PROCEDURE FLIGHT VALIDATION	$6,000.00

[1] IF COMPLETED AT TIME OF IFP FLIGHT VALIDATIONS

FINANCIAL SCHEDULE

INVOICE #	PROJECT PERIOD	INVOICED AMOUNT
JAN 2026	IFP PERIODIC MAINTENANCE PROGRAM OCT 2025- SEPT 2026	$28,500.00
JAN 2026	HUGHES TO COMPLETE 540 DAY INSPECTION	$9,600.00
JAN 2027	IFP PERIODIC MAINTENANCE PROGRAM OCT 2026- SEPT 2027	$28,500.00
JAN 2028	IFP PERIODIC MAINTENANCE PROGRAM OCT 2027- SEPT 2028	$28,500.00
JUN 2028	HUGHES TO COMPLETE 540 DAY INSPECTION	$9,600.00
JAN 2029	IFP Periodic Maintenance Program OCT 2028 – SEPT 2029	$28,500.00
JAN 2030	IFP Periodic Maintenance Program OCT 2029 – SEPT 2030	$28,500.00
JAN 2030	HUGHES TO COMPLETE 540 DAY INSPECTION	$9,600.00

NOTES

- **CUSTOMER** to provide:
  - Requested data that is relevant to the project.
  - Airport Construction and/or existing Survey documents.
  - Local/on-site access, coordination and liaison.
  - The above price includes the environmental submission but does not include a detailed Environmental Study, should one be required.
- **HUGHES** to provide:
  - Suitable aircraft and crew to conduct flight validation and subsequent flights for periodic maintenance.

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Miguel Carballo, Director of Planning and Development

Meeting Date: August 21, 2025

Re: **CONSENT AGENDA**

7. Award Perimeter Fence Replacement Project Bid to Konstruct, Inc. dba Cunningham Construction, in an Amount Not to Exceed $722,428

SUMMARY: Authorize the Executive Director to execute an agreement with Konstruct, Inc. dba Cunningham Construction for the Perimeter Fence Replacement project in the amount of $722,428 which includes the bid amount of $628,198 plus a contingency of $94,230 (15%, rounded).

BACKGROUND: The Design and Bidding Phase Services for the Perimeter Fence Replacement project were completed by Hole Montes (a Bowman Company) under the NAA's on-call engineering consultant contract. On October 31, 2024, the Perimeter Fence Replacement 2024 bid was posted, with a due date of December 5, 2024. Four (4) bids were received; however, as all exceeded anticipated costs, Staff elected not to recommend awarding the bid.

The project was rebid on May 23, 2025, with a due date of July 25, 2025. Six (6) bids were received, consisting of a base bid plus seven (7) additive bids. Staff have completed reference checks and are requesting Board authorization for the subtotal of Cunningham Construction's base bid and bid additives 1–5 and 7, totaling $628,198.

	Konstruct, Inc. dba. Cunningham Construction	McFarlane's Construction, Inc. dba Eagle Fence	Formax Construction, LLC.	HG Construction Development & Investment, Inc.	Gomez & Son Fence	Made In Rio, Inc.
	Fort Myers, FL	Cape Coral, FL	Bradenton, FL	Miami, FL	Miami, FL	Fort Myers, FL
Base Bid	$234,255.83	$273,660.00	$382,450.50	$456,410.56	$559,800.00	$584,544.45
Bid Alt 1	$76,824.75	$88,344.00	$99,292.70	$154,585.55	$190,193.00	$236,988.70
Bid Alt 2	$201,718.25	$224,280.00	$268,878.00	$399,245.61	$534,077.00	$508,945.49
Bid Alt 3	$20,886.25	$19,652.00	$39,949.60	$50,632.01	$44,284.00	$141,467.73
Bid Alt 4	$52,942.50	$61,664.00	$89,589.20	$116,901.60	$148,810.00	$220,604.72
Bid Alt 5	$2,843.75	$1,300.00	$2,340.00	$18,203.25	$1,950.00	$54,869.75
Bid Alt 6	$49,737.50	$150,000.00	$80,000.00	$93,849.00	$85,800.00	$359,116.48
Bid Alt 7	$38,726.25	$150,000.00	$90,000.00	$54,858.00	$49,500.00	$194,468.25
Total	**$677,935.08**	**$968,900.00**	**$1,052,500.00**	**$1,344,685.58**	**$1,614,414.00**	**$2,301,005.57**

This project will replace the existing galvanized chain-link fencing—which is in poor condition and non-compliant with FAA regulations—with new 7-foot-high black PVC-coated chain-link fencing topped with barbed wire and installed on a concrete pad. The scope also includes new manual swing gates and slide gates. These upgrades are essential to improving airfield security, reducing wildlife intrusion risks, and maintaining compliance with FAA safety standards.

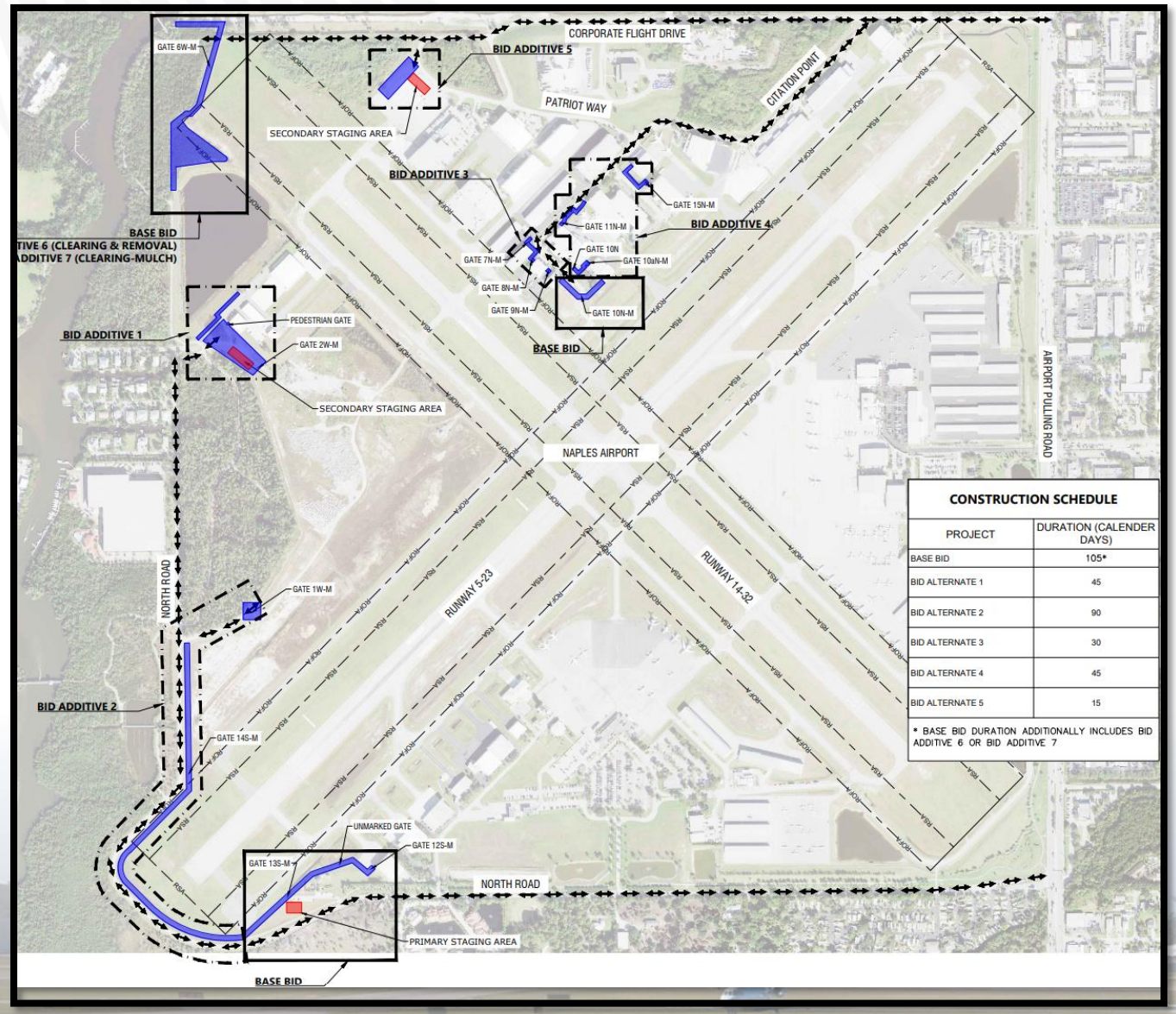
Bid Additive 7 includes removal of vegetation within the Runway Object Free Area (ROFA) at the northwest end of Runway 14-32 (pertaining to Consent Agenda Item 9). This work is critical to ensuring operational safety and ongoing FAA compliance.

A pre-award meeting with Cunningham Construction was held on August 11, 2025, to review the project scope and confirm bid pricing. Once the Notice-to-Proceed is issued, the project is expected to be completed within 420 calendar days.

COMMUNICATION PLAN: All bidders will be notified of the results. Construction phasing plans have been developed throughout the design process and will be coordinated with tenants and users to minimize operational impacts. Additionally, the NAA newsletter, email, and website will be used to keep the public, tenants, and customers aware of the project.

FINANCIAL IMPACT: The project is funded by the NAA and is included in the proposed FY 2026 capital budget.

PERIMETER FENCE REPLACEMENT PROJECT



CONSTRUCTION SCHEDULE

PROJECT	DURATION (CALENDER DAYS)
BASE BID	105*
BID ALTERNATE 1	45
BID ALTERNATE 2	90
BID ALTERNATE 3	30
BID ALTERNATE 4	45
BID ALTERNATE 5	15

* BASE BID DURATION ADDITIONALLY INCLUDES BID ADDITIVE 6 OR BID ADDITIVE 7

- Install FAA compliant wildlife deterrent fencing
- Upgrade manual swing gates and slide gates
- Vegetation removal within Runway 14-32 ROFA

Not-to-Exceed Cost:

- Bid Subtotal: $ 628,198
- Contingency (15%): $ 94,230
- **Total** **$ 722,428**

PERIMETER FENCE REPLACEMENT PROJECT







Existing Fence Conditions



Proposed Fence

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Miguel Carballo, Director of Planning and Development

Meeting Date: August 21, 2025

Re: **CONSENT AGENDA**

8. Award Security Improvements Phase II Project Bid to Mizpah Integrations in an Amount Not to Exceed $722,623

SUMMARY: Authorize the Executive Director to execute an agreement with Mizpah Integrations, Inc. for the Security Improvements Phase II project in the amount of $722,623 which includes the bid amount of $628,368 plus a contingency of $94,255 (15%, rounded).

BACKGROUND: The Design and Bidding Phase Services for the Security Improvements Phase II project were completed by AVCON, Inc. under the NAA's on-call engineering consultant contract, Task Order 3, including Amendments 1 and 2. Task Order 3 was approved by the Board on February 15, 2024. Amendment 1 was executed by the Executive Director on December 9, 2024, and Amendment 2, approved by the Board on June 19, 2025, also includes Construction Administration services for Phase II.

The project was designed and publicly advertised for bid twice. The first advertisement received no responsive bids. The second led to a bid protest, and the submitted bids exceeded the engineer's estimate. Contractor feedback indicated that the scope was too broad for a low-voltage contractor to pursue. In response, the work was divided into two phases: Phase II and Phase III.

Phase II primarily consists of low-voltage work, including:

- Replacing the existing legacy access control system, which is at end-of-life and no longer supported with an open source solution, Lenel S2 access control software platform.
    - Deployed on-premises to ensure direct control and compliance with NAA security requirements.
    - The system will operate on an independent, dedicated security network physically and logically separated from other airport IT systems.
    - Local vendor support will be available for installation, configuration, and ongoing maintenance to ensure system reliability and rapid response to service needs.

  - Adding access control and biometric readers to NAA buildings requiring additional security.

- Replacing the proprietary Video Management System (VMS), which lacks sufficient local support, with a system that integrates with the new access control system.

The Invitation to Bid for Phase II was posted on June 30, 2025, with a due date of July 31, 2025. Two bids were received, each consisting of a base bid plus one bid alternate.

Staff have completed reference checks and recommend Board authorization for the subtotal of Mizpah Integrations' base bid and Bid Alternate 1, totaling $628,368.

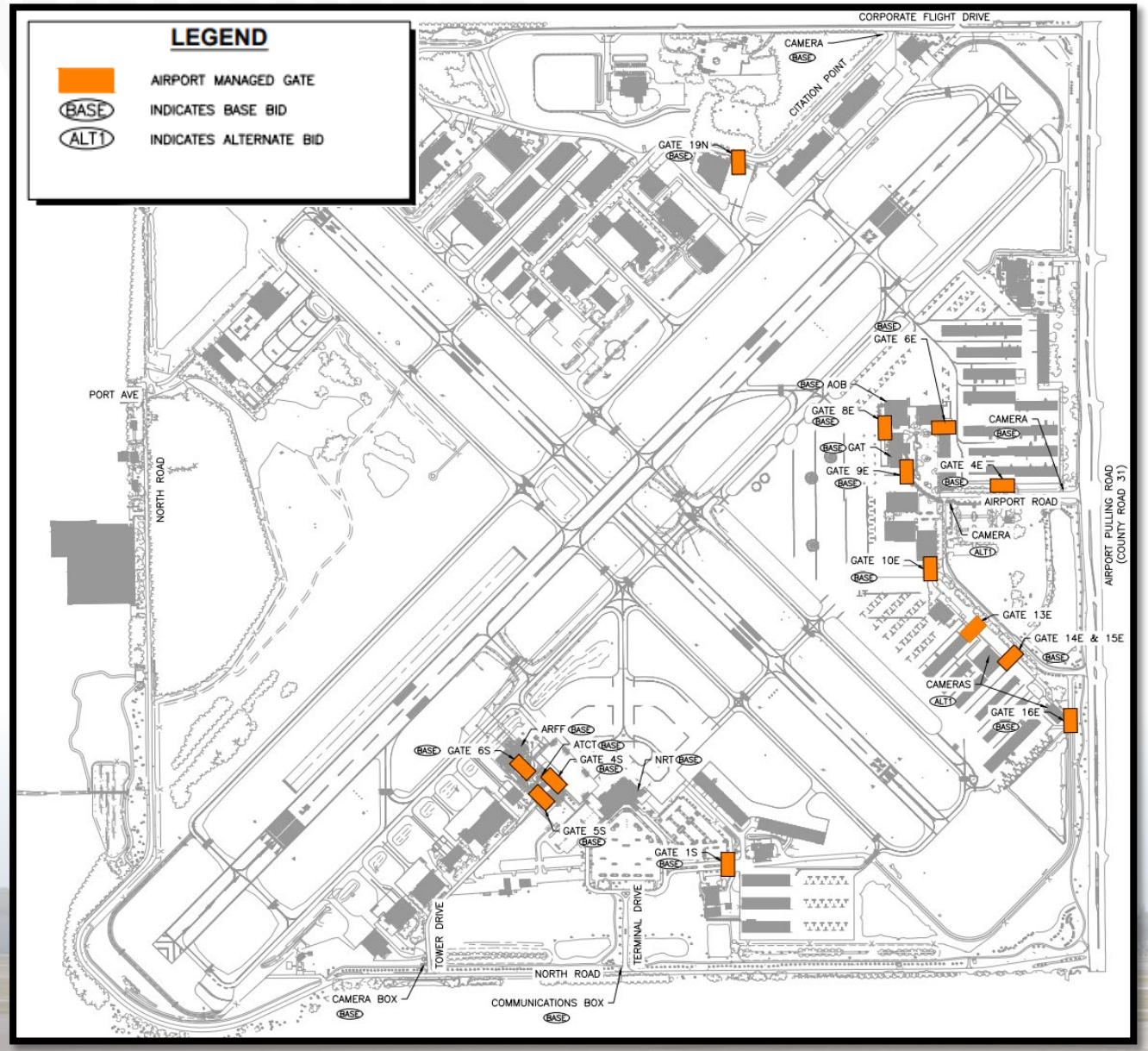
	Mizpah Integrations	O-A-K/Florida, Inc.
	Fort Myers, FL	Fort Myers, FL
Base Bid	$562,637.67	$1,094,470.45
Alternate 1	$65,730.41	$142,458.19
Total	**$628,368.08**	**$1,236,928.64**

A pre-award meeting was held with Mizpah Integrations on August 12, 2025, to review the project scope and confirm the submitted bid pricing. Upon issuance of the Notice-to-Proceed, the project is anticipated to be completed within 240 calendar days.

COMMUNICATION PLAN: All bidders will be notified of the results. Construction phasing plans have been developed throughout the design process and will be coordinated with tenants and users to minimize operational impacts. Additionally, the NAA newsletter, email, and website will be used to keep the public, tenants, and customers aware of the project.

FINANCIAL IMPACT: This project has FDOT grant funding up to $600,000, as approved by the Board on June 15, 2023, with a local NAA match requirement of 20%. The local match is included in the FY 2025 and proposed FY 2026 capital budgets, with additional NAA local funding to be incorporated in the FY 2026 budget as needed. This funding will be used for the construction of Phase II.

SECURITY IMPROVEMENTS – PHASE II



- Replacing the existing legacy access control system at NAA gates and buildings
- Adding access control and biometric readers to NAA buildings requiring additional security
- Replacing the existing, proprietary Video Management System

Not-to-Exceed Cost:

• Bid Subtotal:	$ 628,368
• Contingency (15%):	$ 94,255
• **Total**	**$ 722,623**

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Miguel Carballo, Director of Planning and Development

Meeting Date: August 21, 2025

Re: **CONSENT AGENDA**

9. West Quad Obstruction Removal Permit Credit Reservation Not to Exceed $112,500

SUMMARY: Authorize the Executive Director to execute an agreement with Little Pine Island Mitigation Bank for the purchase of 0.30 Forested Saltwater mitigation credits in an amount not to exceed $112,500. This credit purchase is required to support the permitting process for the Runway 14-32 Obstruction Removal Project and satisfies environmental mitigation requirements established by the South Florida Water Management District (SFWMD).

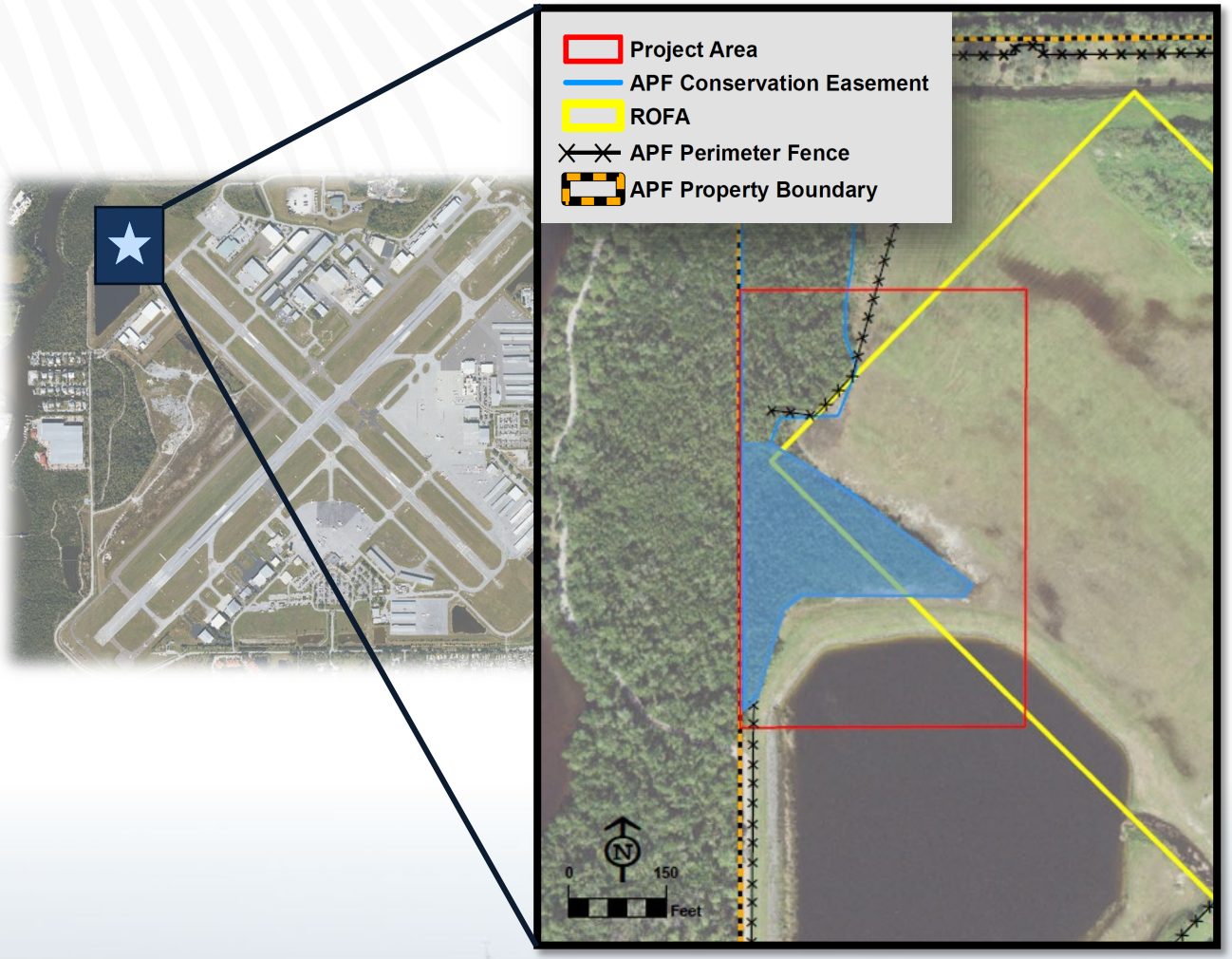
BACKGROUND: Advancing the Runway 14-32 Obstruction Removal Project is critical to maintaining compliance with FAA safety, airfield design, and operational standards. The project would involve clearing vegetation within the Runway Object Free Area (ROFA) at the northwest end of Runway 14-32—an area currently encumbered by a conservation easement. This vegetation clearance is important not only for meeting FAA requirements, but also for improving wildlife management, security and maintaining the integrity of the perimeter fencing system.

To proceed with permitting, staff is pursuing an exchange of the impacted conservation easement area for one of equal or greater ecological value elsewhere on airport property. It is anticipated that this easement exchange will be brought back to the Board for consideration at a future meeting. In the meantime, the acquisition of 0.30 Forested Saltwater mitigation credits is required to offset unavoidable environmental impacts and allow the permitting process to move forward. These credits will be procured from Little Pine Island Mitigation Bank under Permit Application No. 241111-47454.

COMMUNICATIONS PLAN: Coordination is ongoing with the Conservancy of Southwest Florida and regulatory agencies to support the mitigation and permitting strategy.

FINANCIAL IMPACT: The project is funded by the NAA and is included in the FY25 capital budget.

Obstruction Removal Permit – Credit Reservation



Project Background:

- Project scope includes:
  - Clearing vegetation in Runway Object Free Area (ROFA) at NW end of runway 14-32.
  - Area currently under conservation easement. Future exchange to be presented
- Benefits:
  - Maintains FAA compliance.
  - Improves airport security.
  - Reduces wildlife activity
  - Protects perimeter fencing integrity
- Total Credit Purchase:
  - Not to exceed **$112,500**.

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Robin King, Director of Communications

Meeting Date: August 21, 2025

Re: **NOISE**

1. Draft Request for Qualifications - Part 161 Study of Access Restrictions

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SUMMARY: Board direction is sought for issuance of a Request for Qualifications (RFQ) for consultation services to conduct a Federal Aviation Administration (FAA) Part 161 Study. The study will evaluate the feasibility, costs, benefits, and potential outcomes of implementing noise or access restrictions at Naples Airport.

BACKGROUND: The Naples Airport Authority (NAA) is considering measures to increase noise mitigation while maintaining compliance with federal regulations. FAA Part 161 outlines the process for airports to propose restrictions to reduce aviation noise. Completing this process requires a rigorous technical, legal, and economic analyst to demonstrate compliance with statutory criteria and to withstand potential FAA and community scrutiny.

A qualified consultant will be selected through a competitive RFQ process to prepare the Part 161 study, which will include:

- Collection and analysis of operational and noise data
- Evaluation of proposed restrictions against statutory criteria
- Cost-benefit assessment
- Public outreach and stakeholder engagement
- Preparation and submittal of the final Part 161 application to the FAA

COMMUNICATIONS PLAN: If approved by the Board, the RFQ will be posted to the NAA website (flynaples.com), the Naples Daily News, DemandStar, the Florida Airports Council, and to the NAA vendor database of consultants.

FINANCIAL IMPACT: A Part 161 Study is likely to cost several million dollars and take two or more years to complete. We have budgeted $1 million in the FY 26 draft budget.

REQUEST FOR QUALIFICATIONS

RFQ/P No. ____

Preparation of Study of Access Restrictions And Application for Approval Pursuant to 14 CFR Part 161 "Part 161 Study"



City of Naples Airport Authority
160 Aviation Drive North Naples,
FL 34104

RFQ Issue Date
____, 2025

Submittal Date

____, 2025

A. NOTICE

In accordance with Florida Statute 287.055, Consultant's Competitive Negotiation Act, the City of Naples Airport Authority (NAA) is seeking qualifications and proposals from qualified and experienced planning, financial, and environmental consultants for professional services for the NAA in accordance with the terms, conditions, and specifications stated or attached. The Consultant, at a minimum, must achieve the requirements of the Specifications or Scope of Services stated.

B. TIMELINE

Scheduled Item	Scheduled Date
Request for Qualifications and Proposals (RFQ/P) Issue Date	
Requests for Information Deadline (Questions) emailed to ___@flynaples.com Microsoft WORD format	
Final Addendum Issued on www.flynaples.com	
RFQ/P Submittal Deadline and Location Naples Airport GA Terminal- 2nd Floor Receptionist Desk 160 Aviation Drive North, Naples Florida 34104	
Staff Committee Evaluation of Submittals to Determine Shortlist Public Meeting - Naples Airport Larson Conference Room 160 Aviation Drive North, Naples, FL 34104 and ZOOM (see page 6)	
Publication of Shortlist on www.flynaples.com	
Presentations and Interviews -NAA Consultant Selection Committee Public Meeting – AOB Conference Room, 200 North Aviation Drive, Naples, FL 34104	
Selection Committee Ranking Approval by NAA Board	
Contract Negotiations Begin With #1 Ranked Firm	

C. CITY OF NAPLES AIRPORT AUTHORITY

The NAA was created under Laws of Florida 69-1326, as amended, as an independent authority responsible for the operation of the Naples Municipal Airport. It is governed by a five (5) member volunteer Board of Commissioners who are appointed by the Naples City Council. Under their direction, an Executive Director manages the airport and its programs.

The NAA financially supports itself directly from aviation fuel sales and airport user fees, and indirectly by airport user taxes. No local, state, or federal general taxes, such as property, utility, sales, intangible or income taxes directly support the NAA. The NAA receives, for certain capital projects, state and federal financial funds.

General information about the Naples Airport Authority can be obtained from our official website http://www.flynaples.com/.

It is anticipated that the projects *may* be funded by grants from the Federal Aviation Administration (FAA) under its Airport Improvement Program, state grants from the Florida Department of Transportation (FDOT),

and/or by the Authority (non-grant) funds. This will require the Consultant to provide input and guidance to the Authority about said programs and to ensure the Authority's compliance with all applicable standards, advisory circulars and regulations of the FAA, State of Florida, and the City of Naples.

D. TERM OF CONTRACT

The contract term, if awards are made, is intended to be for one (1), five (5) year term. Prices shall remain firm for the term of the awarded contract. Surcharges will not be accepted in conjunction with this award, and such charges should be incorporated into the pricing structure.

The NAA reserves the right to award this contract to multiple firms if doing so is deemed to be in the best interest of the NAA.

E. SCOPE OF SERVICES AND DELIVERABLES

Introduction

The Authority reserves the right to modify this scope during negotiations for budgetary reasons.

In an effort to address ongoing community concerns regarding noise associated with operations of the Naples Municipal Airport, the NAA, in cooperation with the City of Naples, is commissioning a study of the opportunities to restrict aircraft operations at the Airport (referred to herein as the "Study"). Restrictions that affect aircraft designated by the FAA as stage 3 (or later stages) are subject to the Airport Noise and Capacity Act of 1990 (ANCA) and its implementing regulations, 14 C.F.R. Part 161. FAA approval is required for any restrictions. *All consultants who submit statements in response to this RFQ/P are expected to be intimately familiar with federal law, regulations and policies on the subject of airport noise or access restrictions*.

NAA already has spent considerable time and resources to evaluate the noise environment in the vicinity of the Airport, including adoption of the first and only restriction under ANCA and Part 161. NAA has also prepared several studies pursuant to 14 CFR Part 150, all of which documents are available for download on the NAA website that is dedicated to this effort, at www._____.com.

The NAA has *not* selected a preferred restriction on aircraft operations that it intends to adopt. The purpose of the Study is to explore alternatives including at least the following restrictions:

- A nighttime curfew on select or all aircraft
- A slot or metering system to limit the number of operations per hour during designated noise-sensitive times of the day and times of the year
- Fees and charges designed to incentivize noise-friendly operations
- A ban or restriction on aircraft that meet stage 3 noise levels but not stages 4 or 5 noise levels

The consultant will be responsible for identifying with specificity the nature of the noise problem in the vicinity of the Airport, relying in large part upon the results of the latest Part 150 Noise Compatibility Program and Noise Exposure Map, as approved by the FAA, and then identifying and analyzing reasonable alternative restrictions that address the identified noise problem. The Study will recommend a preferred alternative at the conclusion of the public participation process.

The Study must comply with requirements of ANCA and Part 161 as well as applicable federal regulations, orders and policies as applicable. The Study will *not* include complete documentation under the National Environmental Policy Act (and FAA Order 1050.1G) but it will identify key environmental impacts from the proposed preferred alternative.

The NAA also has not selected the specific process and sequence for adopting restrictions. The consultant will be responsible for assisting NAA in determining the nature and scope of the Study analysis of restrictions in light of the analysis required by Part 161. At the conclusion of the study, the consultant will be expected to work with the NAA on developing an implementation strategy and timetable.

NAA has worked extensively with the FAA on airspace design and flight tracks that might alleviate certain noise impacts. These prior studies and efforts will be important background for the Study. NAA has made key documents and information from these prior studies available on the same website.

NAA is aware that mandatory restrictions on aircraft operations can be highly controversial. Any proposed restriction must balance the needs of airport users with the concerns of the surrounding community. The consultant will be responsible for assisting NAA in working with both airport users and community leadership to navigate the complex requirements of Part 161 and in selecting reasonable restrictions that will withstand scrutiny and potential legal challenge.

Tasks

The consultant will be expected to perform the following tasks as part of the Study. The precise scope of work, budget and timetable for each task will be negotiated with the selected consultant but those firms who may be chosen for interview will be expected to discuss their ability to accomplish each of the following tasks and to provide a tentative or proposed timeline.

Task 1. Validate existing baseline data on operations, forecasts, noise and impacts in the vicinity of the Airport. The consultant will be expected to become familiar with prior studies and will be encouraged to use, to the extent practicable, prior work conducted during the Part 150 processes and Part 161 process from 1999-2000. The consultant will be expected to coordinate closely with NAA staff to account for previously-approved mitigation and abatement measures in the Study.

Task 2. Work with NAA, City of Naples, Collier County, and community leadership to develop a concise and technically defensible description of (and consensus on) the noise problem in the vicinity of the Airport and to identify the airport noise study area. Conduct community workshops and briefings as necessary. Assume at least two in-person community meetings.

Task 3. Develop and help NAA staff disseminate a timetable for completion of the Study and implementation of the recommendation(s) from that Study.

Task 4. Develop no less than two reasonable alternatives in addition to non-restrictive alternatives already considered or examined in prior studies. Select a preferred alternative for addressing the problem identified in task 2.

Task 5. Prepare documentation necessary to examine and demonstrate reasonableness of selected alternative. This task must comply with federal regulatory and policy requirements.

Task 6. Present results of Study for approval by the NAA Board; work with Authority counsel and outside counsel in drafting formal resolution to implement proposed restriction and to draft ordinance of support from the City of Naples and Collier County. Assume multiple meetings with NAA Board, City Council and County Commissioners, and FAA.

Task 7. Prepare formal documentation required under Part 161 for analysis of alternatives that require FAA approval, including noise analysis, cost-benefit analysis and analysis of less-restrictive alternatives that were considered in the Study and analysis of reasons that such alternatives were rejected in selection of preferred alternative. Assume at least two in -person meetings with NAA staff and FAA.

Task 8. Conduct community outreach meetings, hearings and briefings as necessary to educate the community and local governments on the Study process and the Study results as they become available. Conduct at least two public meetings at conclusion of Study prior to formal presentation to the NAA Board.

Task 9. Consult and coordinate as necessary with FAA and Florida DOT offices throughout the Study process and in presentation of results of the Study. Assist NAA staff and counsel in meetings with Florida DOT,

Congressional and State House delegations.

Task 10. Coordinate a comment solicitation process; prepare an analysis of comments received on the Study. Revise Study report as necessary to address comments.

Task 11. Consult and coordinate with NAA staff, Authority counsel and NAA outside legal counsel throughout preparation of the Study to ensure compliance with federal, state and City legal requirements including especially FAA requirements under Part 161 and under grant assurances.

Task 12. Assist in preparation of formal adoption and notices of the proposed restriction required by Part 161.

Task 13. Assist NAA staff in presentation of final Study and proposed implementation of selected restriction to the NAA Board.

Task 14. Coordinate with FAA and NAA staff and counsel in securing FAA approvals for the restriction.

Task 15. Assist NAA staff in implementation of restriction.

F. CONTENT OF RESPONSES

Respondents are encouraged to keep their proposals concise and to exclude marketing materials, and other information that is readily available on the respondent's website. The following sections and contents *are* required:

A. COVER LETTER: Provide a one-page transmittal letter introducing the Respondent's team, prepared on the Respondent's company letterhead, with firm name, including any alias, years in business, contact person, address, telephone number, email address, signed by an individual who is authorized to commit the firm to the services and requirements of the RFQ/P and consequent task orders. The transmittal letter must also acknowledge any addenda that have been issued pertaining to this RFQ/P. Any exceptions to the terms and provisions of the sample Service Agreement must be addressed in the transmittal letter. The Authority maintains the right to reject the respondent's exceptions.

B. RESPONDENT TEAM INTRODUCTION AND RESUMES: Provide the resumes and qualifications of the key personnel who will perform the work, relevant licensing information, and any other documentation of experience. This will demonstrate the ability of professional team personnel as shown by their level of experience on projects of similar type, size, and complexity and will measure how well the team is staffed to address all facets of the project. It measures how well the team is organized to deliver the project. Preference will be given to teams with knowledge and experience with local construction and regulatory conditions and who demonstrate a strong commitment to team collaboration proximate to the project site.

C. STAFFING STRATEGY. Explain how the team will be organized and deployed in a manner that is most likely to be efficient, and built for success.

D. SPECIALIZED EXPERIENCE, TECHNICAL COMPETENCE AND REFERENCES:

1. Provide examples of similar projects completed within the past five years with a particular focus on Part 150 studies or studies designed to provide the predicate for a Part 161 study (recognizing how few such studies have been prepared).
2. Provide information on experience explaining technical and legal requirements for noise mitigation and abatement to the community and experience building community consensus over noise mitigation or abatement measures.
3. If applicable, provide an explanation of experience in advising airport sponsors that resulted in a decision *not* to prepare a Part 161 study, and explain the advice that was provided advice and the process that the airport client used in reaching its decision.
4. Provide experience in preparing NEPA documentation for noise-related measures at airports.
5. Provide experience in working with an airport sponsor who is not the host jurisdiction and any insight learned from that experience.

E. REFERENCES. Provide a total of six (6) references as follows: at least three (3) references of airport directors or senior executives who can provide information about experience working with the consultant team; at least two (2) FAA references (either current or former FAA employees) who are familiar with the respondent team's work; and at least one (1) reference of a non-airport, non-FAA community member who is familiar with the respondent team's community outreach work. Indicate whether the references are for a particular member of the respondent team or for the respondent's firm as a whole.

F. PROJECT UNDERSTANDING: Demonstrate an understanding of the key elements of the Project by providing a project/program management and implementation strategy. This section must include separate answers to the following questions:

1. Are there any tasks missing from the proposed scope that the proposer believes are appropriate?
2. What is the proposed timetable for (a) preparation of the Study; (b) public and agency outreach; (c) coordination with FAA on approvals; and (d) implementation? What uncertainties beyond the control of NAA or the consultant should be anticipated that would affect the schedule?
3. Given past experience with advising airports on preparation of Part 150 and Part 161 studies, what unique or unusual challenges does this Study present compared to other studies that the consultant has prepared?
4. What actions should the NAA, the City of Naples or the consultant take to improve the probability of FAA approval of any restriction?
5. What would be the approach to use of non-traditional or supplemental noise metrics and how would the use of such metrics be explained or justified in light of federal requirements?
6. Most airport sponsors who have considered formal submission of noise or access restrictions have declined to make a formal application to the FAA. What 'exit ramps' or opportunities to reassess the NAA strategy should exist and how should those be communicated to the public?
7. While NAA appreciates that FAA approval will be an enormous hurdle, what other significant hurdles should we expect in this effort?

G. UNIQUE QUALIFICATIONS. Many firms have expertise in preparation of noise studies and in airport noise mitigation generally. Explain the respondent team's unique skills or experience that no other firm could replicate. This is *not* an request for a marketing pitch but a request for detailed, granular explanations of the respondent team's uniqueness.

H. WORKLOAD: Describe the Respondent team's ability to take on additional projects and ability to offer the breadth and quality of services required for the Study. Please include a summary of current commitments as well as projected availability for all key team members.

I. ADDITIONAL INFORMATION: Feel free to provide any additional appropriate information that may help us in understanding how your experience and qualifications relate to an organization such as the Naples Airport Authority and any additional services that your firm may provide.

The response to this RFQ/P should be organized in the order set forth above.

G. INSTRUCTIONS FOR RESPONDENTS

Respondent shall carefully review and address all of the evaluation criteria outlined in this request. In order to be considered, respondent must demonstrate the firm's ability to provide the required services as listed in this RFQ/P. A copy of the Selection Committee Ranking guideline to be used in assessing each submittal including

guidance as to the relative importance we place on each evaluation factor is attached for your information (please see Attachment B). Any data furnished by the NAA is for informational purposes only. The full response shall not exceed thirty (30) pages and shall include all resumes requested in Section F. the transmittal letter **does not** count towards the page limit.

1. Responses and Deadline

All responses to this RFQ/P must be submitted by electronic mail in a tabbed, bookmarked PDF file format to: ___@flynaples.com . Submittals must carry the following subject line: RFQ/P No. ___ Preparation of Study of Access Restrictions And Application for Approval Pursuant to Part 161

All responses must be received No later than ____2025. 3:00 P.M.

The delivery of the response to the NAA prior to the deadline is solely and strictly the responsibility of the responder.

2. Rejection of Responses, Cost of Preparation, Public Disclosure

Responding to this RFQ/P will in no way be construed as a commitment on the part of the NAA. The NAA reserves the right to reject any or all responses. The NAA may waive any irregularities in the RFQ/P or the submitted responses and may cancel, re-advertise, postpone, or modify the RFQ/P schedule at any time. The NAA is not responsible for any costs incurred during the preparation and submittal of a response to this RFQ/P. All submittals will become the property of the NAA. The NAA adheres to open records requirements of Florida State Statute Chapter 119, and as such, all materials submitted by the Respondent to the NAA are subject to public disclosure. The Respondent specifically waives any claims against the NAA related to the disclosure of any materials.

3. Requests for Interpretation or Clarification

Questions concerning this RFQ/P shall be submitted in writing via email, in Microsoft Word format to ____ , Procurement and Contracts Manager at @flynaples.com by Wednesday, April 12, 2023 at 5:00 P.M. Respondents are encouraged to verify receipt of questions emailed to the NAA. Questions will be answered and posted online as an addendum on the NAA's website: https://www.flynaples.com/doing-business-with-the-authority/open- bids/ by the close of business on ____, 2025. Responders are strongly advised to monitor this site for any additional information and/or addenda regarding this solicitation right up to submittal date.

Only emailed questions will be addressed and answered as an addendum. The issuance of such posted responses is the only official method by which interpretation, clarification or additional information will be given by the NAA. Only requests answered by formal written responses will be binding. Oral and other interpretations or clarifications will be without legal effect. **In order to protect the professional integrity of this procurement process by shielding it from undue influences prior to the recommendation of contract award, responders shall not contact any other City of Naples Airport Authority Employees, Agents, City of Naples Elected Officials, City of Naples Employees or Naples Airport Authority Board Members regarding this RFQ/P from advertisement date through Selection Committee Recommendation to the NAA Board.**

4. Supplemental Information

The NAA reserves the right to request any supplementary information it deems necessary to evaluate responder's experience, qualifications, or clarify or substantiate any information contained in the responder's response.

5. Americans with Disabilities

The NAA adheres to the Americans with Disabilities Act and will make reasonable modifications for access to Airport services, programs, and activities. Please call (239) 643-0733 for further information. Requests must be made at least 48 hours in advance of the event in order to allow the NAA time to provide the requested services.

H. SELECTION PROCEDURE

An Authority Staff Committee shall evaluate responses to this RFQ/P and short-list no more than three firms at a public meeting on ____, 2025, at 9:30 a.m. in the Naples Airport, Larson Conference Room 2nd Floor at 160 Aviation Drive North, Naples, FL 34104. The Public may participate in person or via ZOOM at the following link: https://us06web.zoom.us/j/81794668178?pwd=Y2xnOXJYMFhpL3FjU0JsSVl1ejByZz09

A copy of the Submittal Review Guidelines is attached (Exhibit "B").

The short list shall be published on the Authority's website and short-listed team presentations and evaluations by the NAA Board Consultant Selection Committee shall be scheduled. The presenters for each team will be limited to three individuals, to include the proposed Lead Professional, and the responsible corporate individual. Your presentation will be limited to 30 minutes with an additional up to 30 minutes for questions and answers. Do not provide hard copies of presentations and/or hand-out materials for presentations.

Short-listed firm presentations and evaluations by the NAA Board Consultant Selection Committee will be advised via Addendum.

Upon conclusion of presentations by all short-listed firms, the NAA Board Consultant Selection Committee will rank the presenting firms and submit the final ranking to the NAA Board of Commissioners at the next Board meeting for approval. Contract negotiations will then commence with the highest ranked firm(s). If successful negotiations with the highest ranked firm(s) are not possible, staff will begin negotiations with the second ranked firm and continue, as such, until satisfactory negotiations are accomplished.

I. ASSURANCES

By responding to this RFQ/P, the firm assures the NAA that, if selected, it will:

- Not assign or transfer the NAA's account, or any portion of the NAA's business, without the NAA's prior written approval.
- Act in the NAA's best interest at all times.
- Sign the NAA's Professional Services Agreement for the agreed-upon work.

J. REQUIRED CONTRACTUAL PROVISIONS

For the following section, the term "Contractor" is equivalent with "Consultant".

1. FAA REQUIRED PROVISIONS

2. FLORIDA STATE PROCUREMENT LAW REQUIRED PROVISIONS

For the following section, the term "Contractor" is equivalent with

"Consultant". Anti-Collusion Statement
Under no circumstances shall any prospective proposer, or any person or persons acting for or on behalf of any said

prospective Respondent, seek to influence or gain the support of any member of the Authority favorable to the interest of any prospective Respondent or seek to influence or gain the support of any member of the Authority against the interest of any prospective Respondent. Any such activities shall result in the exclusion of the prospective proposer from consideration by the Authority.

Convicted Vendor List

A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s. 287.017 for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list.

Discriminatory Vendor List

An entity or affiliate who has been placed on the discriminatory vendor list may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity.

Invoice Compliance

All invoices, bills, fees or other requests for compensation for services or expenses shall be submitted in detail sufficient for a proper preaudit and post audit thereof.

Travel Expenses

Bills for any travel expenses shall be submitted in accordance with Florida Stat. 112.061. A state agency may establish rates lower than the maximum provided in s. 112.061.

Public Records

The Authority may unilaterally cancel the Service Agreement if the Successful Respondent refuses to allow the public access to all documents, papers, letters, or other material made or received by Successful Respondent in conjunction with the Service Agreement, unless the records are exempt from s. 24(a) of Art. 1 of the Florida State Constitution and
s. 119.07(1).

No Contact

Respondents to this solicitation or persons acting on their behalf may not contact, between the release of the solicitation and the end of the 72-hour period following the agency posting the notice of intended award, excluding Saturdays, Sundays, and state holidays, any employee or officer of the executive or legislative branch concerning any aspect of this solicitation, except in writing to the procurement officer or as provided in the solicitation documents. Violation of this provision may be grounds for rejecting a response.

Duty To Cooperate With Inspector General

Respondent agrees to comply with s.20.055(5), Florida Statutes and to incorporate in all subcontracts the obligation to comply with s.20.055, Florida Statutes.

No Boycott/Prohibited Business

Respondent hereby certifies that it has not been placed on the Iran Petroleum Energy Sector List, does not have business operations in Cuba or Syria, has not been placed on the Scrutinized Companies with Activities in

Sudan List, has not been placed on the Scrutinized Companies that Boycott Israel List, and is not engaged in a boycott of Israel.

E-Verify

The successful Respondent who becomes the Contractor shall utilize the U.S. Department of Homeland Security E- Verify system to verify the employment eligibility of all new employees hired by the Contractor during the terms of the Agreement and. shall expressly require any subcontractors performing work or providing services hereunder to likewise utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the subcontractor during the term of this Agreement.

3. FLORIDA PUBLIC RECORDS LAW REQUIRED PROVISIONS

(a) IF THE SUCCESSFUL RESPONDENT HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE SUCCESSFUL RESPONDENT'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THE SERVICE AGREEMENT OR THIS REQUEST FOR PROPOSAL, CONTACT THE AUTHORITY'S CUSTODIAN OF PUBLIC RECORDS AT (239) 643-0733, administration@flynaples.com and/or 160 Aviation Drive North, Naples, Florida 34104.

(b) The Successful Respondent acknowledges and agrees that the Successful Respondent shall be required to comply with Florida's Public Records Laws, Chapter 119, Florida Statutes. Specifically, the Successful Respondent hereby covenants and agrees that it shall:

(i) keep and maintain public records required by the Authority to perform the services under the Service Agreement;

(ii) upon request from the Authority's custodian of public records, provide the Authority with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law;

(iii) ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the term of the Service Agreement and following completion of the Service Agreement if the Successful Respondent does not transfer the records to the Authority; and

(iv) upon completion of the Service Agreement, transfer, at no cost, to the Authority all public records in possession of the Successful Respondent or keep and maintain public records required by the Authority to perform the services under the Service Agreement. If the Successful Respondent transfers all public records to the Authority upon completion of the Service Agreement, The Successful Respondent shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Successful Respondent keeps and maintains public records upon completion of the Service Agreement, the Successful Respondent shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the Authority, upon request from the Authority's custodian of public records, in a format that is compatible with the information technology systems of the Authority.

K. ATTACHMENTS

EXHIBIT A: NAA Sample Professional Services Agreement

EXHIBIT B: Selection Committee Ranking Guidelines

EXHIBIT C: E-Verify Eligibility Form

EXHIBIT A

NAA SAMPLE PROFESSIONAL SERVICES AGREEMENT PROFESSIONAL SERVICES AGREEMENT

Naples Airport Authority

Contract #xx-

Exhibit B

Submittal Review Guidelines

RESPONSE RANKING	YOUR SCORE	%
Overall Quality of Submittal		**5**
Team Introduction and Resumes • Key team members are qualified to perform the work categories of the project • Team success of delivery of similar projects		**20**
Experience and Qualifications Specialized experience and technical competence in the type of work required • Respondent has provided comparable projects with which they have been involved • References and past performance evaluations have been submitted to the Naples Airport Authority		**30**
Respondent has demonstrated understanding of key elements of the Project • Respondent has provided a logical approach to the tasks and issues of the Project • Plan for Cost Control		**30**
The capacity to accomplish the work within a negotiated time frame • Respondent has adequate staff for this project • Current workload of the Respondent		**10**
Location of the Respondent's firm and knowledge of SW Florida, City of Naples, and local issues; location criteria cannot be based on a political boundary (e.g. city or county limits)		**5**
TOTAL		**100**

Exhibit C

E-VERIFY ELIGIBILITY FORM VERIFICATION OF

EMPLOYMENT ELIGIBILITY FORM

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Robin King, Director of Communications

Meeting Date: August 21, 2025

Re: **NOISE**

2. Follow Up: Curfew Operators Enhanced Communication Plan

SUMMARY: Staff presented the Curfew Operations Communication Plan in June, and the Board requested that additional steps be included and brought back in August. Board discussion and direction is requested.

BACKGROUND: In April 2025, the Board of Commissioners identified the need for enhanced outreach to recurring curfew violators. Staff developed and presented an enhanced Curfew Operations Communication Plan to the Noise Compatibility Committee (NCC) at their May meeting. The NCC supported the Plan, which was then presented to the Board in June for comments. This presentation incorporates those comments.

COMMUNICATIONS PLAN: Staff will continue current communication and outreach and will implement enhanced procedures upon approval from the Board of Commissioners.

FINANCIAL IMPACT: None associated with this item.

Please FLY SAFE FLY QUIET

August 21, 2025

UPDATED: CURFEW COMMUNICATIONS PLAN

PRESENTED BY

Robin King

Director of Communication

CURFEW VIOLATORS COMMUNICATIONS PLAN

Purpose

To promote compliance with the Naples Airport Voluntary Nighttime Curfew (10:00 PM – 7:00 AM) AKA the Fly Safe Fly Quiet Program

Naples Airport has established a consistent, respectful, and tiered approach to outreach and accountability.

- **To Support Community Expectations**
  - Our community expects a reduction in flights between 10 PM – 7 AM. Persistent curfew violations erode trust and quality of life.
- **To Encourage Voluntary Compliance**
  - Despite repeated outreach (letters, calls and in-person visits), some operators continue to violate the voluntary curfew.

NEW: Escalate Communications to Further Encourage Voluntary Compliance

- Involve leadership for higher-level contact
- Publicly call out **Persistent Disruptors** to underscore the seriousness of repeat violations and promote observance of voluntary curfew.



FSFQ MONTHLY REPORT

Current Monthly Noise Report

- **Call-out to raise visibility**
  - Transparency report – tail numbers, number of ops, operator names, contact information
  - Inclusion in Board packet makes it public record
  - Available online for general public's access

TOP CURFEW VIOLATORS: JULY 2025

COMPANY	NUMBER OF OPS	TAIL NUMBER	ADDRESS	PHONE NUMBER
RexAir	29	MULTIPLE	304 Citation Pt., Naples, FL 34104	239-799-0214
Naples Air Center	17	MULTIPLE	230 Aviation Dr. S, Naples, FL 34104	239-643-1717
Roberto Collins	8	N8298U	2150 Malibu Lake Cir, Apt 1521, Naples, FL 34119	N/A
EnvySky	7	Multiple	601 SW 77th Way, Pembroke Pines, FL 33023	888-643-1717
Robert Kimble	6	N48Y	1580 Caxambas Ct., Marco Island, FL 34145	N/A
FlexJet	5	MULTIPLE	26180 Curtiss Wright Pkwy, Cleveland, OH 44143	866-473-0025
Epic Flight Academy	3	Multiple	600 Skyline Dr., New Smyrna Beach, FL 32168	386-409-5583
Treasure Coast Flight Training	3	Multiple	2400 SE Thunderbolt Dr., Stuart, FL 34996	772-219-4191

FSFQ QUARTERLY REPORT

Quarterly Leaderboard Report

- Recognizes operators who consistently respect the voluntary curfew
  - Naples Daily News ¼ page ad
  - Full-page ads in local publications
  - Social media posts
  - City of Naples newsletter with link to the Leaderboard list, and the curfew violators list
  - Lists on NAA website



PHASE 1: INITIAL OUTREACH (Current)

Responsible Party: Noise Abatement Specialist (NAS)

Triggering Event: 1st – 4th curfew operation

Actions:

- Review aircraft tracking data to confirm curfew operation.
- NAS contacts pilot/operator with reminder of the voluntary curfew, including links to NAA noise abatement policies and guidance as needed. Determine reason for curfew violation.
- Send informational letters to all curfew operators co-signed by NAA Chair and Mayor.



PHASE 2: AMPLIFIED OUTREACH (Proposed)

Responsible Party: Noise Abatement Specialist (NAS)

Triggering Event: 4th curfew violation

Additional Actions:

- Send more assertive letter
- Potential in-person NAS visit to curfew operator(s).
- **NEW:** NAS coordinates a call and/or visit between the operator owner or C-suite member, an NAA Commissioner, and/or NCC Member and/or member of City Council



PHASE 3: AMPLIFIED ACCOUNTABILITY (Proposed)

- **Trigger:** >4 repeated curfew operations
- **Action: Call-out to raise the visibility and reputational impact without defamation or personal attack**
- **Objective: Increase public awareness of repeat curfew operators, emphasizing their noncompliance undermines community trust for the airport, and reinforce ongoing accountability**
- **NEW: Monthly ad with 2 columns in Naples Daily News**
  - "Thank You" column: those top operators who respect the voluntary curfew
  - "Not You" column: **Persistent Disruptors** with names/contact info/number of operations



Naples Daily News

naplesnews.com | Tuesday, May 12, 2015 $1.00 Daily

U.S. News & World Report list of top performing public high schools

3 Collier, 1 Lee schools among top 1,000 in U.S.

makingthegrade.blogs.naplesnews.com

Shooting death of 5-year-old

Absent witness appears in court

THEY MADE THE ULTIMATE SACRIFICE

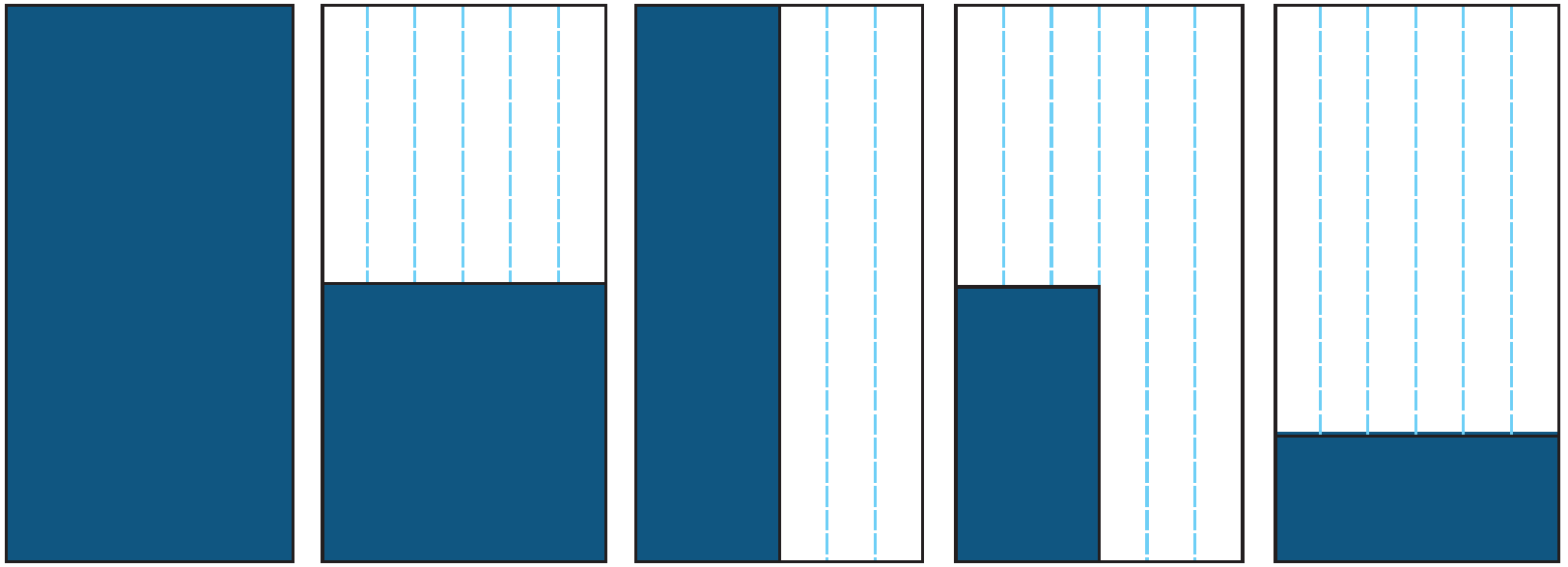
First towers since 2009

New high rises are selling fast in North Naples

PHASE 3: CONSIDERATIONS

- Aviation Counsel Peter Kirsch advises against publishing individual names and photographs, but supports use of publicly available names or entities
- Information is already available to the public each month via the NAA's web site at no added cost
- Regular advertising could raise the visibility and reputational impact of the persistent disruptors, but at a certain expense
- Alternatively, a full page of curfew violators could be posted on the NAA website, updated monthly

Naples Daily News Advertising Rates: 1 Day/1 Week



FULL PAGE	1/2 PAGE H	1/2 PAGE V	1/4 PAGE V	1/4 PAGE H
$4,785	$2,427	$2,427	$1,243	$1,243

Naples AIRPORT AUTHORITY

QUESTIONS?

FOLLOW US ON SOCIAL MEDIA

@naplesairport

@naplesairportapf

Naples Airport Authority

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Heather LeDuc, Senior Business Manager

Meeting Date: August 21, 2025

Re: **ACTION ITEM**

1. Consent to Change in Control Transaction and Second Amendment to Leasehold Agreement for Elite Aviation Group of Naples LLC

SUMMARY: Authorize the Executive Director to execute the Consent To Change In Control Transaction And Second Amendment To Amendment And Restatement Of Leasehold Agreement ("Second Amendment") between Elite Aviation Group of Naples LLC, a Florida limited liability company ("Elite Aviation"), Daniel R. Randolph and the Authority, subject to and conditioned upon the closing of the associated transaction between Mr. Randolph and Elite.

BACKGROUND: On May 15, 2021, the Authority entered into an Amendment And Restatement Of Leasehold Agreement with Elite Aviation for premises located in the east quadrant of the airport, which is commonly known as Elite Jets. In 2022, at the request of the Authority, the agreement was further amended to revise the legal description of the premises and to incorporate an easement allowing the Authority to operate and maintain an oil-water separator situated beneath Elite Aviation's aircraft parking apron.

Mr. Randolph, the sole member of Elite, has entered into an agreement to sell his equitable ownership and controlling interest in Elite Aviation to Elite Jet Acquisition, LLC, a Delaware limited liability company. This transaction requires the consent of the Authority, as it pertains to the leasehold interest in the premises.

The Second Amendment also updates certain provisions of the agreement to meet the Authority's current standard.

Elite Aviation will continue as the lessee under the existing lease agreement, which expires on August 31, 2050. There will be no changes to the current use or operations of the premises.

COMMUNICATIONS PLAN: Not applicable to this item.

FINANCIAL IMPACT: The tenant has reimbursed the Authority for legal and administrative fees associated with the Second Amendment.

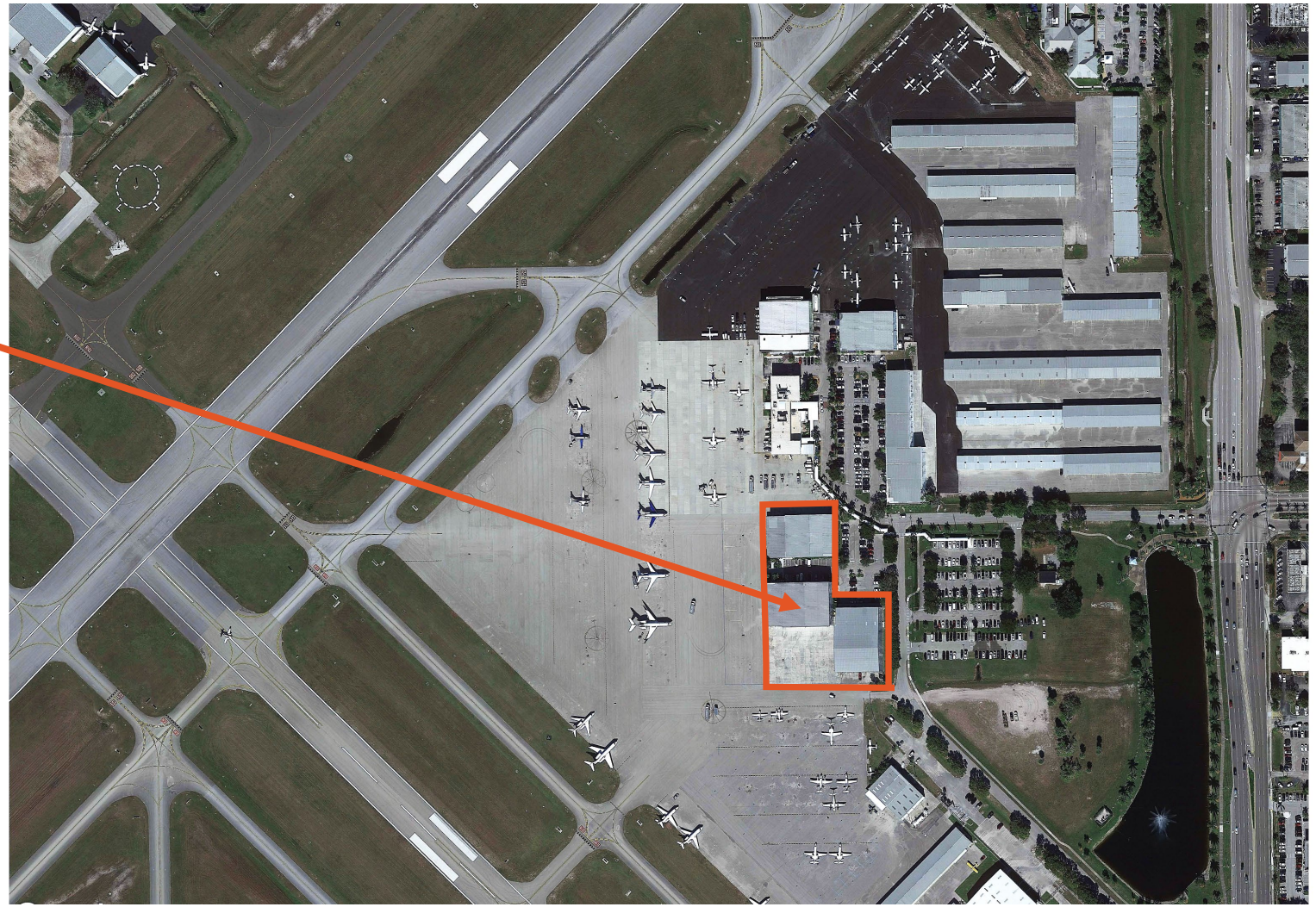
Second Amendment to Lease and Consent to Change in Control Transaction

Elite Aviation Group of Naples LLC

100 Aviation Drive

125 Aviation Drive South

150 Aviation Drive South



To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

Meeting Date: August 21, 2025

Re: **ACTION ITEM**

2. Executive Director's Annual Review

SUMMARY: Board acceptance of the Executive Director's review for the period August 2024 to July 2025.

BACKGROUND: In accordance with the Employment Agreement as amended on September 17, 2020 between the City of Naples Airport Authority and Christopher A. Rozansky, Compensation, Section 3, Base Salary, subsection 3.1(c) states:

> "(c) Employee shall be subject to an annual review by the Board during the regular Board meeting in the month of August of each year. Based upon the results of Employee's annual review by the Board, Employee shall be eligible for an annual merit increase to his Base Salary based upon the same performance-based criteria then available to other employees at the Authority. Any annual merit increase to Employee's Base Salary shall be effective the first pay period beginning in the Authority's new fiscal year during the Term of this Agreement."

A summary of the Executive Director's accomplishments was provided to the Commissioners on July 30, 2025. A summary of the Commissioners' completed reviews is provided below:

RC	TC	KD	RB	JC	Average
4.875	4.625	5	2.125	4.5	4.225

Each Commissioner's completed evaluation is attached for further review and discussion.

COMMUNICATION PLAN: Not applicable at this time.

FINANCIAL IMPACT: Upon Board approval, a CPI and merit adjustment to the Executive Director's base salary will be included in the draft FY 2026 budget.

Executive Director's Annual Review - August 2025

	RC	TC	KD	RB	JC	Rating Average
Leadership	5	5	5	3	5	4.6
Relationship with Board of Commissioners	5	5	5	1	5	4.2
Strategic Plan	5	4	5	3	4	4.2
Fiscal Management	5	4	5	1	5	4
Business Acumen	5	4	5	3	4	4.2
Employee Development	5	5	5	4	5	4.8
Job Knowledge and Industry Engagement	5	5	5	1	5	4.2
Community Relations	4	5	5	1	3	3.6
Overall Total	39	37	40	17	36	33.8
Overall Average (8 Categories)	4.875	4.625	5	2.125	4.5	4.225

1 = Unsatisfactory Performance

2 = Performance between Levels 1 and 3

3 = Proficient Performance

4 = Performance between Levels 3 and 5

5 = Exceptional Performance

Order of review: Chair Cuddihy, Vice Chair Cavanaugh, Commissioner Dustin, Commissioner Burns and Commissioner Crees

Name: RITA CUDDIHY

CITY OF NAPLES AIRPORT AUTHORITY
EXECUTIVE DIRECTOR
PERFORMANCE EVALUATION
FOR THE PERIOD FROM SEPTEMBER 2024 TO AUGUST 2025

Each Commissioner is asked to complete the evaluation form based on his/her assessment of the performance of the Executive Director on a scale from one (1) to five (5). A score of one (1) means unsatisfactory performance; three (3) is equivalent to proficient performance; and five (5) reflects exceptional performance. A score of two (2) or four (4) may be used to describe performance somewhere in between each level. Commissioners are encouraged to provide comments, particularly when providing a rating other than three (3) for satisfactory performance.

Leadership **Rating**

Performing the roles of CEO, CFO, COO and Secretary, the Executive Director effectively leads and promotes the interests of the Authority. Appropriately exercises the authority conferred by the Board through the resolution commonly referred to as the "Delegation of Powers". Aligns with the Authority's values (APFCARES) and earns the respect and support of employees. 5

Comments:

Relationship with the Board of Commissioners **Rating**

The Executive Director diligently communicates pertinent affairs of the Authority to Commissioners. Promptly responds to requests, offers clear explanations and alternatives. Appropriately administers and enforces the directives, policies and resolutions of the Board. Prepares timely, relevant, concise and accurate agendas, minutes, presentations and recommendations for Commissioners. 5

Comments:

Strategic Plan **Rating**

Works closely with the Board, employees and other stakeholders to implement and maintain a strategic plan that aligns the vision, mission, goals and objectives with the aspirations of the Board. Establishes specific, measureable, attainable, relevant and timely goals and objectives as demonstrated through the achievement thereof. 5

Comments:

Fiscal Management **Rating**

Demonstrates fiscal accountability, ensures resources are being utilized prudently and ensures the integrity of financial operations. Prepares an annual operating and capital budget which reflects a well-planned, realistic and accurate financial plan. Accurately reports financial performance throughout the year.

5

Comments:

Business Acumen **Rating**

Endeavors to maximize the financial self-sustainability of the Authority. Is responsive to changing market dynamics. Maintains competitive fuel programs that offer the highest quality products and services. Prudent in the negotiation, administration and enforcement of lease and concession programs. Exercises sound judgement in business activities and the Authority's rates and charges.

5

Comments:

Employee Development **Rating**

Sets an example of high standards and strives to maintain positive working relationships amongst employees. Takes an active role in the hiring, training, development, retention, engagement, succession planning and performance management of employees to achieve the Authority's goals and objectives.

5

Comments:

Job Knowledge and Industry Engagement **Rating**

Applies a wide breadth of knowledge in various areas, including but not limited to: finance; legal matters; regulatory and legislative affairs; planning and development; fixed base operations; environmental protection; operations; security and personnel matters. Seeks opportunities for professional development and collaborates with peers for the benefit of the Authority and advancement of the aviation industry.

5

Comments:

Community Relations **Rating**

Fosters a positive image of the Authority. Builds rapport with the community, civic groups and media through proactive communications, speaking engagements, outreach and events. Is responsive to inquiries. Establishes and maintains cooperative relationships with local, state and federal agencies. 4

Comments: See Attached

Additional Comments:

8/9/2025
Date

Signature

Per Rita's Email Dated August 12, 2025

Chris is an exceptional leader who is respected by his employees, the tenants, airport users , the board of directors, and across the industry and community at large. In my role as chair, I have had the opportunity to work more closely with him and have gained an even greater appreciation for his business acumen, strategic thinking, and his leadership.

Chris makes himself available whenever I reach out and never fails to offer straightforward explanations on any topic. His new approach to the strategic plan this year shows his willingness to grow and develop new ideas based on his own initiatives, and in response to board requests. His dedication to safety, efficiency and fiscal responsibility leads his team to consistently meet their governmental and business requirements, achieving nearly 100 % of their annual goals. The two-pronged approach to building business plans, with and without the acceptance of grants, is a clear demonstration of his business acumen and fiscal management. The myriad of leadership appointments for Chris and many of his team across industry organizations are testaments to his passion for employee development and industry engagement.

Chris continues to spend a great deal of time and energy on community engagement, particularly in the area of aircraft noise. Chris and counsel have presented city council with a short-, medium- and long-term approach to potentially address this. In the short run, Chris leads several approaches to reduce noise impact even though federal regulations preclude him from reducing flights. His work with Hughes on noise abatement flight procedures is well under way with the first procedures slated for implementation in October. He works with developers on new real estate projects to obtain easements and ensure buyers are informed of airport impacts. While it has not eliminated all curfew violators, his Fly Safe Fly Quiet program has resulted in significant reductions of some operators, including the largest violator, who changed business policies to avoid flying during the voluntary curfew hours. Chris's team reaches out to every person, every time they fly during curfew hours to educate them on the impact to the community. Their approach is recognized in the aviation community as leading. He works closely with tenants to educate them on community concerns, adding language to contracts to ensure alignment. Despite Chris's continual efforts and successes, there is still more to be done in this area. With Chris's leadership and the partnership of the local and federal government, I believe more can be accomplished over time.

The NAA is very fortunate to have someone of Chris's caliber leading this very well-run airport. He has created a culture of excellence in safety, efficiency and fiscal sustainability and he did it in such a way that his employees recognize and appreciate their roles in achieving their mission and goals. It is easy to see why the NAA has been named One of The Best Places to Work in All of Southwest Florida for the third year in a row. It is an honor and pleasure to work with Chris Rozansky.

Completed By: Rita Cuddihy Date: August 12, 2025

Name: Terrence Cavanaugh

CITY OF NAPLES AIRPORT AUTHORITY
EXECUTIVE DIRECTOR
PERFORMANCE EVALUATION
FOR THE PERIOD FROM SEPTEMBER 2024 TO AUGUST 2025

Each Commissioner is asked to complete the evaluation form based on his/her assessment of the performance of the Executive Director on a scale from one (1) to five (5). A score of one (1) means unsatisfactory performance; three (3) is equivalent to proficient performance; and five (5) reflects exceptional performance. A score of two (2) or four (4) may be used to describe performance somewhere in between each level. Commissioners are encouraged to provide comments, particularly when providing a rating other than three (3) for satisfactory performance.

Leadership	**Rating**
Performing the roles of CEO, CFO, COO and Secretary, the Executive Director effectively leads and promotes the interests of the Authority. Appropriately exercises the authority conferred by the Board through the resolution commonly referred to as the "Delegation of Powers". Aligns with the Authority's values (APFCARES) and earns the respect and support of employees.	5

Comments: I See this goal dealing with five constituents (Airport operations/users, staff, aviation industry, cross governmental and community). Mr. Rozansky managed all very effectively. He is balanced and thoughtful in his thinking and actions. Well respected by all on the airport grounds, within the local and national aviation industry and with the majority of the community.

Relationship with the Board of Commissioners	**Rating**
The Executive Director diligently communicates pertinent affairs of the Authority to Commissioners. Promptly responds to requests, offers clear explanations and alternatives. Appropriately administers and enforces the directives, policies and resolutions of the Board. Prepares timely, relevant, concise and accurate agendas, minutes, presentations and recommendations for Commissioners.	5

Comments: From my perspective Mr. Rozansky has a good relationship with the board. He is transparent and proactive with information, responsive to requests and at the same time effectively providing his expertise/opinion in discussions, operational issues and NAA policy positions. His management of the Airport Exploratory Study speaks to this commentary.

Strategic Plan **Rating**

Works closely with the Board, employees and other stakeholders to implement and maintain a strategic plan that aligns the vision, mission, goals and objectives with the aspirations of the Board. Establishes specific, measureable, attainable, relevant and timely goals and objectives as demonstrated through the achievement thereof. 4

Comments: The strategic Plan is more of an Operational Scorecard in my opinion. As an operational blueprint Mr. Rozansky and team achieved a 5 rating. Strategic activity would be the Exploratory Study, FAA relationship management (with desired operational modifications) and government relations/lobbying. Strong result with the Exploratory Study. Good ongoing effort with the FAA and lobbying with more work to be done on creating real and defined results.

Fiscal Management **Rating**

Demonstrates fiscal accountability, ensures resources are being utilized prudently and ensures the integrity of financial operations. Prepares an annual operating and capital budget which reflects a well-planned, realistic and accurate financial plan. Accurately reports financial performance throughout the year. 4

Comments: NAA continues to maintain a strong balance sheet with good margins. Mr. Rozansky and team are good stewards of the NAA resources. They provide good fiscal management that produces outstanding customer satisfaction. I am concerned about the growth in staff over the last five years with the corresponding labor and benefit cost. Balancing this issue with safety and customer satisfaction will need to be analyzed with discipline. The unique operating model of the airport creates many benefits but also dampens cost management clarity.

Business Acumen **Rating**

Endeavors to maximize the financial self-sustainability of the Authority. Is responsive to changing market dynamics. Maintains competitive fuel programs that offer the highest quality products and services. Prudent in the negotiation, administration and enforcement of lease and concession programs. Exercises sound judgement in business activities and the Authority's rates and charges. 4

Comments: Strong results in this area. Effective management of contracts/agreements with all third parties. Very strong emergency management by the Executive Director and entire staff. Good practices in place to build robust technology as well as protections from Cyber threats. I believe Mr. Rozansky would benefit from attending a strong Executive Education Program that would expose him to other companies/industries. This learning experience should provide perspective and new skills that will make him even more effective from an operational and strategic standpoint.

Employee Development **Rating**

Sets an example of high standards and strives to maintain positive working relationships amongst employees. Takes an active role in the hiring, training, development, retention, engagement, succession planning and performance management of employees to achieve the Authority's goals and objectives. 5

Comments: Appears to be effective in employee development. Strong results in attracting and retaining high performing staff. He is accessible to all in the organization, hosting formal and informal opportunities for information and staff feedback. I would appreciate a more formal process to better understand skill level of current staff at key positions and the succession plan for these roles.

Job Knowledge and Industry Engagement **Rating**

Applies a wide breadth of knowledge in various areas, including but not limited to: finance; legal matters; regulatory and legislative affairs; planning and development; fixed base operations; environmental protection; operations; security and personnel matters. Seeks opportunities for professional development and collaborates with peers for the benefit of the Authority and advancement of the aviation industry. 5

Comments: Mr. Rozansky is a seasoned, very well regarded aviation executive. As evidenced by his past and current roles in Florida and national industry roles his peers look to him for leadership and guidance. He has instilled this skill and desire to give back to the aviation industry in his staff as evidenced by their roles across the aviation industry footprint.

Community Relations **Rating**

Fosters a positive image of the Authority. Builds rapport with the community, civic groups and media through proactive communications, speaking engagements, outreach and events. Is responsive to inquiries. Establishes and maintains cooperative relationships with local, state and federal agencies. 5

Comments: Mr. Rozansky has demonstrated strong skills in his community relations role. In an environment of strong opinions, diversity of voices and information ambiguity he has patiently and professionally responded to all constituents with facts and context. He was particularly effective regarding the Airport Exploratory Study and the Part 150 Study with external organizations/individuals. His work with ESA in providing economic/real estate information as it relates to local aviation trends was a creative informative product. This information was useful and appreciated by several news organizations as they endeavored to better educate the public.

Additional Comments:

August 13, 2025 T. W. Cavanaugh

Date Signature

Name: Kerry Q. Dustin

CITY OF NAPLES AIRPORT AUTHORITY
EXECUTIVE DIRECTOR
PERFORMANCE EVALUATION
FOR THE PERIOD FROM SEPTEMBER 2024 TO AUGUST 2025

Each Commissioner is asked to complete the evaluation form based on his/her assessment of the performance of the Executive Director on a scale from one (1) to five (5). A score of one (1) means unsatisfactory performance; three (3) is equivalent to proficient performance; and five (5) reflects exceptional performance. A score of two (2) or four (4) may be used to describe performance somewhere in between each level. Commissioners are encouraged to provide comments, particularly when providing a rating other than three (3) for satisfactory performance.

Leadership **Rating**

Performing the roles of CEO, CFO, COO and Secretary, the Executive Director effectively leads and promotes the interests of the Authority. Appropriately exercises the authority conferred by the Board through the resolution commonly referred to as the "Delegation of Powers". Aligns with the Authority's values (APFCARES) and earns the respect and support of employees. 5

Comments: We are fortunate to have Chris. He is well recognized as a leader and highly respected in the GA world.

Relationship with the Board of Commissioners **Rating**

The Executive Director diligently communicates pertinent affairs of the Authority to Commissioners. Promptly responds to requests, offers clear explanations and alternatives. Appropriately administers and enforces the directives, policies and resolutions of the Board. Prepares timely, relevant, concise and accurate agendas, minutes, presentations and recommendations for Commissioners. 5

Comments:

Strategic Plan **Rating**

Works closely with the Board, employees and other stakeholders to implement and maintain a strategic plan that aligns the vision, mission, goals and objectives with the aspirations of the Board. Establishes specific, measureable, attainable, relevant and timely goals and objectives as demonstrated through the achievement thereof. 5

Comments:

Fiscal Management **Rating**

Demonstrates fiscal accountability, ensures resources are being utilized prudently and ensures the integrity of financial operations. Prepares an annual operating and capital budget which reflects a well-planned, realistic and accurate financial plan. Accurately reports financial performance throughout the year. 5.

Comments: The Employee Health Benefit negotiation results saved almost his total compensation!

Business Acumen **Rating**

Endeavors to maximize the financial self-sustainability of the Authority. Is responsive to changing market dynamics. Maintains competitive fuel programs that offer the highest quality products and services. Prudent in the negotiation, administration and enforcement of lease and concession programs. Exercises sound judgement in business activities and the Authority's rates and charges. 5

Comments:

Employee Development **Rating**

Sets an example of high standards and strives to maintain positive working relationships amongst employees. Takes an active role in the hiring, training, development, retention, engagement, succession planning and performance management of employees to achieve the Authority's goals and objectives. 5

Comments: Our Team may be the best in the U.S. Our task is to keep them!

Job Knowledge and Industry Engagement **Rating**

Applies a wide breadth of knowledge in various areas, including but not limited to: finance; legal matters; regulatory and legislative affairs; planning and development; fixed base operations; environmental protection; operations; security and personnel matters. Seeks opportunities for professional development and collaborates with peers for the benefit of the Authority and advancement of the aviation industry. 5

Comments: Chris is always looking forward. Whether it is EVOLT, AI, or climate risk he always has APF in his head and his heart.

Community Relations **Rating**

Fosters a positive image of the Authority. Builds rapport with the community, civic groups and media through proactive communications, speaking engagements, outreach and events. Is responsive to inquiries. Establishes and maintains cooperative relationships with local, state and federal agencies. 5

Comments: Chris is always trying to improve this despite a hostile environment and in my opinion, misguided and unprofessional behavior of a Commissioner (at times).

Additional Comments:

8/8/25
Date

Signature

Name: **Bob Burns**

CITY OF NAPLES AIRPORT AUTHORITY
EXECUTIVE DIRECTOR
PERFORMANCE EVALUATION
FOR THE PERIOD FROM SEPTEMBER 2024 TO AUGUST 2025

Each Commissioner is asked to complete the evaluation form based on his/her assessment of the performance of the Executive Director on a scale from one (1) to five (5). A score of one (1) means unsatisfactory performance; three (3) is equivalent to proficient performance; and five (5) reflects exceptional performance. A score of two (2) or four (4) may be used to describe performance somewhere in between each level. Commissioners are encouraged to provide comments, particularly when providing a rating other than three (3) for satisfactory performance.

Leadership	**Rating**
Performing the roles of CEO, CFO, COO and Secretary, the Executive Director effectively leads and promotes the interests of the Authority. Appropriately exercises the authority conferred by the Board through the resolution commonly referred to as the "Delegation of Powers". Aligns with the Authority's values (APFCARES) and earns the respect and support of employees.	3

Comments:

By having these four roles under one person creates a conflict of interest. He controls the agenda, message and records of NAA meetings. That is too much power in one person, making it subject to abuse. This needs to be addressed by the NAA commissioners.

Relationship with the Board of Commissioners	**Rating**
The Executive Director diligently communicates pertinent affairs of the Authority to Commissioners. Promptly responds to requests, offers clear explanations and alternatives. Appropriately administers and enforces the directives, policies and resolutions of the Board. Prepares timely, relevant, concise and accurate agendas, minutes, presentations and recommendations for Commissioners.	1

Comments:

Some questions go unanswered or are diverted. As an example, I have asked, why was the Naples Jet Center September 14, 2019 Conceptual Design for 377 Citation Point not included on the 2021 Airport Master Plan.

Strategic Plan	**Rating**
Works closely with the Board, employees and other stakeholders to implement and maintain a strategic plan that aligns the vision, mission, goals and objectives with the aspirations of the Board. Establishes specific, measureable, attainable, relevant and timely goals and objectives as demonstrated through the achievement thereof.	3

Comments:

Goals, although relevant and important, are too easily achieved. No long-range planning, beyond 5 years, is considered. No substantial thought given to end of the land lease with the City.

Fiscal Management **Rating**

Demonstrates fiscal accountability, ensures resources are being utilized prudently and ensures the integrity of financial operations. Prepares an annual operating and capital budget which reflects a well-planned, realistic and accurate financial plan. Accurately reports financial performance throughout the year. 1

Comments:

He is not able to prepare an annual budget without going into the red unless federal grants are used.

Business Acumen **Rating**

Endeavors to maximize the financial self-sustainability of the Authority. Is responsive to changing market dynamics. Maintains competitive fuel programs that offer the highest quality products and services. Prudent in the negotiation, administration and enforcement of lease and concession programs. Exercises sound judgement in business activities and the Authority's rates and charges. 3

Comments:

His primary focus is selling more fuel to maximize revenue of the Authority. However, it creates a conflict with airport neighbors who must endure the consequences of adding volume to air traffic landings and takeoffs, creating more jet noise, safety and environmental issues.

Employee Development **Rating**

Sets an example of high standards and strives to maintain positive working relationships amongst employees. Takes an active role in the hiring, training, development, retention, engagement, succession planning and performance management of employees to achieve the Authority's goals and objectives. 4

Comments: He encourages staff to participate in airport organizations and training in order to benefit the reputation of airport and individual.

Job Knowledge and Industry Engagement **Rating**

Applies a wide breadth of knowledge in various areas, including but not limited to: finance; legal matters; regulatory and legislative affairs; planning and development; fixed base operations; environmental protection; operations; security and personnel matters. Seeks opportunities for professional development and collaborates with peers for the benefit of the Authority and advancement of the aviation industry. 1

Comments:

He is a stickler on FAA regulations but lacks knowledge of Naples City Codes applicable to the airport. An example is not assuring the Naples City Council had an opportunity to consider the September 2019 conceptual design of Naples Jet Center addition in an Airport Utilization Plan. This came to light during 2024-2025.

Community Relations **Rating**

Fosters a positive image of the Authority. Builds rapport with the community, civic groups and media through proactive communications, speaking engagements, outreach and events. Is responsive to inquiries. Establishes and maintains cooperative relationships with local, state and federal agencies. 1

Comments:

Through a well-funded public messaging program and staff, he paints a Pollyanna picture of airport assets to the public while disregarding complaints of increasing volume of aircraft landings and takeoffs, increasing jet noise, environmental concerns and safety issues (jet crashing on I-75 just short of Wyndemere residential neighborhood only a few miles from airport runway 23), and (prop aircraft crashing on takeoff on New Years eve in the early morning of January 1st, 2025), and citing FAA regulations that little to nothing could be done.

He and his staff crafted a sentiment survey described by some as a "mini push-poll" designed to push a biased message and influence a more positive response. Regrettably, the survey did not include questions about airport jet noise, increasing volume of landings and takeoffs, environmental concerns or safety.

While representing NAA at a Naples city council meeting along with Peter Kirsch, airport lobbyist, Mr. Rozansky became argumentative with the city mayor's thoughts and position rather than accepting and tolerant.

Additional Comments:

Regarding a proposed new addition to the Naples Jet Center, he lacked the knowledge of local city requirements in the Naples City Code of the necessity to submit it directly to the City Council on an Airport Utilization Plan.

These items came to light within the past year.

12AUG2025 Bob Bourne

Date Signature

Name: John CREES

CITY OF NAPLES AIRPORT AUTHORITY
EXECUTIVE DIRECTOR
PERFORMANCE EVALUATION
FOR THE PERIOD FROM SEPTEMBER 2024 TO AUGUST 2025

Each Commissioner is asked to complete the evaluation form based on his/her assessment of the performance of the Executive Director on a scale from one (1) to five (5). A score of one (1) means unsatisfactory performance; three (3) is equivalent to proficient performance; and five (5) reflects exceptional performance. A score of two (2) or four (4) may be used to describe performance somewhere in between each level. Commissioners are encouraged to provide comments, particularly when providing a rating other than three (3) for satisfactory performance.

Leadership	**Rating**
Performing the roles of CEO, CFO, COO and Secretary, the Executive Director effectively leads and promotes the interests of the Authority. Appropriately exercises the authority conferred by the Board through the resolution commonly referred to as the "Delegation of Powers". Aligns with the Authority's values (APFCARES) and earns the respect and support of employees.	5

Comments:

Chris consistently demonstrates exceptional leadership, running a safe and efficient airport. He adeptly manages the multifaceted responsibilities of his role (CEO, CFO, COO, Secretary) and successfully aligns the organization with the NAA's core values. This is reflected in the airport's third consecutive "Best Places to Work" award in 2025.

His standing within the industry is robust, evidenced by his reappointment to the NATA Board and his election as the FAC Executive Committee Secretary. He inspires his senior staff, who also hold key roles in FAC committees. While Chris's leadership style is highly effective and has led to a strong emphasis on employee development—with 17 promotions and participation in programs like Leadership Collier—there is a niggling concern that his dominant approach may inadvertently hinder independent decision-making and critical debate among his team.

Relationship with the Board of Commissioners **Rating**

The Executive Director diligently communicates pertinent affairs of the Authority to Commissioners. Promptly responds to requests, offers clear explanations and alternatives. Appropriately administers and enforces the directives, policies and resolutions of the Board. Prepares timely, relevant, concise and accurate agendas, minutes, presentations and recommendations for Commissioners.

5

Comments:

Chris maintains a strong, transparent relationship with the Board. He is proactive in his communication, meeting individually with commissioners to discuss agenda items and incorporating their feedback. This was particularly evident in his onboarding of a new commissioner and his participation in AAAE's Airport Board Orientation.

His coordination of a Joint Workshop with the Naples City Council in November 2024 also highlights his commitment to engagement. To further enhance this relationship and strategic alignment, more "meeting-of-the-minds" summits are needed.

Strategic Plan **Rating**

Works closely with the Board, employees and other stakeholders to implement and maintain a strategic plan that aligns the vision, mission, goals and objectives with the aspirations of the Board. Establishes specific, measureable, attainable, relevant and timely goals and objectives as demonstrated through the achievement thereof.

4

Comments:

Chris achieved an impressive 99.3% success rate on the FY24 strategic plan scorecard. While stakeholder engagement for the FY26-30 plan was strong, a notable weakness was the lack of direct engagement with the local community. This, combined with strained relations with the City Council, complicates the alignment of airport strategy with broader community needs.

There is a persistent public perception that airport growth is prioritized over community quality of life issues, particularly regarding jet noise. Infrastructure projects, such as new hangars and apron/ramp safety improvements, are often misconstrued as expansion efforts, inflaming community perceptions despite their true purpose of modernization and safety.

Fiscal Management **Rating**

Demonstrates fiscal accountability, ensures resources are being utilized prudently and ensures the integrity of financial operations. Prepares an annual operating and capital budget which reflects a well-planned, realistic and accurate financial plan. Accurately reports financial performance throughout the year. 5

Comments:

Chris's fiscal management is exemplary, supported by a highly capable team. The FY24 audit was completed early and resulted in an unmodified opinion, and the Authority received its 19th Certificate of Achievement for Excellence in Financial Reporting.

His financial acumen is further demonstrated by his team's success in negotiating a 16% proposed health benefits increase down to 3% without impacting employee benefits, as well as their ability to renew insurance coverage in a difficult market and explore new non-aeronautical revenue streams. The NAA's debt-free status is also highly commendable.

However, the airport's heavy reliance on fuel revenue may inadvertently exacerbate community perceptions that fuel pricing a major driver of increased aircraft activity and, by extension, noise.

Business Acumen	**Rating**
Endeavors to maximize the financial self-sustainability of the Authority. Is responsive to changing market dynamics. Maintains competitive fuel programs that offer the highest quality products and services. Prudent in the negotiation, administration and enforcement of lease and concession programs. Exercises sound judgement in business activities and the Authority's rates and charges.	4

Comments:

Chris demonstrates very strong business acumen, effectively managing a $65 million budget and a staff of approximately 130 to run a safe and efficient airport. This accomplishment alone warrants a top rating. However, his score is tempered by significant concerns regarding community relations and trust.

Aggressive promotional efforts, such as a recent sentiment survey that failed to address negative community concerns like noise and pollution, have been criticized as "propaganda." This perception amplifies the belief that airport operations take precedence over resident well-being.

Of equal concern is the recent deterioration of the relationship with the Naples City Council. This lack of community trust, driven by poor relations with the City Council and a perceived bias toward airport users, hinders his overall effectiveness.

Improving communication and providing clear insight to both elected officials and residents about FAA constraints are essential to balancing his strong business achievements and earning a higher score.

Employee Development **Rating**

Sets an example of high standards and strives to maintain positive working relationships amongst employees. Takes an active role in the hiring, training, development, retention, engagement, succession planning and performance management of employees to achieve the Authority's goals and objectives.

5

Comments:

Chris excels in employee development and leadership training. His commitment is evident in a number of key initiatives, including 28 staff completing FAA Part 139 training, and numerous staff achieving professional certifications and awards, such as Larisza Zalonecky's Certified Manager designation and Ken Warriner's 2024 Risk Management Professional award. The presence of two summer interns and regular wellness events also highlights his dedication to a robust and supportive work environment.

While his leadership team is highly talented, Chris's strong style may unintentionally limit the independent growth of his team members, though his current efforts in this area are worthy of a top rating.

Job Knowledge and Industry Engagement **Rating**

Applies a wide breadth of knowledge in various areas, including but not limited to: finance; legal matters; regulatory and legislative affairs; planning and development; fixed base operations; environmental protection; operations; security and personnel matters. Seeks opportunities for professional development and collaborates with peers for the benefit of the Authority and advancement of the aviation industry.

5

Comments:

Chris's extensive knowledge and expertise are clearly demonstrated through his active participation and leadership roles in organizations like NATA, AAAE, and FAC.

His oversight of the Airport Cooperative Research Program's compensation project, along with his engagements with the FAA and U.S. Customs and Border Protection, further cement his standing as a highly knowledgeable industry professional.

Community Relations **Rating**

Fosters a positive image of the Authority. Builds rapport with the community, civic groups and media through proactive communications, speaking engagements, outreach and events. Is responsive to inquiries. Establishes and maintains cooperative relationships with local, state and federal agencies. 3

Comments:

Despite a comprehensive outreach program that includes over 120 events (e.g., Plane Talk, NAACP events) and dedicated noise mitigation efforts (such as new arrival/departure procedures, a dedicated Noise Abatement Specialist, a Part 150 Noise Study, and the EnviroSuite system), Chris continues to face perception that he is "paying lip service" to the needs of the community and not being totally transparent.

Relations with the Naples City Council are notably poor and require a major effort to improve through better communication and enhanced perception of transparency. A significant hurdle in this area is that the community often does not fully comprehend the FAA's significant restrictions on the NAA.

The NAA's aggressive promotional efforts, which have been perceived as a "propaganda machine," amplify these tensions. The perception of backing of airport users over residents and elected officials must be addressed.

Additional Comments:

Chris Rozansky is a highly capable and effective leader who runs a robust, safe, and efficient Naples Airport Authority.

However, his overall performance is impacted by deteriorating relations with the Naples City Council and a persistent public perception of prioritizing airport users over residents.

Major efforts to rebuild trust, improve City Council relations, and genuinely enhance community engagement are essential and will be critical to elevating his overall assessment.

8th August 2025
Date

Signature

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

Meeting Date: August 21, 2025

Re: **ACTION ITEM**

3. Authority Counsel's Annual Review

SUMMARY: Board acceptance of the annual review of the Authority Counsel to assess the firm's performance and accomplishments.

BACKGROUND: Article IV, Section 3, of the Bylaws states:

> *"The Board shall contract with an individual or firm of attorneys licensed to practice law in the State of Florida to serve as Authority Counsel. The Authority Counsel shall report directly to the Board, shall represent and protect the interests of the Authority and the Board and shall work with the Executive Director to achieve those purposes. The Authority Counsel and the Board shall enter into an agreement setting forth the specific duties, responsibilities, and fees of Authority Counsel.*
>
> *The Authority Counsel's performance under the agreement shall be reviewed annually by the Board during the Regular Meeting in August.*
>
> *In addition, the Board may retain other attorneys or law firms for specific projects or matters. Such special counsel shall coordinate their professional efforts with the Authority Counsel and keep Authority Counsel advised on their activities so that special counsel does not inadvertently take positions inconsistent with the Board's general directions to Authority Counsel. Authority Counsel may be asked to review and approve the billing invoices of special counsel and make appropriate recommendations to the Board and the Executive Director."*

Each Commissioner recently completed an evaluation of the performance of the Authority Counsel. A summary of the average performance ratings given by the Commissioners is provided as follows:

Criteria	Each Commissioner's Rating RC	TC	KD	RB	JC	Combined Average
Overall Average	S	S	S	S	S	Satisfactory

Rating Scale: S = Satisfactory
U = Unsatisfactory
II = Insufficient Information
N/A = Not Applicable

Each Commissioner's completed evaluation is attached for your review and discussion.

The original agreement with the Authority Counsel was entered into in 2002. The Board authorized the Executive Director to enter into an updated agreement during the August 2017 Regular Board Meeting setting forth the specific duties, responsibilities and fees of the Authority Counsel with Mr. Owens as the lead attorney. The following table shows BSK's rate changes since 2018.

Authority Counsel's Approved Rate Changes Since 2018

Year Approved by Board	For NAA's Fiscal Year	Standard Hourly Rate	NAA Hourly Rate
2025	2026	590.00*	Not Yet Determined
2024	2025	550.00	$365.00
2023	2024	$520.00	$350.00
2022	2023	$495.00	$325.00
2021	2022	$475.00	$315.00
2020	2021	$455.00	$310.00
2019	2020	$445.00	$304.00

**BSK normally adjusts their standard hourly rates in October of each year, but has adjusted them earlier this year.*

COMMUNICATION PLAN: Not applicable at this time.

FINANCIAL IMPACT: Upon approval, the Authority's cost for legal services will be projected in the FY 2025 budget.

Completed By: RITA CUDDIHY **Date:** 8/9/2025

CITY OF NAPLES AIRPORT AUTHORITY
COMMISSIONER REVIEW
FY 2025 ANNUAL REVIEW OF AUTHORITY COUNSEL

The law firm of Bond, Schoeneck & King, PLLC ("BSK") serves as Authority Counsel. Pursuant to Article IV, Section 3, of the Bylaws for the Governance and Operation of the City of Naples Airport Authority (the "NAA"), "Authority Counsel's performance under the agreement shall be reviewed annually by the Board during the Regular Meeting in August."

Each Commissioner and applicable Staff Member is being asked to complete this form based on his or her assessment of BSK on the performance of their duties as Authority Counsel under its agreement since the date of the last review.

Please select a performance rating of "Satisfactory", "Unsatisfactory", "Insufficient information" or "Not Applicable" and provide any relevant comments for each item below.

CRITERIA	RATING
1. **Effectively represents and protects the interests of the NAA.**	SATISFACTORY
Comments:	
2. **Assists with public meetings, as required, and is responsive to inquiries. Offers appropriate guidance regarding procedures, ethics, public records and Sunshine Law.**	SATISFACTORY
Comments:	
3. **If applicable, handles litigation prudently as directed by Board.**	SATISFACTORY
Comments:	
4. **Lead attorney, William L. Owens, effectively oversees representation.**	SATISFACTORY
Comments:	

5. **General Comments on Authority Counsel:**

I concur with the staff assessment BSK and Mr. Owens in particular, are strong partners offering dependable legal counsel and operating as a solid business partner.

Completed By: Terrence Cavanaugh **Date:** August 9, 2025

CITY OF NAPLES AIRPORT AUTHORITY
COMMISSIONER REVIEW
FY 2025 ANNUAL REVIEW OF AUTHORITY COUNSEL

The law firm of Bond, Schoeneck & King, PLLC ("BSK") serves as Authority Counsel. Pursuant to Article IV, Section 3, of the Bylaws for the Governance and Operation of the City of Naples Airport Authority (the "NAA"), "Authority Counsel's performance under the agreement shall be reviewed annually by the Board during the Regular Meeting in August."

Each Commissioner and applicable Staff Member is being asked to complete this form based on his or her assessment of BSK on the performance of their duties as Authority Counsel under its agreement since the date of the last review.

Please select a performance rating of "Satisfactory", "Unsatisfactory", "Insufficient information" or "Not Applicable" and provide any relevant comments for each item below.

CRITERIA	RATING
1. Effectively represents and protects the interests of the NAA.	**Satisfactory**

Comments: Mr. Owens is a highly skilled attorney with expertise in governmental legal work. He provides good counsel to board collectively and individually. His combination of legal expertise and sound business judgment provides the NAA with a strong resource.

2. Assists with public meetings, as required, and is responsive to inquiries. Offers appropriate guidance regarding procedures, ethics, public records and Sunshine Law.	**Satisfactory**

Comments: Always prepared, responsive to all parties, Strong guidance provided in understandable context.

3. If applicable, handles litigation prudently as directed by Board.	**Satisfactory**

Comments: While NAA has not had any litigation, Mr. Owens has been very valuable in evaluating the legal/litigation landscape at the federal, state and local level.

4. Lead attorney, William L. Owens, effectively oversees representation.	**Satisfactory**

Comments: He is very effective in overseeing representation with strong legal and communication skills.

5. General Comments on Authority Counsel:

BSK and Mr. Owens have provided thoughtful and timely expertise in this past year. They are a strong partner for board and staff.

Completed By: Kerry C Dugan **Date:** 8/8/25

CITY OF NAPLES AIRPORT AUTHORITY
COMMISSIONER REVIEW
FY 2025 ANNUAL REVIEW OF AUTHORITY COUNSEL

The law firm of Bond, Schoeneck & King, PLLC ("BSK") serves as Authority Counsel. Pursuant to Article IV, Section 3, of the Bylaws for the Governance and Operation of the City of Naples Airport Authority (the "NAA"), "Authority Counsel's performance under the agreement shall be reviewed annually by the Board during the Regular Meeting in August."

Each Commissioner and applicable Staff Member is being asked to complete this form based on his or her assessment of BSK on the performance of their duties as Authority Counsel under its agreement since the date of the last review.

Please select a performance rating of "Satisfactory", "Unsatisfactory", "Insufficient information" or "Not Applicable" and provide any relevant comments for each item below.

CRITERIA	RATING
1. **Effectively represents and protects the interests of the NAA.**	Satisfactory
Comments:	
2. **Assists with public meetings, as required, and is responsive to inquiries. Offers appropriate guidance regarding procedures, ethics, public records and Sunshine Law.**	
Comments:	
3. **If applicable, handles litigation prudently as directed by Board.**	
Comments:	
4. **Lead attorney, William L. Owens, effectively oversees representation.**	
Comments:	

5. **General Comments on Authority Counsel:**
Bill does a very good job for us. But we, and the City need to use lawyers less.

Completed By: Bob Burns **Date:** 12AUG2025

CITY OF NAPLES AIRPORT AUTHORITY
COMMISSIONER REVIEW
FY 2025 ANNUAL REVIEW OF AUTHORITY COUNSEL

The law firm of Bond, Schoeneck & King, PLLC ("BSK") serves as Authority Counsel. Pursuant to Article IV, Section 3, of the Bylaws for the Governance and Operation of the City of Naples Airport Authority (the "NAA"), "Authority Counsel's performance under the agreement shall be reviewed annually by the Board during the Regular Meeting in August."

Each Commissioner and applicable Staff Member is being asked to complete this form based on his or her assessment of BSK on the performance of their duties as Authority Counsel under its agreement since the date of the last review.

Please select a performance rating of "Satisfactory", "Unsatisfactory", "Insufficient information" or "Not Applicable" and provide any relevant comments for each item below.

CRITERIA	RATING
1. Effectively represents and protects the interests of the NAA.	**Satisfactory**
Comments:	
2. Assists with public meetings, as required, and is responsive to inquiries. Offers appropriate guidance regarding procedures, ethics, public records and Sunshine Law.	**Satisfactory**
Comments:	
3. If applicable, handles litigation prudently as directed by Board.	**Satisfactory**
Comments:	
4. Lead attorney, William L. Owens, effectively oversees representation.	**Satisfactory**
Comments:	

5. General Comments on Authority Counsel:

Has always been prompt in responding whenever he is needed.

Completed By: John CREES **Date:** 6th August 2025

CITY OF NAPLES AIRPORT AUTHORITY
COMMISSIONER REVIEW
FY 2025 ANNUAL REVIEW OF AUTHORITY COUNSEL

The law firm of Bond, Schoeneck & King, PLLC ("BSK") serves as Authority Counsel. Pursuant to Article IV, Section 3, of the Bylaws for the Governance and Operation of the City of Naples Airport Authority (the "NAA"), "Authority Counsel's performance under the agreement shall be reviewed annually by the Board during the Regular Meeting in August."

Each Commissioner and applicable Staff Member is being asked to complete this form based on his or her assessment of BSK on the performance of their duties as Authority Counsel under its agreement since the date of the last review.

Please select a performance rating of "Satisfactory", "Unsatisfactory", "Insufficient information" or "Not Applicable" and provide any relevant comments for each item below.

CRITERIA	RATING
1. Effectively represents and protects the interests of the NAA.	Satisfactory

Comments: The attorney's performance, from a board perspective, in representing and protecting the interests of the NAA has been rated as Satisfactory, the highest rating available.

Throughout the evaluation period, Bond, Schoeneck & King, PLLC ("BSK") has demonstrated exceptional adherence to legal standards, providing outstanding counsel on organizational matters.

BSK has ensured full compliance with relevant regulations, and delivered timely, insightful advice to support informed board decision-making.

BSK's consistent professionalism and dedication has ensured that the NAA board retains a robust legal posture.

2. **Assists with public meetings, as required, and is responsive to inquiries. Offers appropriate guidance regarding procedures, ethics, public records and Sunshine Law.** Satisfactory

Comments: The attorney's performance, from a board perspective, in assisting with public meetings and providing guidance on procedures, ethics, public records, and Sunshine Law has been rated as Satisfactory, the highest rating available.

BSK has consistently demonstrated professionalism by actively participating in public meetings when required and responding promptly and thoroughly to inquiries.

BSK's guidance on procedural matters, ethical considerations, public records, and compliance with Sunshine Law has been accurate, timely, and highly effective, ensuring the NAA operates with transparency and integrity.

3. **If applicable, handles litigation prudently as directed by Board.** Not Applicable

Comments: Not Applicable

4. **Lead attorney, William L. Owens, effectively oversees representation.** Satisfactory

Comments: William L. Owens, as lead attorney, has achieved a Satisfactory rating, the highest available, for effectively overseeing representation of the NAA.

Throughout the evaluation period, he has demonstrated exceptional leadership in managing legal representation, ensuring consistent alignment with the NAA's objectives.

His oversight includes thorough review of legal strategies, seamless coordination of legal efforts, and proactive engagement with stakeholders, all of which have significantly contributed to robust and effective representation of the NAA.

5. General Comments on Authority Counsel:

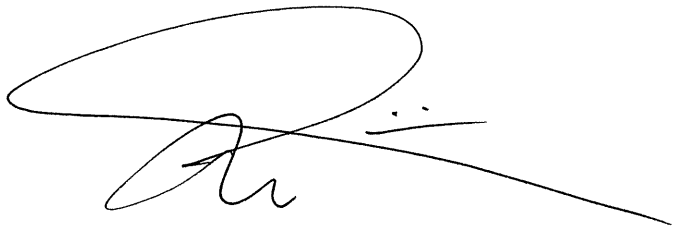
William L. Owens is the "face" of BSK, the Authority's Counsel.

His representation has earned BSK a Satisfactory rating, the highest available, for overall performance.

Mr. Owens is approachable, fostering open communication with the NAA and its stakeholders.

His extensive legal knowledge and expertise are evident in all interactions, providing reliable and insightful counsel.

Mr. Owens is always readily available when needed, demonstrating exceptional responsiveness and dedication to the NAA's legal needs, which greatly enhances my confidence in his leadership and support.



To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Heather LeDuc, Senior Business Manager

Meeting Date: August 21, 2025

Re: **NEW BUSINESS**

1. Executive Hangar at 404 Citation Point

SUMMARY: Board discussion and direction on options for Executive Hangar 4 owned by the NAA.

BACKGROUND: In 2013, the Authority purchased this hangar for $1.65 million and entered into a long-term lease with the Hertz Corporation when Hertz relocated from New Jersey to Estero, FL. Last fall, Hertz chose not to exercise its option to renew the lease.

The hangar is approximately 21,000 square feet and includes a lobby, six offices, a conference room, kitchen, maintenance area, storage space, and a garage with three car lifts. The climate-controlled hangar can accommodate three to five aircraft, and the ramp area includes a 12,000-gallon fuel farm. Originally built in 2001, the facility recently received a new roof installed by the NAA at a cost of $1 million. Additional minor repairs—such as stucco remediation, painting, and site/landscaping improvements—are anticipated at an estimated cost of $300,000.

The hangar is a valuable Authority asset, and Board direction is requested regarding its future use. Below are several options for the hangar for consideration:

1. Issue a Request for Proposal (RFP) to sell the building along with a 30-year land lease. NAA would receive an up-front cash payment for the hangar (which could be used for other capital projects) and monthly rent on the lease of the land. The NAA would not be responsible for insurance or maintenance.
2. Issue a RFP for a short term (5-years or less) or long-term hangar lease (5-30 years). NAA continues to own the hangar, and the tenant would be responsible for insurance, maintenance and repairs.
3. Lease space to individual aircraft owners. NAA management by the FBO, insurance and maintenance required.

COMMUNICATIONS PLAN: None anticipated with this item.

FINANCIAL IMPACT: NAA currently has had month-to-month tenants and is receiving revenue of approximately $22,000 per month for this hangar. $300,000 is included in the FY26 budget for maintenance and repairs in addition to the capital cost for the roof replacement.

EXECUTIVE HANGAR 4 – 404 CITATION POINT







To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

Meeting Date: August 21, 2025

Re: **OLD BUSINESS**

1. Short, Medium and Long-Term Noise Mitigation Strategies

SUMMARY: Presentation and Board discussion on proposed Short, Medium and Long-Term Noise Mitigation Strategies.

BACKGROUND: During the June 16, 2025, Naples City Council Workshop, the Executive Director and Peter Kirsch of Kaplan Kirsch LLP presented potential short, medium and long-range strategies for mitigating aircraft noise to the Naples City Council for discussion and feedback.

These strategies were also discussed at the June 19, 2025 Regular Meeting of the NAA. The matrix has been updated to reflect the addition requested by the Board.

COMMUNICATIONS PLAN: None associated with this item.

FINANCIAL IMPACT: None associated with this item.

Discussion Draft – Short, Medium and Long-Term Strategies to Mitigate Aircraft Noise

Joint Policy Objectives	Actions	Current status/ Accountability (*)
1. **Reduce volume** of traffic and noise at the airport	• Initiate Part 161 study (NAA) • Joint meeting with FAA (NAA and City) • Evaluate a seasonal land use contour and alternative metrics (NAA and City)	• Awaiting Board direction • Need FAA cooperation
2. **Increase local control** by reducing the amount of federal oversight and control	• Assemble research on whether declining grants or taking other actions will reduce federal oversight (NAA and City lawyers) • Stop taking grants (NAA) • City-led lobbying of Congressional delegation for change in law (City and NAA) • Establish a coalition of airports to lobby for changes unique to seasonally-impacted communities (City and NAA)	• Research has started • Awaiting City directive to restart lobbying
3. **Renegotiate the terms of the lease** between the Authority and the City	• Agree on principal terms (NAA and City) • Negotiate new agreement (NAA and City) • Secure necessary approvals (including FAA) (NAA and City)	• Need to start negotiations • Council and Board need to appoint negotiating teams
4. **Determine** the feasibility of **relocating the airport** or **shifting some of its operations** to another airport	• Complete relocation study (NAA) • Initiate discussions with Collier County about shifting some operations to County airports (NAA) • Consider mechanisms to shift flights to RSW (NAA)	• Financial feasibility analysis complete, Board concluded study on June 19, 2025 • Need to engage Collier County
5. **Other innovative noise mitigation tools**	• Re-evaluate increased use and extension of Runway 14-32 (NAA) • Evaluate the consequences of the City selling its 642 acres that is now the Naples Airport to a private individual	• Awaiting Board Direction • Added per Board direction at the June 19, 2025 regular meeting

(*) When the content warrants, reports will be presented to City Council and Authority meetings as a discussion item on the agenda.

DRAFT

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Justin Lobb, Deputy Director of Aviation

Meeting Date: August 21, 2025

Re: **OLD BUSINESS**

2. Airfield Lighting and Electrical Vault Replacement

SUMMARY: Board presentation, discussion and direction on the status of the Airfield Lighting Rehabilitation and Vault Replacement Project, including completion of the design phase, competitive bid results, and the ongoing insurance settlement review process following Hurricane Ian damage.

BACKGROUND: Following Hurricane Ian's saltwater damage in 2022, NAA began planning a full airfield lighting replacement with storm-resilient upgrades. The Board approved AVCON for design in April 2023, with final plans completed in January 2025.

Bids opened March 27, 2025, with Atlantic as low bidder for Schedule A (Airfield Lighting - $17.8M), Schedule B (Lighting Vault - $4.6M) and Schedule C (Pavement Markings - $51K), plus Construction Administration ($3M) for a total construction cost of $25.4M.

The insurance carrier has tentatively offered $13.1M for eligible hurricane-related work (within Schedule A), subject to final negotiation and carrier approval. Remaining costs could be covered by a combination of NAA funds, FEMA recovery, FDOT grants, and the Resilient Florida Grant Program.

COMMUNICATIONS PLAN: None at this time.

FINANCIAL IMPACT: Funding for this project is included in the draft FY26 Capital Budget. Insurance proceeds will also help cover rehabilitation costs, but the NAA's final financial share will depend significantly on the Board's direction regarding potential grant funding. NAA share including grants ranges from approximately $2.5M to $9.2M under this scenario. If no grant funding is accepted, NAA's share would be approximately $12.4 million. In that case, there may be potential cost savings by rebidding the project. Board consensus will be sought on the preferred approach.

From: ResilientFloridaGrants
To: Justin Lobb
Cc: Tillotson, Hanna; Hoover, Katharine L
Subject: [External] DEP Resilient Florida Program FY25-26 State Plan - Notice of Award
Date: Thursday, August 14, 2025 4:03:04 PM
Attachments: image001.png

You don't often get email from resilientfloridagrants@floridadep.gov. Learn why this is important

Greetings Naples Airport Authority,

Thank you for submitting your implementation project application, RAN-01387, for funding consideration from the Department of Environmental Protection's Resilient Florida Program. We are pleased to inform you that your project, City of Naples Airport Authority Electrical Vault Relocation/Elevation, has been awarded in the amount of $2,776,307 from the Resilient Florida Program Fiscal Year 2025-2026 Statewide Flooding and Sea Level Rise Resilience Plan.

We will be providing you with a follow-up email soon with the next steps – to include the documents needed to complete the grantee award packet, scheduling a grant welcome meeting with your assigned DEP Grant Manager and Resilient Florida Program staff, and drafting the grant work plan.

If you have questions regarding this award, please contact ResilientFloridaGrants@FloridaDEP.gov.

Please note that all project expenses are subject to further review and Departmental approval prior to and after execution of the grant agreement as they may be determined ineligible for reimbursement, despite the total project funding award.

Thank you for your participation in the Resilient Florida Program. We look forward to working with you!

Grants Section
Resilient Florida Program
Office of Resilience and Coastal Protection
ResilientFloridaGrants@FloridaDEP.gov
Office: 850-245-7600

Naples AIRPORT AUTHORITY

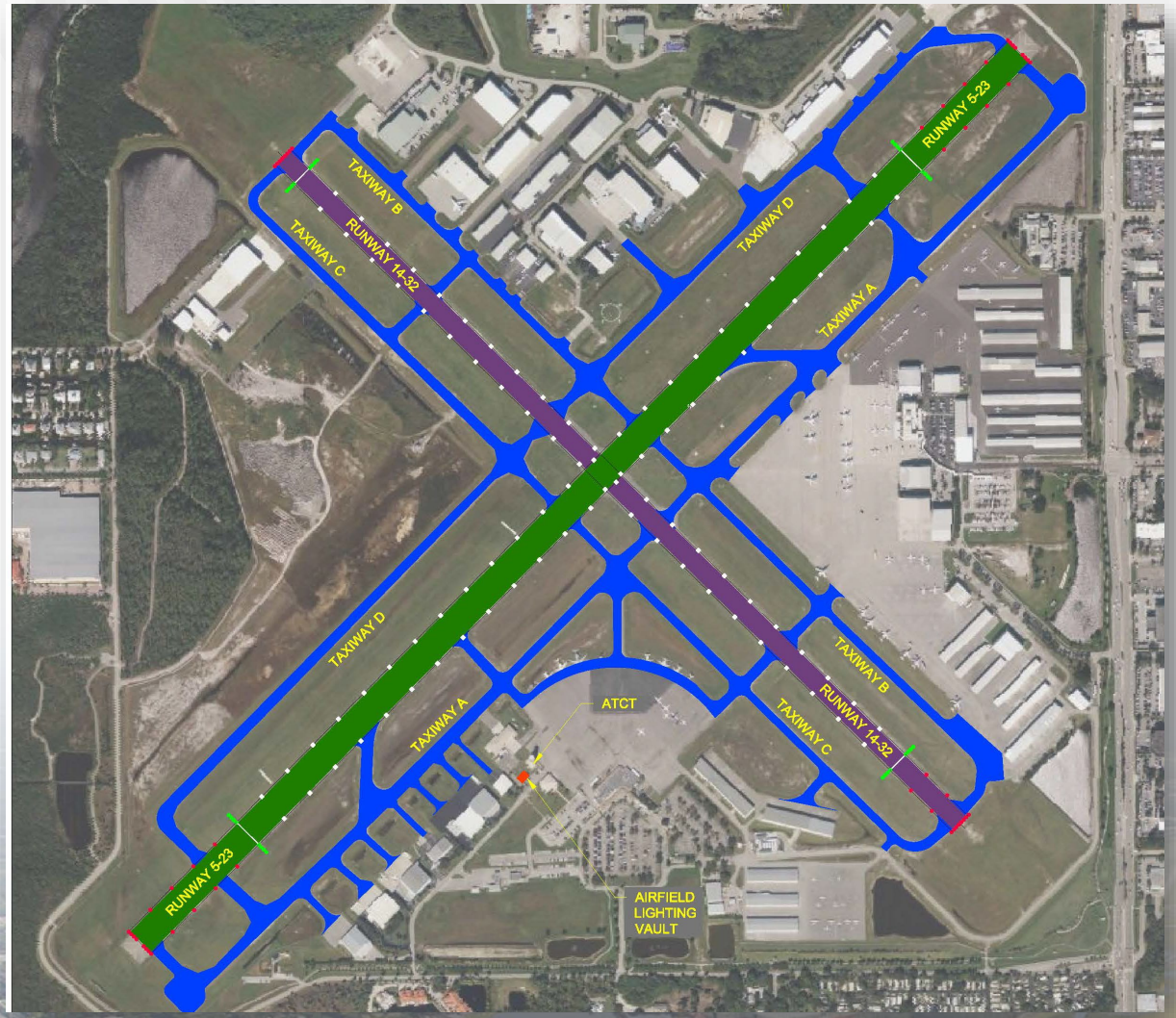
August 21, 2025

AIRFIELD LIGHTING REHABILITATION AND VAULT REPLACEMENT UPDATE

PRESENTED BY

Justin Lobb
Deputy Director of Aviation

AIRFIELD LIGHTING REPLACEMENT Schedule A



Runway 5-23 & 14-32 – Instrument Approach Procedures Established – High Intensity Runway Lighting (HIRL)

Taxiways A, B, C, D & Connectors

Improved construction methods (lighting connections)

Conduit/base can drains and sumps

Water-resistant fixtures

- Runway 5-23 Pavement
- Runway 14-32 Pavement
- Taxiways A,B,C, D and Connectors Pavement

AIRFIELD LIGHTING VAULT Schedule B



Existing Airfield Lighting Vault



Future Airfield Lighting Vault (*Design Rendering*)

Existing vault below Base Flood Elevation (BFE)

All concrete construction

New Vault at BFE + 3’ = 13.2’

Stand-by generator and redundant HVAC

PROJECT PROGRESS

- **Apr 20, 2023:** Board approved CSC ranking & negotiations with AVCON, Inc. for design & bid services.
- **Jan 2025:** Final design completed for both lighting rehab & vault replacement
- **January 29, 2025:** Invitation to Bid Posted
- **February 12, 2025:** Pre-bid Meeting Held
- **March 27, 2025:** Bids were opened with the following results

Bidder	Schedule A – Airfield Lighting Rehabilitation	Schedule B – Electrical Vault Replacement	Schedule C – Marking Updates & Misc.	Total Bid
Atlantic	$17,802,433.16	$4,592,314.00	$51,842.59	$22,446,589.75
KOBO	$17,300,917.40	$6,189,427.00	$118,510.00	$23,532,618.40

INSURANCE & FUNDING Schedule A

- **Apr 16, 2025:** Bids submitted to insurance carrier for review.
  Insurance subsequently hired experts to conduct more detailed analysis.

- **Aug 10, 2025:** Insurance adjuster draft $13.1M settlement*
  *Subject to approval by carrier. We received a $4M prepayment in FY23.

- **Atlantic's Schedule A Bid + AVCON Construction Administration (CA):**
  $17.8M → Difference of approximately $6.6M
  Insurance negotiations are ongoing. Due to length of insurance review, bids have expired, however Atlantic has agreed to hold pricing.

Remaining scope to be funded by:

- NAA local funds
- FEMA (likely limited to deductible of $250,000)
- FDOT Grant (Taxiway lighting) plus potential to reprogram funding for SQ T-hangars
- FDEP Resilient Florida Grant (Electrical vault)
- FAA Bipartisan Infrastructure Law (BIL) Funding (Electrical vault)

FUNDING SCENARIOS - FULL PROJECT

With Grant Funding

			Existing Grant Funding		Additional FDOT/FAA Funding	
	Bid Amount	Insurance Proceeds[3]	FEMA/FDOT[1] FDEP	NAA Funds	FDOT[2] FAA	NAA Funds
A Airfield Lighting Rehabilitation	$ 17,802,433	$ 12,359,808	$ 386,000	$ 5,056,625	$ 4,000,000	$ 1,056,625
Lighting - CA Services (AVCON)[4]	$ 1,919,307	$ 741,588		$ 1,177,719	$ 1,000,000	$ 177,719
B Airfield Lighting Vault	$ 4,592,314		$ 2,296,157	$ 2,296,157	$ 1,681,500	$ 614,657
Vault - CA Services (AVCON) [4]	$ 1,105,540		$ 480,150	$ 625,390		$ 625,390
C Pavement Marking Upgrades	$ 51,843			$ 51,843		$ 51,843
	$ 25,471,437	$ 13,101,396	$ 3,162,307	**$ 9,207,734**	$ 6,681,500	**$ 2,526,234**

Without Grant Funding

	Bid Amount	Insurance Proceeds[3]	NAA Funds
A Airfield Lighting Rehabilitation	$ 17,802,433	$ 12,359,808	$ 5,442,625
Lighting - CA Services (AVCON) [4]	$ 1,919,307	$ 741,588	$ 1,177,719
B Airfield Lighting Vault	$ 4,592,314		$ 4,592,314
Vault - CA Services (AVCON) [4]	$ 1,105,540		$ 1,105,540
C Pavement Marking Upgrades	$ 51,843		$ 51,843
	$ 25,471,437	$ 13,101,396	**$ 12,370,041**

Considerations:

- FDOT[1]: Existing FDOT funding previously approved
- FDOT[2]: Potential to reprogram FDOT funding from South Quad T-Hangars
- Insurance proceeds[3]: Offer is based on adjuster estimate, is subject to change and contingent upon carrier approval
- AVCON [4]: CA services are estimated and subject to an Independent Fee Estimate (IFE) and negotiation



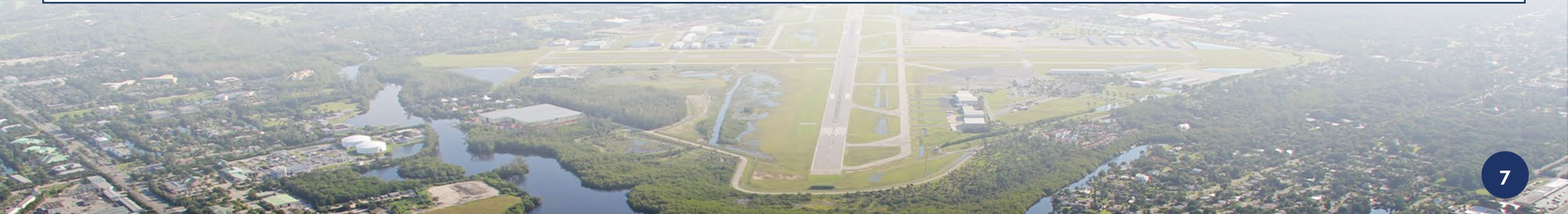
NEXT STEPS

OPTION A – Proceed with Current Bid (with Grant Funding)

- Continued negotiation with Insurance Carrier
- FDEP Resilient Florida Grant Program Approval
- Possible Reprogrammed FDOT Funding
- Continued work with FEMA for recovery funds

OPTION B – Rebid Project (without Grant Funding)

- Bids expired (Atlantic holding their pricing)
- Potential for Value Engineering (VE)
- Potential increased bidder competition
- Tariff uncertainty could impact pricing
- Potential for savings without certain state/federal procurement provisions



Naples AIRPORT AUTHORITY

QUESTIONS?

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Naples Airport Authority

BOARD REPORT

AUGUST 2025



PRESENTED BY

Naples AIRPORT AUTHORITY

BOARD REPORT

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Safety Report

NAA staff completed human trafficking awareness training with the Blue Lightning Initiative. The BLI trains aviation personnel to identify potential traffickers and human trafficking victims, and to report their suspicions to federal law enforcement. To date, more than 350,000 personnel in the aviation industry have been trained through the BLI, and actionable tips continue to be reported to law enforcement.

NAA staff also completed training in chemical hazard communication and how to read a safety data sheet.

The Food and Drug Administration conducted a comprehensive and unannounced inspection of the potable water and lavatory carts, ice manufacturing and storage, and catering coolers. There were no violations.

Customer Satisfaction Survey

Naples Aviation achieved another record month with 100% customer satisfaction score for July 2025 based on 8 completed surveys. July is the fourth month in FY25 that we've achieved 100% satisfaction scoring which surpasses our last FY24 which had three months with 100%.

Our current FY25 score is 98.08% based on 417 completed surveys which also surpasses our strategic plan goal of achieving 92% or above.

Customer Responses:

1. Perfect FBO
2. Great FBO
3. Fast service and more swag!

Alerts

Alert	Date	Type A/C	Problem	Result
6	07/12/2025	SR20	Taxied to RWY23 for departure; when pilot received clearance for takeoff, he noticed they had a flat right main wheel.	OPS and FBO Staff responded; aircraft towed to a tiedown using the PlaneSkate.
6	07/25/2025	PA28	Taxiing on TWY A to RWY 23 for departure; Experienced flat nose wheel.	OPS and FBO Staff responded; aircraft towed to the GA Ramp.

Operations

Operations staff continue to prepare for the upcoming Full Scale Emergency Exercise, scheduled for October 28th.

The annual Naples Tower Runway Safety Action Team (RSAT) meeting took place on July 21st. In attendance were NAA, Tower and FAA staff.

Operations staff submitted an update for the Airport Certification Manual to the FAA; the approved revisions were emailed to us within a couple days.

The Director of Operations and Maintenance attended a two-day Florida Statewide Airport Stormwater Virtual Training on July 22nd -23rd. Various topics discussed included Airport Stormwater Quality Characteristics, rainfall and evaporation, rainfall runoff relations, groundwater, etc.

Two Airport Operations staff members virtually attended an Advanced Incident Command Workshop on July 25th. The course was designed for airport professionals and public officials to enhance their understanding of the Incident Command System (ICS) and its application in emergency response.

The Tiger Dam system arrived, and staff training was held on August 13th. The system is designed to provide flood surge protection and will be deployed to mitigate potential damage to key airport structures if a threat is perceived.

Planning & Development

Recent amendments to Chapter 332, Florida Statutes, now authorize the Florida Department of Transportation to use certain public-use airport properties to stage equipment and personnel during state-declared emergencies. Currently, NAA has agreements with Collier County and FPL for staging debris and equipment. Staff is coordinating with the state to meet these new statutory requirements by providing a map of potential airport areas that could be used for emergency staging.

City Coordination on Utilization Plan Requirements

Staff met with City of Naples representatives to review draft ordinance language revising the airport utilization plan (AUP) process. The proposed changes establish a standalone review procedure for the AUP and would require formal submittals at least every two years. A separate site plan approval process for each project is also being proposed. Discussions focused on aligning

expectations regarding permissible uses, submittal timelines, project-level detail, and coordination with FAA planning documents.

Staff emphasized the need for flexibility in timing and plan detail, particularly for high-priority projects such as airfield restriping related to flight procedures and repairs to existing facilities. Agreement was reached to clarify the distinction between conceptual development areas shown in the AUP and more precise site-specific plans that follow. A follow-up draft with revisions is expected from the City in the coming weeks.

Unleaded Avgas (UL 94) Program

Naples Aviation began offering UL 94 in June of 2023. Approximately 33% of the 360 based aircraft can safely use UL 94. This fuel is used primarily by two based flight schools and 21 other tenants.

	Gallons Sold	Gallons Sold to Flight Schools	% Purchased by Flight Schools	Number of Customers Fueled	% of Total Avgas Sales
July 2025	5,650	5,489	97.2%	7	23.9%
FYTD 2025	62,713	60,192	96%	21	20.3%

	Approved Subsidy	Amount Used to Date	Amount Remaining	Gallons of UL 94 Sold
UL 94 Subsidy since June 2023	$282,500	$255,249	$27,251	127,398

Tours

AUGUST 2024 – JULY 2025

1,219 attendees

107 tours

After 19 years of occupying donated space at the North Road Terminal (NRT), the Military Museum is relocating to the Collier County government center while a permanent site is sought—possibly near the state-funded veterans nursing home in Golden Gate. The museum's growing collection has outgrown its series of rooms in the NRT. The NAA, a longtime supporter, will continue to honor the airport's military roots by displaying museum artifacts in cases within the terminals.

On July 7–8, several Board Commissioners and the Executive Director participated in a Zoom meeting with David Frash, Vice President of NetJets, to gain insight into their current and future operations.

The Executive Director has attended his industry Board meetings for Florida Airport Council as well as National Air Transportation Association.

On July 31st, the Deputy Director of Aviation attended the Florida Engineering Society/American Council of Engineering Conference at Marco Island to participate in a panel discussion regarding considerations for resilient airport infrastructure development, where he highlighted ongoing NAA projects, including the airfield lighting and electrical vault reconstruction.

The 2025 Florida Airports Council (FAC) Annual Conference occurred August 3-6 in Tampa, Florida.

NAA staff attended the conference, along with other aviation leaders, businesses and consultants. Several members of the NAA leadership team were appointed to FAC board and committees. Executive Director Chris Rozansky was elected to the FAC Executive Committee. Deputy Director of Aviation Justin Lobb will be serving another year as Vice-Chair of the General Aviation Committee. Director of Operations and Maintenance Barry Brown will also be serving another year as Vice-Chair of the Facilities Committee.

During the conference, the FAC honored the Naples Airport with the 2025 Benjamin J. Siwinski Sustainability Award to recognize the airport's ongoing commitment to the environment. The statewide award recognizes an individual, airport, or corporate business that has planned, designed, promoted and implemented initiatives focusing on environmental sustainability. The airport was commended for its overall commitment to protecting the environment, including making Sustainable Aviation Fuel (SAF) publicly available, and its transition of the ground fleet from gas/diesel to electric vehicles.

Audit & Risk Management

The NAA Senior Director of Finance and Administration presented at the American Association of Airport Executives at the Operations and Technology Symposium in Denver about innovation at the Naples Airport.

NAA's Senior Manager of Finance and Administration and Senior Accountant received their ADP Payroll Specialist Certification.

Our insurance adjuster shared a preliminary insurance settlement after their review of our bids by their airfield and electrical engineer consultants. We are reviewing internally and with our engineers before it finalized.

One auto incident resulted in a claim to our insurance carrier during the month. The damage to an electric truck resulted in a complete loss by our carrier. We are in the process of replacing the vehicle with a new one.

Protect Data

Our annual testing is currently being conducted by Forvis Mazars. We have received the assessment report and identified a small number of issues. Remediation efforts are underway, and we remain on track to complete all required actions by the end of August.

Financial Summary

For the fiscal year-to-date operating income, we are favorable to budget by $3,951,930 or 42%. Revenue is slightly down by $144,200 or 0%. Expenses were favorable to the budget by 14%. The operating margin percentage year-to-date is 35.7%, which is unfavorable to the budgeted margin of 42%. The table below shows the approved FY25 budget and the actual amounts year-to-date.

Florida Statute 189.06(3) requires that the governing body of a special district to adopt a budget by resolution each fiscal year. We cannot exceed the budget unless approved by the Board of Commissioners by a budget amendment. The following table shows the approved FY25 budget and actual amounts year-to-date.

Goal 3: Strengthen the airport's economic vitality

	Annual Budget	Actual-to-Date	Remaining Budget
Operating Expenses	$ 33,590,000	$ 24,237,870	$ 9,352,130
Capital Expenditures - Authority funded	$ 33,766,000	$ 10,634,152	$ 23,131,848
Total Expenses and Expenditures	**$ 67,356,000**	**$ 34,872,022**	**$ 32,483,978**

Percent of year elapsed	**83%**
Operating expenses - percent of budget spent	**72%**
Total expenses and expenditures - percent of budget spent	**52%**

Statement of Revenues, Expenses, and Changes in Net Position

	FY 25 Actual YTD	FY 25 Budget YTD	FY 24 Prior Year YTD	Budget Variance Favorable/ (Unfavorable)	%	Unfavorable Variance Explanations (>$25,000 and 10%)
Operating Revenue						
Gallons	10,878,043	10,835,000	10,832,566	43,043	0 %	
Aviation Fuel Sales	$52,135,350	$61,789,000	$59,249,584	$ (9,653,650)	(16) %	Cost of fuel lower than budget.
Cost of Aviation Fuel Sales	(25,756,027)	(35,305,000)	(34,405,846)	9,548,973	27	
Net Aviation Fuel Sales	$26,379,324	$26,484,000	$24,843,738	$ (104,676)	(0) %	
Hangar Rentals	$ 1,650,857	$ 1,497,000	$ 1,505,848	$ 153,857	10 %	
Building & Land Rent	1,953,093	2,130,000	2,059,388	(176,907)	(8)	
Ramp and Tie Down Fees	4,937,652	4,964,000	4,540,974	(26,348)	(1)	
Line Services	502,772	596,000	503,319	(93,228)	(16)	Lower line services than budgeted.
Concession Fees	1,128,809	1,184,000	1,139,763	(55,191)	(5)	
U.S. Customs User Fees	632,225	610,000	591,750	22,225	4	
Miscellaneous Revenue	499,069	363,000	351,267	136,069	37	
Total Operating Revenue	**$37,683,800**	**$37,828,000**	**$35,536,048**	**$ (144,200)**	**(0) %**	
Operating Expenses						
Personnel Expenses:						
Salaries and Wages	$11,244,580	$11,260,000	$10,588,530	$ 15,420	0 %	
Payroll Taxes	849,031	778,000	734,762	(71,031)	(9)	
Benefits	3,010,156	3,195,000	2,728,447	184,844	6	
Total Personnel Expenses	**$15,103,767**	**$15,233,000**	**$14,051,739**	**$ 129,233**	**1 %**	
Professional Services	$ 1,481,766	$ 2,735,000	$ 1,868,979	$ 1,253,234	46 %	
Contracted Services	1,515,529	2,524,000	1,398,499	1,008,471	40	
Insurance	1,220,340	1,090,000	982,148	(130,340)	(12)	Workers Comp true-up for FY 2024.
Airfield and Grounds Maintenance	381,597	577,000	858,860	195,403	34	
Building Maintenance	645,495	1,336,000	463,855	690,505	52	
Vehicle and Equipment Maintenance	405,386	482,000	657,951	76,614	16	
Utilities	383,867	400,000	396,787	16,133	4	
Credit Card Fees	515,514	552,000	542,743	36,486	7	
Software Licenses and Support	576,305	607,000	588,506	30,695	5	
Legal Services	401,221	423,000	244,194	21,779	5	
Community Outreach	290,877	524,000	461,505	233,123	44	
Conferences and Travel	138,250	194,000	172,531	55,750	29	
Minor Equipment	146,947	351,000	332,879	204,053	58	
Pilot Services	197,639	260,000	247,628	62,361	24	
Training & Education	86,784	96,000	83,345	9,217	10	
Operating Supplies	348,403	353,000	336,214	4,597	1	
Leased Equipment	82,324	66,000	160,884	(16,324)	(25)	
Employee Recognition	134,063	267,000	205,473	132,937	50	
Dues & Subscriptions	135,564	123,000	116,232	(12,564)	(10)	
Uniforms	45,859	134,000	120,159	88,141	66	
Miscellaneous Expense	373	10,000	(345)	9,627	96	
Total Operating Expenses	**$24,237,870**	**$28,337,000**	**$24,290,767**	**$ 4,099,130**	**14 %**	
Income (Loss) from Operations	**$13,445,930**	**$ 9,491,000**	**$11,245,281**	**$ 3,954,930**	**42 %**	
Operating Margin %	**35.7%**	**25.1%**				
Non-Operating Revenue/(Expenses)						
Restricted - Customer Facility Charges	$ 217,925	$ 236,000	$ 227,475	$ (18,075)	(8) %	
Depreciation and Amortization	(6,095,774)	(6,267,605)	(5,788,477)	171,831	3	
Investment & Interest Income	2,552,605	2,202,000	2,302,217	350,605	16	
Realized Gain (Loss) on Investments	(62,333)	-	(28,066)	(62,333)	(100)	Sold lower yield bonds for higher yield bonds.
Change in Market Value - Investments	(89,523)	500,000	1,543,718	(589,523)	(118)	Federal Reserve change in interest rates.
Other Revenue (Expense)	-	4,000,000	-	(4,000,000)	(100)	Anticipate proceeds towards end of fiscal year.
Gain (loss) on disposal of capital assets	6,467	-	154,883	6,467	-	
Total Non- Operating Revenue/(Expenses)	**$ (3,470,634)**	**$ 670,395**	**$ (1,588,251)**	**$ (4,141,029)**	**(618) %**	
Change in Net Position Before Capital Contributions	**$ 9,975,296**	**$10,161,395**	**$ 9,657,030**	**$ (186,099)**	**(2) %**	
Capital Contributions (Grants)	2,124,370	-	5,265,712	2,124,370	100	
Change in Net Position	**$12,099,666**	**$10,161,395**	**$14,922,742**	**$ 1,938,271**	**19 %**	

Balance Sheet

Assets	7/31/2025	9/30/2024	Change
Cash	$ 38,899,305	$ 33,663,892	$ 5,235,413
Accounts Receivable	583,681	713,736	(130,055)
Due From Government Agencies	24,307	2,345,013	(2,320,706)
Inventory	446,327	650,965	(204,637)
Prepaid Expenses	450,331	588,887	(138,556)
Total Current Assets	**$ 40,403,951**	**$ 37,962,493**	**$ 2,441,459**
Investments			
Investments - Cost	$ 42,353,091	$ 41,282,725	$ 1,070,366
Investment - Unrealized Gain / (Loss)	334,178	423,702	(89,523)
Total Investments - Market Value	**$ 42,687,270**	**$ 41,706,427**	**$ 980,843**
Land and Land Improvements	$ 12,172,463	$ 10,470,964	$ 1,701,499
Buildings and Building Improvements	45,776,770	45,735,505	41,266
Equipment	11,480,990	11,240,556	240,434
Software	170,263	170,263	-
Vehicles	2,750,955	2,608,793	142,162
Furniture & Fixtures	2,716,633	2,583,870	132,763
Intangible Assets	1,558,628	1,558,628	-
Construction in Progress	15,475,285	12,796,691	2,678,595
Infrastructure	89,966,515	84,356,770	5,609,745
	$ 182,068,502	$ 171,522,039	$ 10,546,463
Accumulated amortization and depreciation	(81,451,916)	(75,446,486)	(6,005,430)
Total Net Property, Plant & Equipment	**$ 100,616,586**	**$ 96,075,553**	**$ 4,541,033**
Total Assets	**$ 183,707,807**	**$ 175,744,473**	**$ 7,963,335**
Liabilities			
Accounts Payable	$ 1,466,621	$ 5,649,448	$ (4,182,830)
Accrued Salaries & Benefits	1,718,997	2,050,531	(331,534)
Accrued Liabilities - Other	986,815	941,188	45,627
Total Current Liabilities	**$ 4,172,433**	**$ 8,641,167**	**$ (4,468,737)**
Compensated Absences	$ 1,271,036	$ 938,631	$ 332,406
Unearned Revenue - Lease Term Buyback	15,904,261	15,904,261	$ -
Total Long Term Liabilities	**$ 17,175,298**	**$ 16,842,892**	**$ 332,406**
Total Liabilities	**$ 21,347,731**	**$ 25,484,059**	**$ (4,136,331)**
Net Position			
Investment in Capital Assets	$ 100,616,586	$ 96,075,550	$ 4,541,036
Restricted - Customer Facility Charges	3,432,756	3,214,831	217,925
Unrestricted	58,310,734	50,970,032	7,340,704
Total Net Position	**$ 162,360,076**	**$ 150,260,413**	**$ 12,099,666**
Total Liabilities and Net Position	**$ 183,707,807**	**$ 175,744,473**	**$ 7,963,335**

Investment Summary

Cash	Balance	Current Interest Rate
Cash - Bank Money Market	$ 17,070,428	4.33%
Cash - FLCLASS	21,828,876	4.35%
Total Cash	**$ 38,899,305**	

Investments	Balance
Short term portfolio (less than 1 year maturity)	
US Treasury Bills	$ 3,590,132
Money Market and Cash	5,382,786
Cost	**$ 8,972,919**
Unrealized Gain (Loss)	85,599
Market Value	**$ 9,058,518**
Short Term Portfolio - Book Yield on Investments	**4.05%**
Long term portfolio	
US Treasury Bonds	$ 31,213,900
US Agency Bonds	1,108,289
Municipal Bonds	717,043
Money Market and Cash	340,941
Cost	**$ 33,380,173**
Unrealized Gain (Loss)	248,579
Market Value	**$ 33,628,752**
Total Investments	**$ 42,687,270**
Long Term Portfolio - Years to Maturity	**3.95**
Long Term Portfolio - Book Yield on Investments	**3.83%**

Capital Improvements Summary

	Current Year Budget	Current Year Actual	Total - Actual	Approved Amount	Percent Phase Complete	Comments	Scorecard Completion Date / Phase
Airfield							
Airfield Lighting Replacement **	$ 5,000,000	$ 90,709	$ 913,427	$ 1,092,727	0%	Two bids have been received and are currently under review by the insurance adjuster. An update will be provided to the Board at the August meeting.	FY27 - Q2 (Construction)
Airfield Electrical Vault Replacement *	4,000,000	-	-	-	0%	Two bids have been received and are currently under review by the insurance adjuster. An update will be provided to the Board at the August meeting.	
Security and Access Control*	1,200,000	30,712	166,804	170,334	5%	Two bids have been received and are pending approval of the construction agreement at the August meeting.	
NRT Apron Improvements*	1,108,000	636,471	743,654	1,124,972	100%	Design 100% complete. Project is currently on hold pending further discussions regarding the Airport Utilization Plan. Should the NAA pursue FAA grant funding in the future, it will likely be deferred until FY27 at the earliest.	FY25 - Q3 (Design)
Stormwater Drainage Plan*	1,500,000	781,982	1,902,257	2,876,320	95%	Permit application currently under review by SFWMD. Water quality equipment has been installed.	
Taxiway A&B Improvements (construction)*	500,000	428,797	2,169,167	2,371,943	99%	Project is substantially complete, currently working on project closeout.	
ARFF Truck*	400,000	-	86,050	583,280	50%	Following supplier delays, the truck has moved onto production phase and delivery is expected late Q4.	
Subtotal	**$ 13,708,000**	**$ 1,968,671**	**$ 5,981,359**	**$ 8,219,576**			
FBO						**Comments**	
Fuel Farm Improvements (construction)*	$ 3,130,000	$ 2,474,577	$ 3,081,044	$ 7,572,599	40%	Site work is complete, and canopy installation and piping are in progress. A funding clarification related to the SAF tank is on the August Board agenda.	FY26 - Q4 (Construction)
Overhaul 2 Lektro tugs	200,000	94,957	94,957	94,957	100%	Overhaul is complete - units delivered in January.	
E-GPU 28 volt ITW electric GPU	150,000	113,990	113,990	-	100%	Two eGPU's delivered in March.	
Misc. FBO Equipment	50,000	21,025	21,025	50,000	50%	One Bobcat - Ramp 1 vehicle is on order.	
Subtotal	**$ 3,530,000**	**$ 2,704,549**	**$ 3,311,016**	**$ 7,717,556**			

Capital Improvements Summary

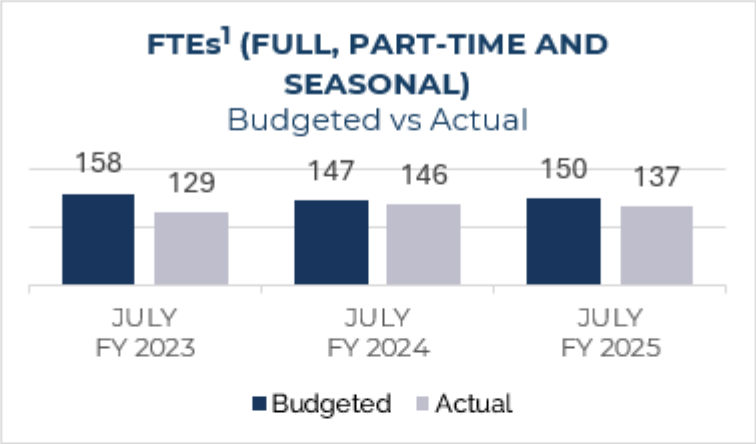
Other Infrastructure	Current Year Budget	Current Year Actual	Total - Actual	Approved Amount	Percent Phase Complete	Comments	Scorecard Completion Date / Phase
South Quad T-hangars*	$ 3,000,000	$ 419,289	$ 1,003,746	$ 1,558,483	70%	60% plans received. Project is currently on hold pending further discussions regarding the Airport Utilization Plan with the City.	
Facilities Building (Construction)*	6,500,000	1,666,230	2,109,676	6,220,819	25%	Construction in-progress, currently working on site work and renovation of existing maintenance facility.	FY25 - Q4 (Construction)
North Road Terminal Improvements*	6,000,000	1,101,634	1,804,255	6,121,798	45%	Exterior (Phase I): Construction in-progress. Interior (Phase II): Design work in-progress with Schenkel Schultz - design progress presentation in August.	FY26 - Q1 (Construction) FY25 - Q4 (Design
GAT Long-term Parking Lot - Solar Canopies	250,000	-	-	-	0%	Project has been put on-hold for future consideration.	
404 Citation Point Hangar Roof*	1,000,000	9,932	42,272	1,043,624	99%	Project is substantially complete, currently working on project closeout.	
North Quad Environmental Assessment*	900,000	50,597	257,460	2,000,644	20%	Work is progressing. Comments received from FAA/ADO on draft Purpose and Need statement.	
Hangar Door Replacements (construction)*	850,000	617,853	702,113	1,103,095	25%	Hangar doors have been constructed and deliveries have arrived. Electrical prep work for the new Hangar doors is complete. FPL Vault upgraded expected in August.	
GA Terminal Remodel (Construction)*	500,000	1,258,546	1,504,159	2,234,530	95%	Building Automation System (BAS) 85% complete, followed by project close-out documentation	
Observation Deck and Playground Upgrades	100,000	-	81,782	278,944	30%	An update to the airport utilization plan will be required before the project can be permitted through the City.	
West Quad Pond Fill*	141,000	133,894	213,385	141,254	95%	Work is substantially completed - currently finalizing punch list items.	
Rental Car Wash Improvements***	750,000	164	164	-	90%	Received final report from the consultant, which includes estimated costs for each option. Currently evaluating next steps.	
AOB Improvements	300,000	11,452	11,452	-	20%	Both AOB doors replacement and Pilot shop improvements are in the permitting stage.	
Subtotal	**$ 20,291,000**	**$ 5,269,591**	**$ 7,730,464**	**$ 20,703,191**			
Vehicles and Equipment							
Prior Year projects	$ -	$ 209,756	$ 209,756	$ -			
Capital under $100,000	625,000	325,782	325,782	625,000		Utility Vehicle (FBO), Firewall refresh (IT).	
Vehicles	200,000	48,046	48,046	-		Vehicle for Operations. Police cruiser put on hold.	
Car Wash Equipment	145,000	-	-	-		Task order issued to Michael Baker.	
ATCT Equipment	100,000	-	-	141,447		Installation of equipment expected week of July 15th	
F150 Lightning (2)	150,000	107,757	107,757	-		Two units have been delivered.	
Subtotal	**$ 1,220,000**	**$ 691,341**	**$ 691,341**	**$ 766,447**			
Totals	**$ 38,749,000**	**$ 10,634,152**	**$ 17,714,180**	**$ 37,406,770**			

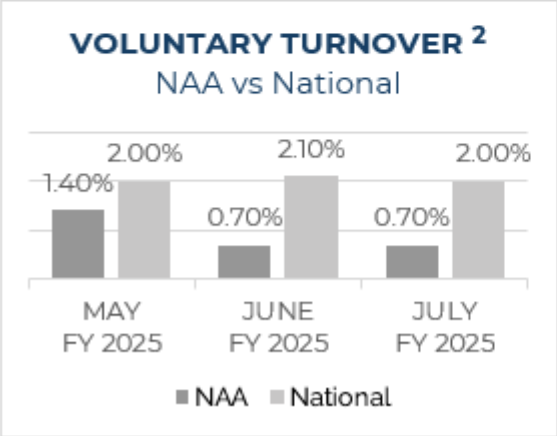
* Approved or partially approved projects.

**Anticipate insurance proceeds (see statement of revenues, expenses and changes in net position) and possible other grant funding.

*** Funded by CFC's.

Note: Projects highlighted in blue are FY 25 strategic scorecard projects.







1. Full-time equivalent (FTE) employment is 2,080 hours/year and equals 1.0 FTE.
2. Beginning October 2022, voluntary turnover is reported monthly and compared to the BLS JOLTS monthly report.

NAA hosted an employee recognition event at Hertz Arena for a Cirque de Soleil show. Employees and their families were invited to the summer celebration.

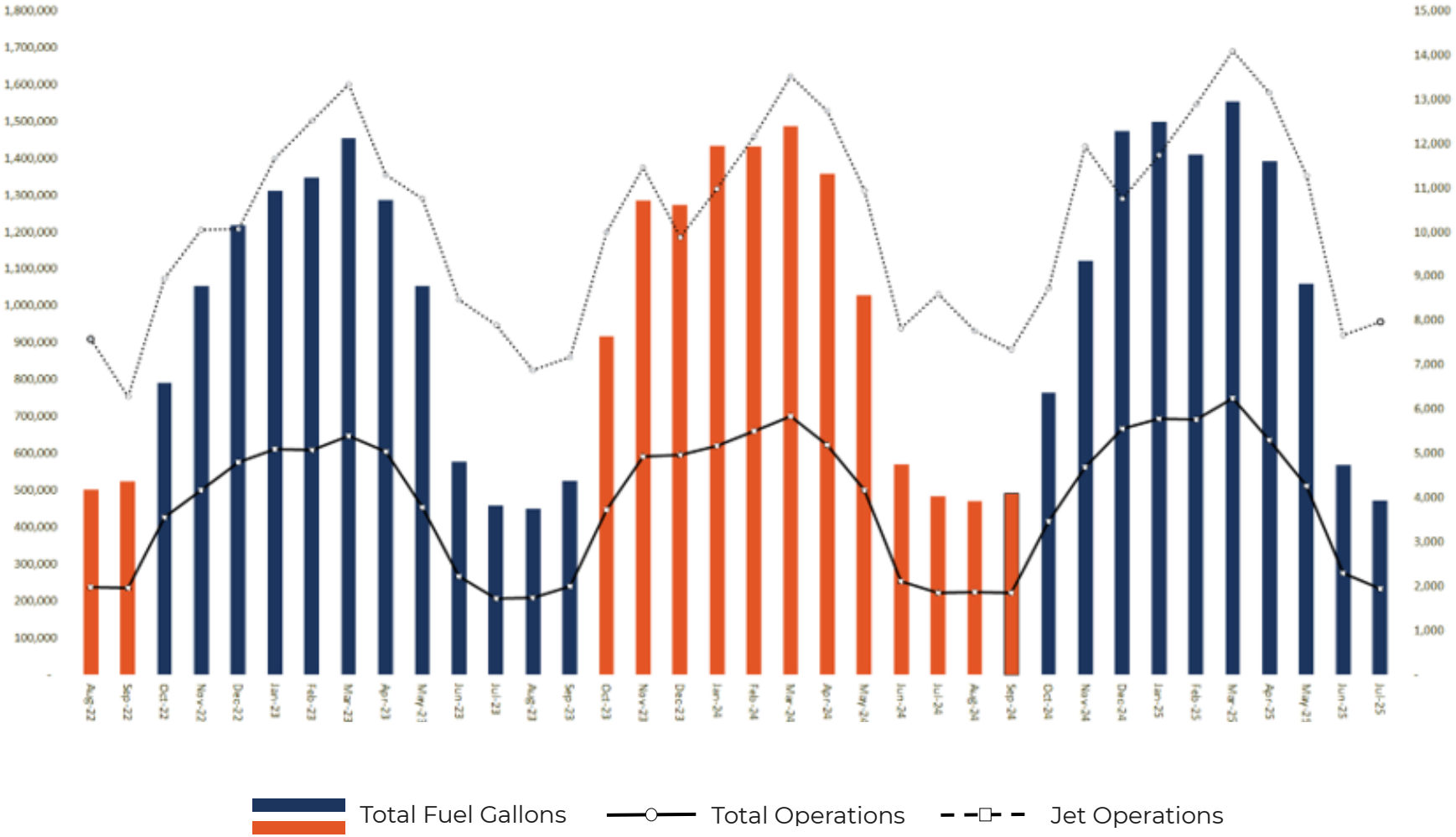
As part of the FY25 Strategic Goal 4, NAA employees have been focused on professional development through the summer months, with over 75% of employees achieving additional training, including coursework, job shadowing and cross training. Employees appreciated the new opportunities while preparing us for safe and efficient operations.

The NAA would like to thank Sr. Communications Manager Zac Burch for more than four years of service and wish him much success in his new role. The Executive Assistant and Sr. Director of Communications have notified the NAA of their plans to retire by the end of the year. Recruitments are forthcoming.

Fuel and Operations Trends

Aviation Fuel Gallons & Aircraft Operations Historical Comparison

36 MONTHS



Activity and Customs Report

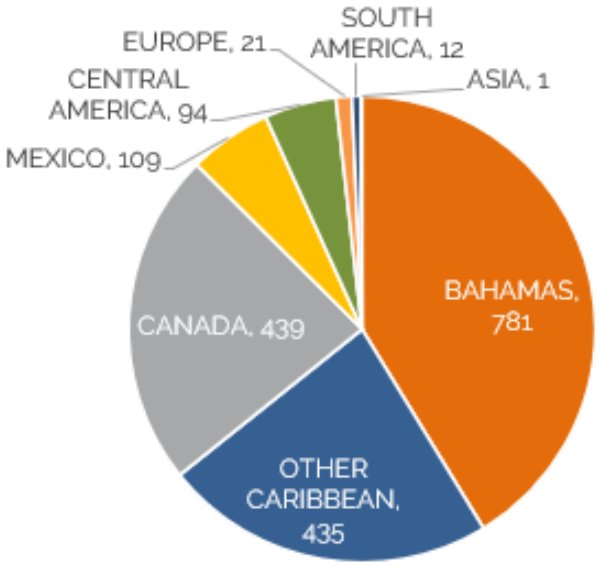
AIRCRAFT ACTIVITY

	TOTAL OPERATIONS			JET OPERATIONS			NON-JET OPERATIONS		
	JULY 23	JULY 24	JULY 25	JULY 23	JULY 24	JULY 25	JULY 23	JULY 24	JULY 25
MONTHLY	7,906	8,602	7,973	1,721	1,847	1,939	6,185	6,755	6,034
ROLLING 12-MONTH TOTAL	118,897	122,118	125,308	44,816	47,212	49,015	74,081	74,906	76,293

CUSTOMS CLEARANCES

	TOTAL AIRCRAFT CLEARED			AIRCRAFT CLEARED/ STAYED IN NAPLES			PERSONS CLEARED		
	JULY 23	JULY 24	JULY 25	JULY 23	JULY 24	JULY 25	JULY 23	JULY 24	JULY 25
MONTHLY	85	81	64	95%	94%	98%	436	401	299
ROLLING 12-MONTH TOTAL	1,982	1,946	1,891	96%	97%	96%	9,683	8,796	9,208

12-MONTH INTERNATIONAL ARRIVAL ORIGINS- AUGUST 2024 – JULY 2025



Normal operating hours for US Customs and Border Protection at the Naples Airport are 10:30 AM–7:00 PM.

Pre-arranged clearings outside of these hours are charged an after-hours fee of $500 in addition to standard fees.

Additional information can be found at **flynaples.com/us-customs**

Hangar Waitlist

78 Prospective new tenants on the waitlist

6 Decrease from the previous month

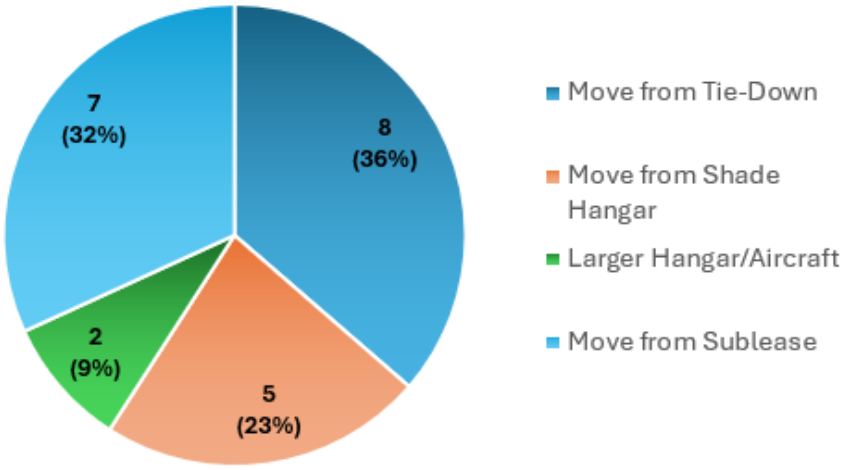
22 Reservations by existing tenants

3 Decrease from the previous month

HANGAR WAITLIST | BY RESIDENCY AND AIRCRAFT TYPE

TYPE OF AIRCRAFT	CITY OF NAPLES RESIDENTS	OTHER COLLIER COUNTY RESIDENTS	OTHER	TOTAL WAITLIST	%
Single Engine	11	48	14	73	73%
Twin Engine	2	2	0	4	4%
Jets	3	2	4	9	9%
Turbo Props	0	2	0	2	2%
Helicopters	1	1	1	3	3%
To Be Determined	1	8	0	9	9%
Total	**20**	**69**	**20**	**109**	**100%**

REASONS FOR RESERVATIONS BY EXISTING TENANTS



Beginning in late 2020, we saw a dramatic increase in the quantity of hangar waiting list applications due to the COVID-19 pandemic. That trend continued in 2021 and peaked in 2022

with 83 new waiting list applications received. In 2023, the demand for hangar space began trending back to pre-pandemic levels with +/- 50 new applications being received. Since that time the number of new applications has normalized to pre-COVID trends.

Additionally, during the months of June and July 2025, airport staff made physical measurements of several aircraft types that were on the waiting list and determined that several of those types could not fit in existing t-hangars with the newer requirement to have 18 inches of clearance on all sides of the aircraft. This resulted in six applicants being removed from the waiting list during the month of June and three applicants being removed in the month of July, each of whom opted to remain in their current aircraft parking arrangements on the airport (e.g. tie-down, sublease, etc.).

Noise Report

TRENDS: JULY 2024 VS. JULY 2025

The following trends were observed when compared with the same period in July 2024.

Curfew Violations	Jet Curfew Violations	Noise Comments	Noise Commenters	Jet Ops	Total Ops
⬆ 5.6%	⬆ 4%	⬇ 26%	0.00%	⬆ 5%	⬇ 7%
⬆ 13	⬆ 1	⬇ 24	Remained 13	⬆ 92	⬇ 629

- 100% of curfew violators were contacted via letter in July 2024 and July 2025.
- Staff was able to speak with 84% of curfew violators in July 2024 and 90% of curfew violators in July 2025.

TRENDS: AUGUST 2024 – JULY 2025

The following trends were observed when compared with the same period in the previous years.

Curfew Violations	Jet Curfew Violations	Noise Comments	Noise Commenters	Jet Ops	Total Ops
⬆ 13%	⬆ 1.9%	⬆ 573%	⬆ 15%	⬆ 3.8%	⬆ 2.6%
⬆ 330	⬆ 14	⬆ 7,939	⬆ 18	⬆ 1,803	⬆ 3,190

The Noise Abatement Specialist continues to contact all curfew violators through multiple methods including phone calls, letters, and face-to-face communications. The Noise Abatement Specialist has continued to speak with pilots/passengers at the airport about noise and curfew-related issues.

- 100% of curfew violators were contacted via letter in July and throughout the last 12 months.
- Staff was able to speak with 92% of curfew violators in July.
- Staff was able to speak with 94% of curfew violators from August 2024 to July 2025.

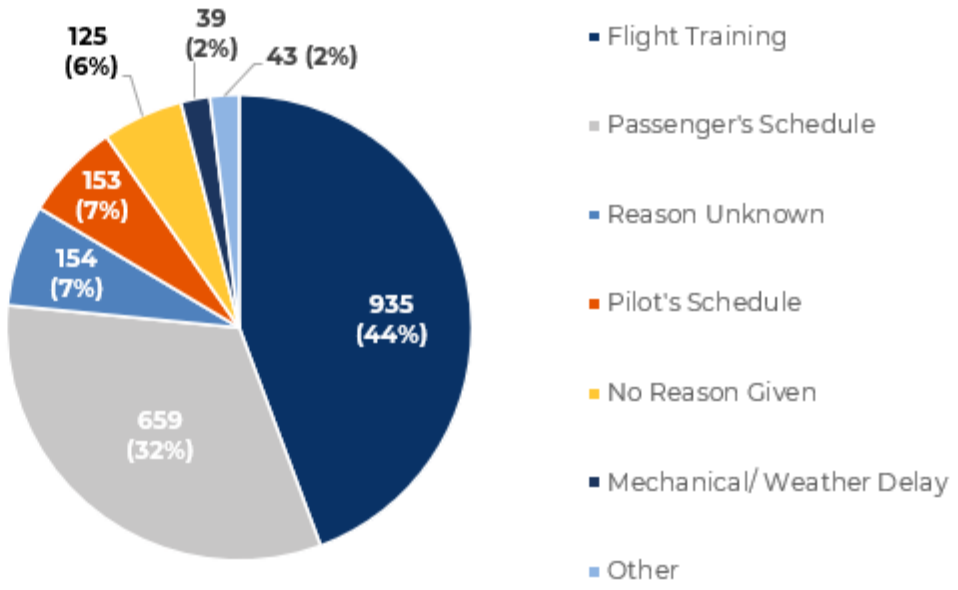
Noise Report

SUMMARY OF CURFEW VIOLATIONS AND OPERATOR EFFORTS

- Naples Flying Club, who use the airport often, have made clear their commitment to upholding our noise abatement policies and posted KAPF noise abatement procedures on their website: Naples Airport Noise Abatement
- We saw a new curfew operator this month. He informed us that "normally, we avoid flying during these hours, but needed FAA required night landings to remain legal to fly at night...We want to be good neighbors, so now that we are aware we will avoid night currency landings at the Naples Airport as much as possible between 10pm-7am."
- Elite Jets continually works to abide by our voluntary curfew. This month, N902MM arrived at 00:58 due to a long passenger delay in DPA and subsequent repositioning needed into APF due to early morning crew training.
- Fetch Vets, N76007, has consistently stated "we understand the concerns regarding noise and community impact. Please note that our flight operations are essential to our business and are conducted in compliance with all FAA regulations. As the curfew is currently voluntary, we will continue to utilize the airport as needed to fulfill our operational requirements."

REASONS FOR CURFEW VIOLATIONS

August 2024 – July 2025



Noise Report

TOP CURFEW VIOLATORS: JULY 2025

COMPANY	NUMBER OF OPS	TAIL NUMBER	ADDRESS	PHONE NUMBER
RexAir	29	MULTIPLE	304 Citation Pt., Naples, FL 34104	239-799-0214
Naples Air Center	17	MULTIPLE	230 Aviation Dr. S, Naples, FL 34104	239-643-1717
Roberto Collins	8	N8298U	2150 Malibu Lake Cir, Apt 1521, Naples, FL 34119	N/A
EnvySky	7	Multiple	601 SW 77th Way, Pembroke Pines, FL 33023	888-643-1717
Robert Kimble	6	N48Y	1580 Caxambas Ct., Marco Island, FL 34145	N/A
FlexJet	5	MULTIPLE	26180 Curtiss Wright Pkwy, Cleveland, OH 44143	866-473-0025
Epic Flight Academy	3	Multiple	600 Skyline Dr., New Smyrna Beach, FL 32168	386-409-5583
Treasure Coast Flight Training	3	Multiple	2400 SE Thunderbolt Dr., Stuart, FL 34996	772-219-4191

Noise Report

TOP CURFEW VIOLATORS: AUG 2024 – JULY 2025

COMPANY	NUMBER OF OPS	TAIL NUMBER	ADDRESS	PHONE NUMBER
Naples Air Center	214	MULTIPLE	230 Aviation Dr., S., Naples, FL 34104	239-643-1717
RexAir	134	MULTIPLE	304 Citation Pt., Naples, FL 34104	239-799-0214
Treasure Coast Flight Training	126	MULTIPLE	2400 SE Thunderbolt Dr., Stuart, FL 34996	772-219-4191
FlexJet	102	MULTIPLE	26180 Curtiss Wright Pkwy, Cleveland, OH	972-720-2800
EnvySky	97	MULTIPLE	601 SW 77th Way, Pembroke Pines, FL 33023	888-368-9759
Elite Jets (Randolph Aviation)	45	1Y, 4B, 5A, 6A, 7DR	125 Aviation Dr. S., Naples, FL 34104	239-900-9000
Roberto Collins	27	N8298U	2150 Malibu Lake Cir., Apt. 1521, Naples, FL 34119	N/A
Florida Flight Training Center	21	MULTIPLE	220 Airport Ave. E, Venice, FL 34285	941-484-3771
Ameriflyers of Texas	18	MULTIPLE	801 NE 10th St., Pompano Beach, FL 33060	800-362-0808

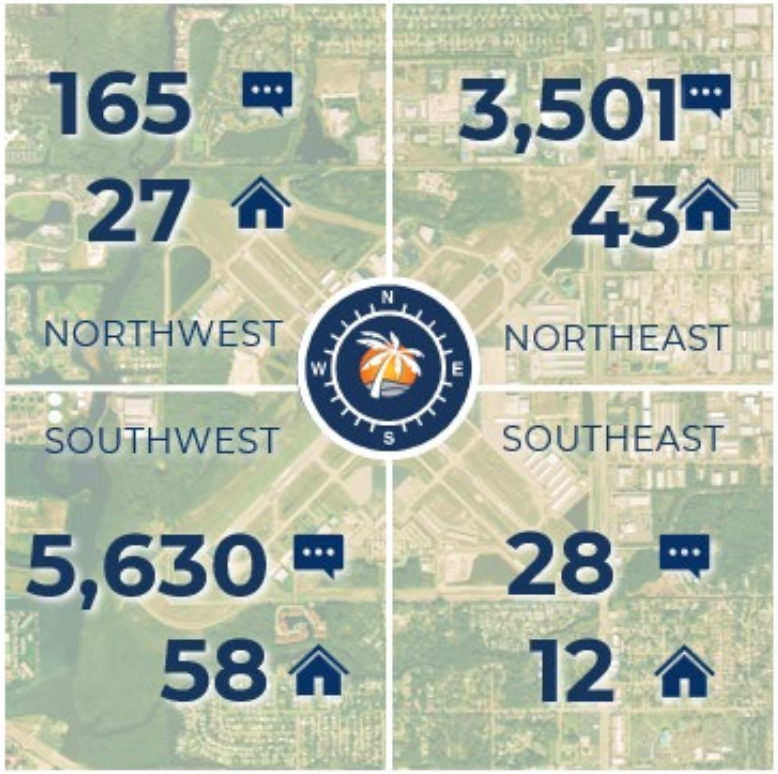
Noise Report

COMMENTS BY NEIGHBORHOOD/QUADRANTS AUGUST '24 – JULY '25

Neighborhood	Households	Comments
Old Naples	46	5,560
Grey Oaks	3	699
Briarwood	2	338
Cocquina Sands	3	91
Park Shore	2	31
Royal Harbor	4	32
Golden Gate	7	22
Wyndemere	9	20
Sun Terrace	2	15
River Reach	4	11
Moorings	3	6
Maplewood	2	5
Golden Gate City	4	4
Lakewood	2	4
Moorings Park / Naples Grande	3	4
Lake Park	2	3
Kings Lake	2	2
Orange Blossom	2	2
Vineyards	2	2
Neighborhoods w/ 1 Household	36	2,473
Totals	**140**	**9,324**

- 79% of comments from 8 people
- 4,857 (52%) comments from 8 Airnoise users in 2 neighborhoods

COMMENTS AND HOUSEHOLDS BY QUADRANT AUG 2024 – JULY 2025



Noise Report

COMMENTS BY NEIGHBORHOOD/QUADRANTS JULY 2025

Neighborhood	Households	Comments
Old Naples	2	43
Neighborhoods with 1 Household	11	20
Totals	**13**	**63**

- 60% of comments from 1 household.

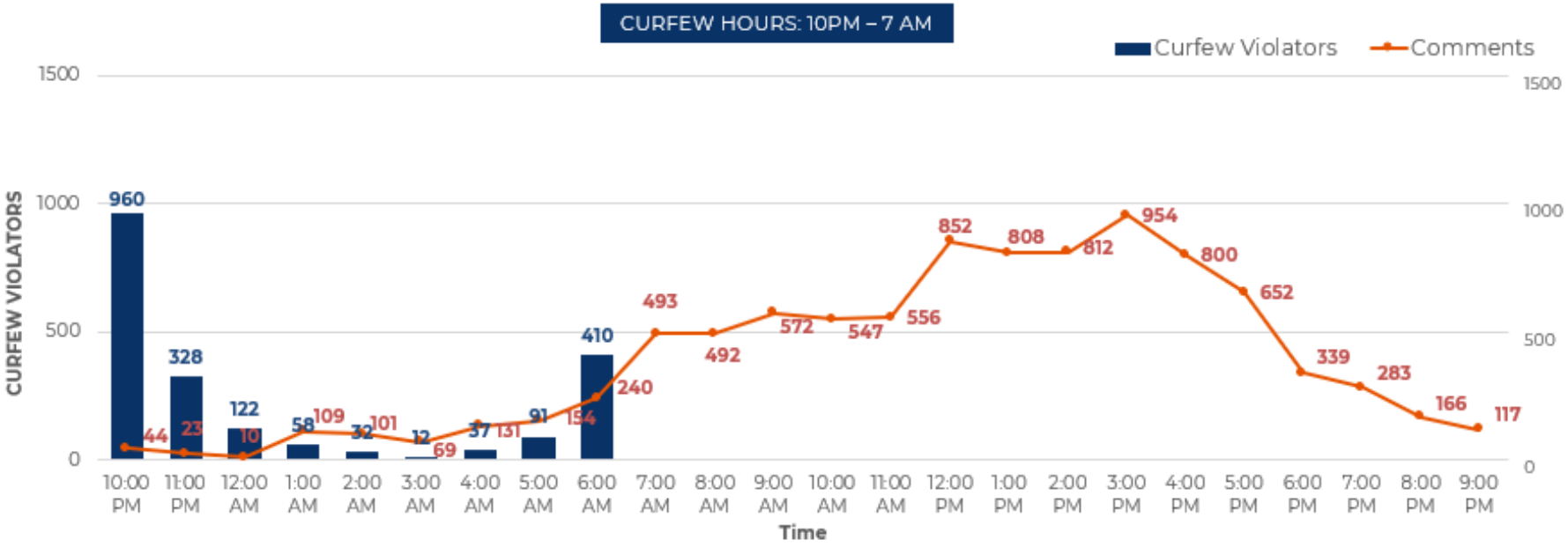
COMMENTS AND HOUSEHOLDS BY QUADRANT JULY 2025



Noise Report

CURFEW VIOLATORS BY HOUR VS COMMENTS BY HOUR

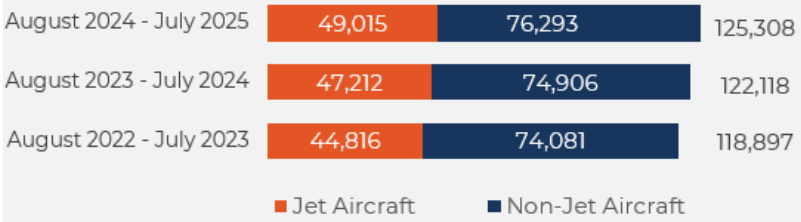
AUGUST 2024 – JULY 2025



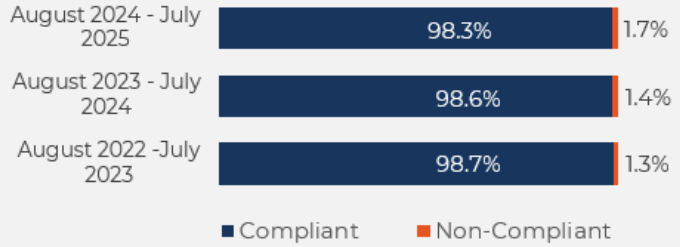
Noise Report

OPERATIONS & CURFEW COMPLIANCE COMPARISONS

TOTAL AIRCRAFT OPERATIONS

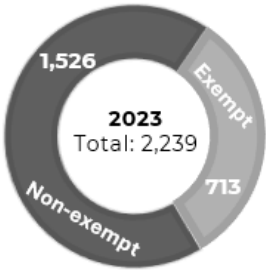


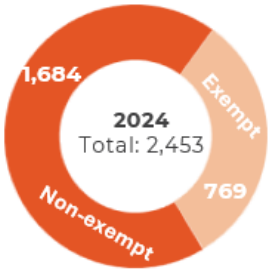
CURFEW COMPLIANCE RATES



VOLUNTARY CURFEW OPERATIONS

FROM AUGUST – JULY 2022-2025
Public service flights including EMS MedFlight, Collier Sheriff's Office, Mosquito Control, military flights, and FL FWC are "Exempt."







Noise Report

OPERATIONS & CURFEW COMPLIANCE COMPARISONS

AUGUST 2022 - JULY 2023



Distinct households filed aircraft noise comments.

Noise comments received from those households.

50% of comments from 4 households

AUGUST 2023 - JULY 2024



Distinct households filed aircraft noise comments.

Noise comments received from those households.

71% of comments from 6 households

AUGUST 2024 - JULY 2025



Distinct households filed aircraft noise comments.

Noise comments received from those households.

79% of comments from 8 households.

UPCOMING EVENTS/INFORMATION

NOISE COMPATIBILITY COMMITTEE MEETING
Thursday, Nov. 6th
Naples Airport Office Building
9:00 AM

AUGUST BOARD MEETING
Thursday, Sept. 18th
Naples City Hall
8:30 AM

Website and Social Media Trends

FlyNaples.com, a go-to centralized hub for airport information, has seen over **27.5k visitors** this month, with most visitors finding us through organic Google searches. Our social media accounts, with a combined **following of 5.1k**, continue to keep the community connected to the Naples Airport.

Top Website Page Clicks (> 1% of the total)

Ranking No.	Webpage	Total Views July-25	Percentage of Views July-25	Rolling 12 (8/1/24-7/31/25)	Previous Rolling 12 Month Views (8/1/23-7/31/24)
1	Homepage	6,806	24.86%	112,154	90,686
2	Career Center	1,028	3.76%	8,115	7,828
3	Naples Aviation FBO	882	3.22%	13,287	12,783
4	Wifi	693	2.53%	11,969	14,297
5	Open Bids	480	1.75%	488	0
6	Flight Planning	453	1.65%	11,085	11,395
7	About Naples Airport	400	1.46%	2,775	3,091
8	Board Agendas, Minutes & Videos	395	1.44%	783	0
9	Perimeter Fence Replacement 2025	352	1.29%	3,722	4,000
10	Frequently Asked Questions	330	1.21%	1,099	0

Social Media Analytics
July 2025

Metric	Totals	% Change (vs. previous month)
Follower Growth	94	↓12%
Total Followers	5.1k	↑2%
Total Impressions	41k	↑4%
Total Engagement	1.63k	↓ 2%

Website and Social Media Trends

Social Media Sentiment Breakdown

July

Sentiment	Messaging Total
Positive (Total number of comments that displayed a positive sentiment towards Naples Airport)	26
Negative (Total number of comments that displayed a negative sentiment towards Naples Airport)	1
Neutral (Total number of comments that displayed a neutral sentiment towards Naples Airport)	0

This sentiment analysis is limited to the comments provided on content posted directly by NAA social media pages.

COMMENT SAMPLES

July 2025

NEUTRAL SAMPLE

N/A

NEGATIVE SAMPLE

Air Traffic Control Day Post:

Just use 5/23! 14/32 sucks!



POSITIVE SAMPLES

World Conservation Day Post:
"Impressive work by Naples Airport - balancing operational excellence with meaningful environmental impact. Projects like this show what true stewardship looks like in aviation. Congrats! 🌿✈️

Website and Social Media Trends

TOP SOCIAL MEDIA POSTS BY PLATFORM

Period ending July 31, 2025

Naples Airport Authority
7/4/2025

Happy 4th of July from Naples Airport! We wish you a safe and celebratory weekend! #flyasafeflyquiet #4thofJuly



Post Insights

Impressions	1,656
Engagements	83
Likes	75
Shares	3
Clicks	227

Facebook

Naples Airport Authority
7/21/2025

No, we aren't launching life rafts at people (ok...maybe just this once) but we ARE launching a food drive...



Post Insights

Reach	1,098
Views	1,783
Engagements	67

Instagram

Naples Airport Authority
7/11/2025

#FunFactFriday 🤔 Did you know Naples Airport offers free guided tours to the public?

Perfect for aviation enthusiasts, residents or visitors, our tours provide a behind-the-scenes...



Post Insights

Impressions	1,379
Engagements	74
Comments	7
Reposts	2

LinkedIn

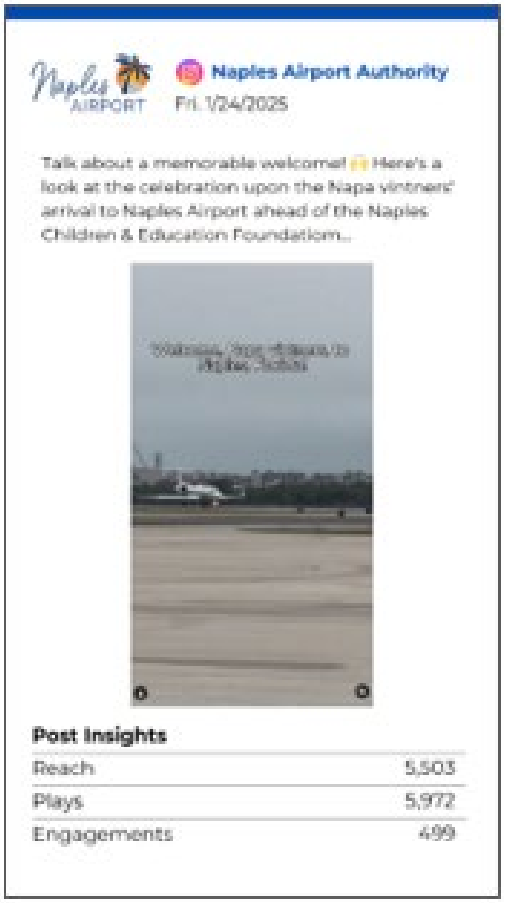
Website and Social Media Trends

TOP 3 SOCIAL MEDIA POSTS

August 1, 2024 – July 31, 2025



Facebook



Instagram



LinkedIn

Media Coverage

JULY 2025

July 3

Florida Weekly Study: Naples Airport receive endorsement from community

Naples Daily News Naples Airport through the years

July 11

Naples Press Study: Airport relocation too costly

July 14

Gulfshore Business Naples Airport relocation ruled out due to high costs

July 17

WINK News Naples Airport relocation off the table

Florida Trend Naples Airport relocation ruled out due to high costs

July 25

Naples Press Flying with high net worth

World News Today Naples Airport internships: Florida aviation program

Greater Naples Chamber Naples Airport Authority welcomes two summer interns

July 27

Naples Daily News//Letter to the Editor Less is More: Reclaiming the charm of Naples | Opinion

July 28

Gulfshore Business Jet activity at Naples Airport mirrors property values

Naples Daily News Why has it never reached 100 degrees in Naples?

July 31

Florida Trend Jet activity at Naples Airport mirrors property values

To: Honorable Chair and Commissioners

From: Christopher A. Rozansky, Executive Director

By: Ken Warriner, Senior Director of Finance and Administration

Meeting Date: August 21, 2025

Re: **FINANCIAL REPORT**

1. August Draft – FY 2026 Operating and Capital Expenditures Budget

---

SUMMARY: Board review of the August Draft – FY 2026 Operating and Capital Expenditures Budget, which includes a 5/20-year capital improvement schedule with and without state or federal grants and a 5/20-year financial and cash forecast without grants.

BACKGROUND: In accordance with the Bylaws for the Governance and Operation of City of Naples Airport Authority:

> *"Both the Operating Budget and Capital Expenditures Budget shall be submitted to the Board at its Regular Meeting in June of each year, and the Board shall adopt such budgets, as revised by the Board if necessary, at its Regular Meeting in September of each year."*

The Operating Budget includes projected FY 2025 revenues and expenses as well as FY 2026 budgeted revenues and expenses. The Capital Expenditures Budget represents the Authority's plan for additions, improvements and replacements of facilities and equipment and the funding sources for these purchases.

As directed by consensus of the NAA Board of Commissioners on October 17, 2024, a capital budget with and without grants has been prepared for consideration.

COMMUNICATIONS PLAN: Not applicable at this time.

FINANCIAL IMPACT: Not applicable at this time.

Naples AIRPORT AUTHORITY

June 19, 2025

Operating and Capital Budget FY 2026 August Draft

PRESENTED BY

Ken Warriner

Senior Director of Finance and Administration

Overview

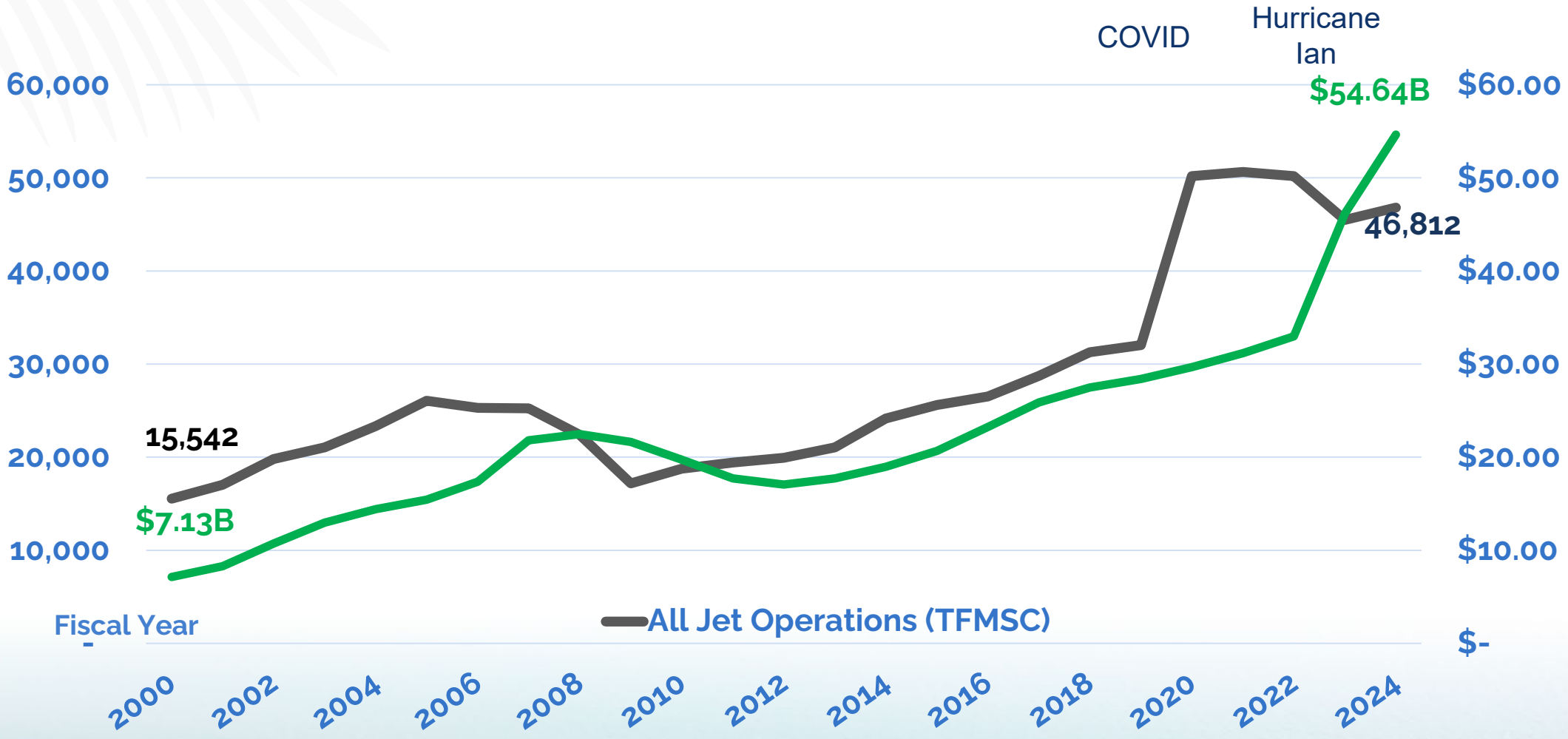
- The Naples Airport is user fee funded (no local taxpayer dollars) for annual operating expenses as well as for a majority of capital improvements. Historically, we have received an average $2M-$3M in aviation Federal and State grants per year.

- We have experienced a steady increase in revenues, primarily from fuel sales, over the last 15 years due to the growth of Naples as a top destination and place to live in the United States. Naples was ranked number 1 in the US News and World Report Best Places to Live in the United States for 2024-2025. See tables on pages 3 and 4 for trends.

- We have not factored in potential activity from property owners/guests of ultra luxury developments that will soon be completed in Naples including the Four Seasons (220 rooms and 157 residences), Rosewood ($12M-$35M), Olana ($30M +), The Huxley ($8M+), Park Place on Gulfshore ($7M+), Epique at Pelican Bay ($6M+), The Ritz Carlton Residences ($5+), Aura ($2m+), The Mark on 8th, Stella, The AC Hotel Naples 5th Avenue (150 rooms) and The Perry Hotel Naples (160 rooms).

- The format of the Statement of Revenues, Expenses and Changes in Net Position has been changed to conform to the audited financial statement format. We plan to present the monthly financials in the same format starting with the October 2025 financials.

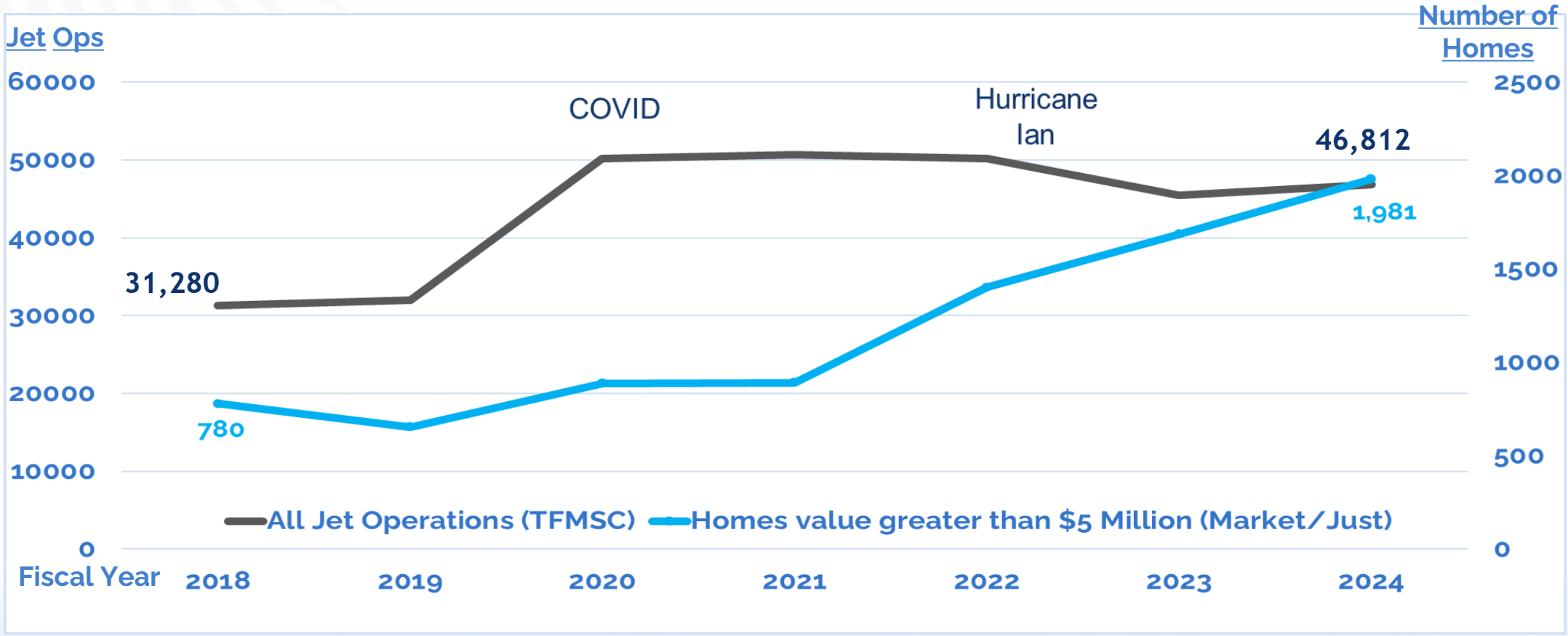
Jet Operations Compared to City of Naple's Property Market/Just Value (in billions)



Note: 31% of the single-family homes have been either constructed or redeveloped since 2010.

Source: FAA TFMSC Data, City of Naples Annual Reports, and Metro Forecasting Models.

Jet Operations Compared to City of Naple's Home Values over $5M



Operating Revenue Assumptions

- Aviation Fuel - gallons budgeted slightly down (-1%) from FY 2025 projected actual due to uncertainty in economy. A fuel margin increase (7% average) is budgeted to help offset the impact of increased operating expenses. We plan to continue with a seasonal pricing model for fuel and aircraft overnight parking rates.

- Landing fees would generate $3M plus, if implemented.

- Hangar, Building and Land Rents – CPI and phase in market adjustments – average 8% increase.

- FBO Services – includes overnight parking, ramp fees, and other FBO services.

- Grants vs No Grants – Alternatives with and without state and federal grants for certain capital improvements are included per Board direction given on October 17, 2024.



Operating Expense Assumptions

Zero-Based Budget Methodology – Departments built their expense budgets based on the needs of next year. Significant changes are below:

- Personnel –
  - No increase in budgeted headcount.
  - Budget assumes all open positions are filled.
  - Regional CPI increase of 3.0% and average merit increase of 3.5%.
- Professional Fees – consultants and legal to propose a Part 161 Airport Noise and Access Restriction Study with the FAA ($1M), additional flight procedures ($500k) and Resiliency Study ($500k).
- Contract Services – Increase in outsourced landscaping services, firefighting from City of Naples ($180k) and US Customs services.
- Utilities - Increase in electricity from FPL 15% ($30k) and water/sewer from City of Naples ($100K)



Rates & Charges Options to cover Future Capital Needs

- The NAA has received an average of $3.1M a year in state and federal grants over last 5 years.
- In the June 2025 NAA Board meeting, a request for a $9M Federal grant for an apron rehabilitation project failed. If the Board continues not to take grant funding, how will the shortfall be funded?
- The Florida Department of Transportation (FDOT) state grants are being reduced due to elimination of the statewide aviation fuel tax of $0.0427 per gallon (HB 1485).

For board discussion and feedback. We have included $5M in revenue in this budget draft from items below:

- Landing Fees – Fee structure of cost/1,000lbs & minimum fee, with possible exemptions for airport-based aircraft. $3.0 M in revenue (see options on next slide)
- Seasonal Ramp Fees – $435K of revenue
- Eliminate tenant pricing but continue no seasonal premiums for tenants – $1.0 M of revenue
- Increase all Fuel Prices – an increase of $.10 per gallon equates to $1.2 M in revenue

Landing Fees

Historically the airport has charged the equivalent of a landing fee through the Airfield Cost Recovery fee included in the price of the fuel to recover the operating costs and a portion of the capital costs of the airfield. We have also received Federal and state grants for airfield related projects. If the NAA Board of Commissioners decides not to accept Federal and/or State aviation grants for these capital projects, landing fees could be alternative to offset the lost grant funding.

Per FAA policy, only certain airfield operating costs and capital improvements may be funded through landing fees.

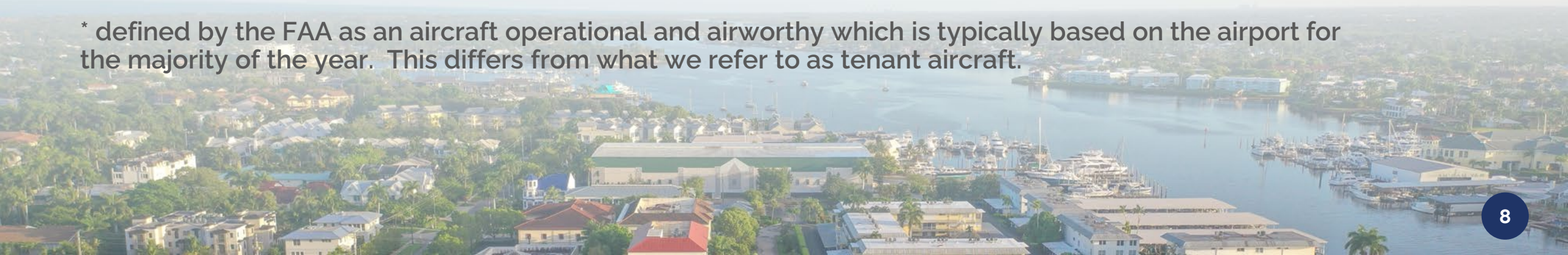
Landing fee options are below:

1. Charge all aircraft $5 per 1,000 lbs (rounded to nearest thousand) for all landings - $3.8M gross

2. Same as option 1 but give all “based*” aircraft one free landing per day - $3.1M gross

3. Same as option 1 but exempt all “based” aircraft under 5,000 lbs (Cessna 172, piper PA-28, Cirrus SR-22) - $3.1M gross

* defined by the FAA as an aircraft operational and airworthy which is typically based on the airport for the majority of the year. This differs from what we refer to as tenant aircraft.



Operating Budget Summary

	Estimated Actual FY 2025 *	Proposed Budget FY 2026	FY 2025 to FY 2026 Increase (Decrease)	%
Total Operating Revenue	$40,945,526	$46,559,327	$ 5,613,801	14%
Total Operating Expenses **	$36,382,834	$42,868,385	$ 6,485,551	18%
Income from Operations	$ 4,562,692	$ 3,690,942	$ (871,750)	-19%
Operating Margin %	11.1%	7.9%	-3.2%	
Total Non- Operating Revenue/(Expenses)***	$ 3,127,141	$11,763,929	$ 8,636,788	276%
Change in Net Position	$ 7,689,833	$15,454,871	$ 7,765,038	101%

* Actual of 10 months and 2 months estimated.
** Includes Depreciation.
*** Includes insurance proceeds $9.0M in FY 2026.



Capital Budget – FY 2026

	Funding Source - FY 2026			
	Authority	FAA	FDOT	Total
Airfield Capital Projects	$ 23,875,000	$ 1,500,000	$ 3,100,000	$ 28,475,000
North Road Terminal Projects	4,335,000	-	-	4,335,000
Other Infrastructure Projects	6,995,000	-	-	6,995,000
FBO Projects	3,060,000	-	-	3,060,000
Vehicles & Equipment	2,189,000	-	-	2,189,000
Totals	**$ 40,454,000**	**$ 1,500,000**	**$ 3,100,000**	**$ 45,054,000**

Major projects include airfield lighting and electrical vault replacement, fuel farm improvements, NRT building, NRT apron, facilities building, numerous roof replacements, observation deck, drainage projects and security and access control.

Budget Appropriations and Reserves (with grants)

- Florida Statute 189.016(3) requires that the governing body of a special district adopt a budget by resolution each fiscal year. The total amount available from revenues and other sources, including amounts carried forward from prior fiscal years, must equal the total of appropriations for expenditures and reserves. The total budgeted expenses and expenditures for FY 2026 is $75,524,000.

Total estimated available unrestricted cash and investments - 9/30/2025	**$ 66,905,489**
Budgeted net operating revenue - FY 2026	46,550,000
Budgeted operating expenses - FY 2026	(35,070,000)
Budgeted interest and other revenue - FY 2026	2,510,000
Budgeted CIP - Authority funded - FY 2026	(40,454,000)
Total budgeted available unrestricted cash and investments - 9/30/2026	**$ 40,441,489**
Operating reserves	**$ 17,000,000**
Excess of reserves for capital projects - 9/30/2026	**$ 23,441,489**

Capital Needs for next 20 years

The following table assumes only maintaining existing facilities:

(no new development, resiliency or other initiatives)

	Years 1-5	Years 6-10	Years 11-15	Years 16-20	Total	NAA funded	Anticipated Grant Funding
Airfield Capital	$ 72,173,753	$ 23,759,195	$ 19,425,808	$ 26,528,829	$ 141,887,585	$ 51,634,430	$ 90,253,155
FBO	12,991,573	873,826		-	13,865,399	13,865,399	-
Leasing	13,731,631	1,029,405	-	-	14,761,036	14,761,036	-
Concessions	100,000	-	-	-	100,000	100,000	-
Other/Equipment	13,510,258	12,838,349	24,970,775	57,376,851	108,696,233	104,065,274	4,630,959
Totals	**$ 112,507,215**	**$ 38,500,775**	**$ 44,396,583**	**$ 83,905,680**	**$ 279,310,253**	**$ 184,426,139**	**$ 94,884,114**



5/20 Year Forecast - Changes in Net Position (without grants)

	FY 26-30	FY 31-35	FY 36-40	FY 41-45
Gallons	60,020,849	63,208,637	66,432,913	69,821,659
Net Revenue per Gallon	$ 2.60	$ 2.97	$ 3.44	$ 4.11
Net Aviation Fuel Sales	**$ 156,232,575**	**$187,533,072**	**$228,655,075**	**$287,208,181**
Rental Revenue	$ 26,413,595	$ 29,162,743	$ 32,198,025	$ 35,549,221
Landing Fees/Other Revenue	56,297,352	63,376,821	74,595,152	90,247,156
Total Operating Revenue	**$ 238,943,522**	**$ 280,072,637**	**$ 335,448,252**	**$ 413,004,558**
Operating Expenses:				
Personnel Expenses	$ 113,907,610	$ 149,746,769	$ 195,853,372	$ 257,050,699
Operating Expenses	31,633,180	36,171,525	39,778,143	41,944,202
Contracted Services	45,802,022	43,814,394	46,998,756	53,422,612
Fixed Operating Expenses	1,061,827	1,230,949	1,427,007	1,654,292
Total Operating Expenses	**$ 192,404,639**	**$ 230,963,637**	**$ 284,057,278**	**$ 354,071,805**
Percentage of Revenue	81%	82%	85%	86%
Income from Operations	**$ 46,538,883**	**$ 49,109,000**	**$ 51,390,974**	**$ 58,932,753**
Operating Margin	19%	18%	15%	14%
Non- Operating Revenue/(Expenses)				
Other Revenue (CFC's)	$ 1,340,040	$ 1,479,513	$ 1,633,502	$ 1,803,518
Depreciation and Amortization	(58,537,070)	(77,435,000)	(76,189,535)	(64,679,639)
Interest/Investment Revenue	6,211,976	1,348,811	2,502,286	3,292,214
Insurance Proceeds	9,000,000	-	-	-
Total Non- Operating Revenue/(Expenses)	**$ (41,985,054)**	**$ (74,606,676)**	**$ (72,053,747)**	**$ (59,583,907)**
Change in Net Position	**$ 4,553,830**	**$ (25,497,676)**	**$ (20,662,773)**	**$ (651,154)**

Note: Includes landing fees of $72M over the 20-year period.

5/20 Year Forecast - Changes in Cash Position (without grants)

	FY 26-30	FY 31-35	FY 36-40	FY 41-45
Cash and Investments - Beginning Balance	**$ 66,905,489**	**$ 16,149,348**	**$ 28,107,159**	**$ 37,037,420**
Plus Income from Operations	$ 46,538,883	$ 49,109,000	$ 51,390,974	$ 58,932,753
Plus Additional Cash Resources:				
Grant Proceeds - FAA/ FDOT	$ -	$ -	$ -	$ -
Insurance Proceeds	9,000,000	-	-	-
Investment Income	6,211,976	1,348,811	2,502,286	3,292,214
Less Capital Expenditures	$ (112,507,000)	$ (38,500,000)	$ (44,963,000)	$ (83,906,000)
Cash and Investments - Ending Balance	**$ 16,149,348**	**$ 28,107,159**	**$ 37,037,420**	**$ 15,356,386**
Targeted Operating Reserves (6 months)	$ 20,000,000	$ 26,000,000	$ 34,000,000	$ 43,000,000
Operating Reserve (shortfall) excess	**$ (3,850,652)**	**$ 2,107,159**	**$ 3,037,420**	**$ (27,643,614)**

Notes: Estimated grants that we would be eligible for over the 20-year period is approximately $95M. Landing fees of $72M is included.

Naples AIRPORT AUTHORITY

QUESTIONS?

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Naples Airport Authority

August Draft

City of Naples Airport Authority
Operating and Capital Budget

Fiscal Year 2026

(October 2025-September 2026)



During FY 2025, the Naples Airport was the first airport on the East Coast of the United States to offer a consistent supply of sustainable aviation fuel (SAF). NetJets, the airport's largest single customer, has been using this in all their aircraft equating to roughly 2 million gallons per year.

City of Naples Airport Authority
Operating and Capital Budget
Fiscal Year 2026

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Introduction

The Airport

The Naples Airport is in western Collier County, Florida, 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, was leased to the City of Naples Airport Authority (the "Authority") in 1969 under a 99-year lease. The airport was constructed in 1943 and served as an U.S. Army Air Corps base for training gunners and fighter pilots for combat during World War II.

The airport serves general aviation (GA) and includes leisure and business travel, flight training, and emergency responders. The airport generates a significant annual economic impact ($781 million as determined by the Florida Department of Transportation) throughout the community and served more than an estimated 200,000 passengers in the last fiscal year.

The Authority

The City of Naples Airport Authority 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 for the purpose of enhancing service to users, improving the community gateway image, and eliminating financial subsidies by city taxpayers.

The Authority's Board of Commissioners is composed of five members appointed by 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 officer, chief financial officer, and secretary to the board. The Executive Director hires all other Authority employees.

Our purpose statement is "Connecting you to Naples through an exceptional airport experience."

Our customer service vision statement is "First and lasting impression of excellence."

We have a five-year strategic plan with the following goals:

1. Provide a safe, modern, and efficient airport.
2. Be an engaged community partner.
3. Strengthen the airport's economic vitality.
4. Equip employees to excel today and in the future.

Financial Information

The Authority financially supports itself directly from aviation fuel sales and airport user fees. No local, state, or federal general taxes, such as property and sales taxes, directly support the Authority. The Authority receives, for certain capital projects, state and federal financial grants from trust funds established largely from aviation fuel taxes and airline ticket taxes. The Authority pays the City of Naples for utilities, police, and firefighting services approximately $2.0 million annually. The Authority built, maintains, and equips the City Fire Station #3, located at the airport, at no expense to taxpayers. The Authority builds and maintains its roadways, landscaping, and recreation trails.

The Authority's budget and amendments, if any, are adopted by resolution of the Board of Commissioners, as required by Florida Statute 189.016(3). The adopted budget regulates the total expenses of the Authority for the fiscal year, and it is unlawful for any officer of the Authority to expend or contract for expenses that exceed the budgeted appropriations. The Authority has a fiscal year ending September 30th and, accordingly, the budget must be adopted by the Board of Commissioners before October 1st, the beginning date of the new fiscal year.

The Authority has published rates and charges for services based on maintenance, operating costs, and capital recovery. These rates and charges, as a package, maintain and ensure the financial health of the Authority. 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 program 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 plans.

The Authority maintains a $17 million cash reserve for emergency operating contingencies and uses the remaining cash and investments to fund future capital projects without taking on debt. The Authority maintains an investment portfolio that is professionally managed and conforms to the Authority's investment policy adopted pursuant to Florida Statutes, Section 218.415.

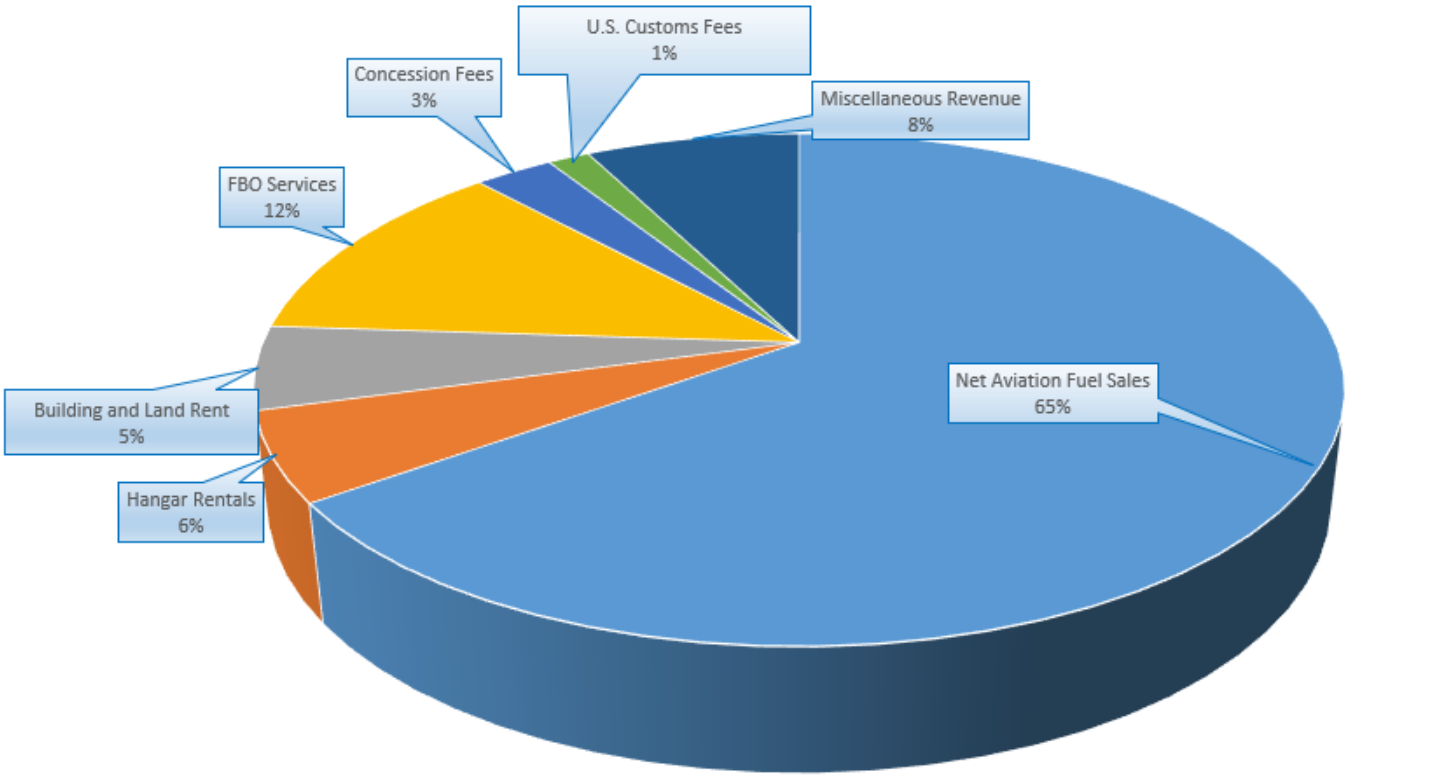
Executive Summary – Operating Budget

The revenue in the operating budget for FY 2026 was prepared using FY 2025 estimated actual revenue as a baseline and adjusted by management based on expected market trends. The operating budget expenses were prepared utilizing the zero-based budget methodology, where each department determined the actual resources needed based on expected activity to ensure a safe and efficient operation.

Revenue is significantly dependent on fuel sales as shown in the tables below.

Over the last 10 years, fuel sales have increased as private air travel and Naples have become more popular, thus increasing the demand for the airport's services. This trend accelerated during the COVID-19 pandemic. According to the Collier County Property Appraiser, homes valued over $5 million have increased 55% in the past 10 years. However, we have budgeted a slight decline in gallons sold in FY 2026 due to uncertain economic conditions.

Breakdown of Operating Revenue – FY 2026

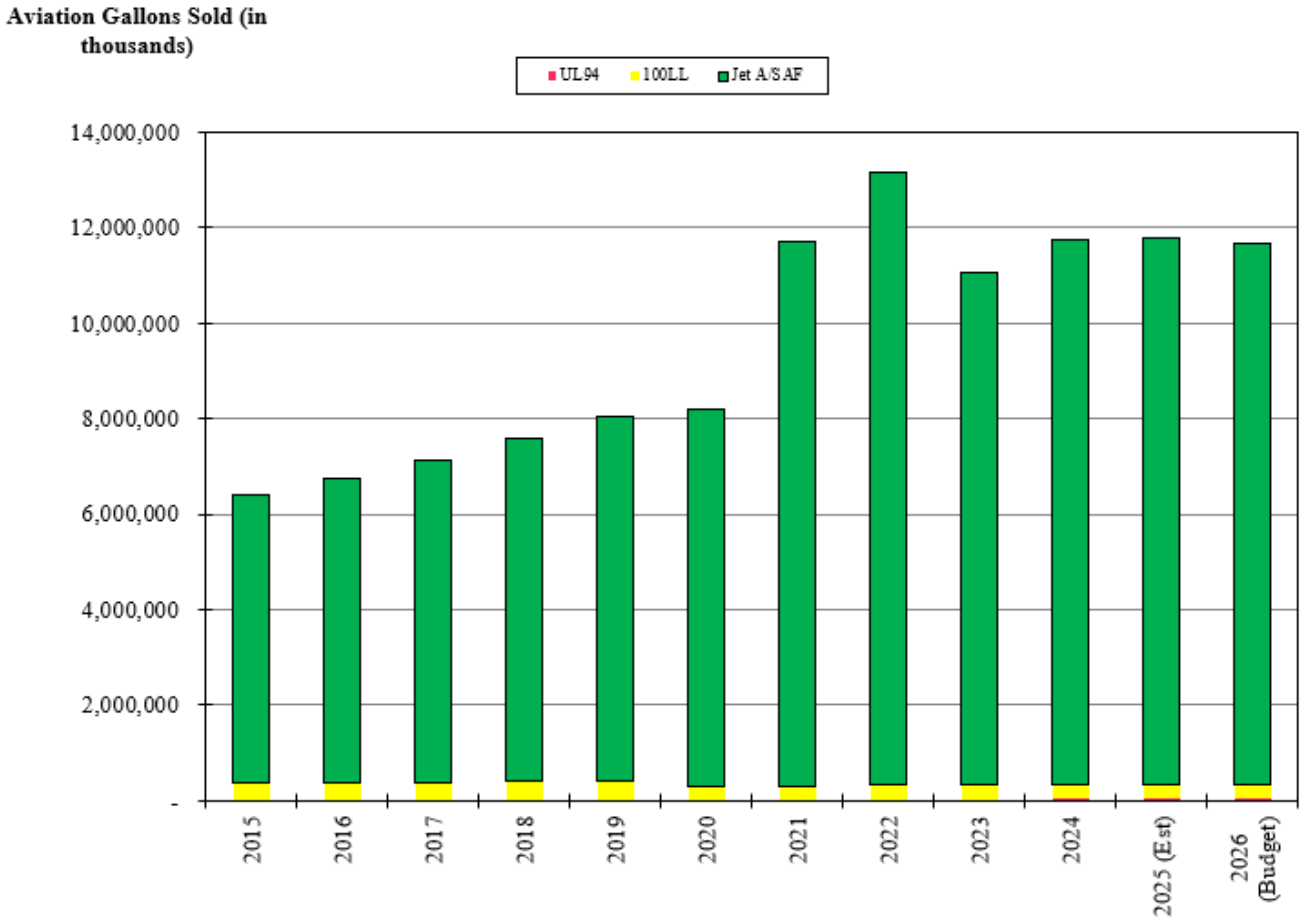


Executive Summary – Operating Budget (continued)

Expense increases are primarily due to general inflation and wage increases as well as property insurance rate increases. The ongoing noise abatement and related flight procedure changes will also continue to be significant initiatives in FY 2026. Included in the budget is $1.6 million to undertake a Federal Aviation Regulations Part 161 Study, Notice and Approval of Airport Noise and Access Restrictions.

The Authority currently has no debt, and the Authority staff have prepared the budget that assumes no debt in FY 2026. We continue to maintain a strong balance sheet with $40.4 million in current assets and $4.2 million of current liabilities as of July 31, 2025.

Aviation Fuel Sales Trend
FY 2015 - FY 2026



Operating Budget Assumptions

Revenue Assumptions:

Aviation Fuel – Total gallons budgeted to be down slightly compared to FY 2025 projected actual. We budgeted an average 7% fuel margin increase to offset the impact of higher operating costs primarily due to inflation. We have budgeted a continued subsidy for UL 94 fuel of $110,000 in FY 2026.

Hangar, Building and Land Rents - Budget based on an average 6% increase for Consumer Price Index (CPI) and phased market adjustments from an appraisal done in FY 2024.

Landing Fees/Miscellaneous - $3M in landing fees were budgeted to partially offset the cost of operating the airfield.

Expense Assumptions:

Personnel – A regional CPI increase, and merit increase for existing employees accounts for the increase over FY 2025 estimated actual in salaries and wages. Also, an increase in benefits is for the full year impact of employees hired during FY 2025, retirement match on higher salaries and health insurance rate increases.

Professional – Includes consultants and legal to propose a Part 161 Airport Noise and Access Restriction Study with the FAA ($1,600,000), continued use of consultants to revise flight procedures for ($500,000), and Resiliency Study ($500,000).

Contracted Services – Increase in outsourced landscaping services, increases for firefighting and customs services.

Utilities – Increase of $100,000 from the City of Naples for water along with increased electricity rates.

Non-Operating Revenues (Expenses) Assumptions:

Depreciation and Amortization – Depreciation on capital projects placed into service in FY 2025.

Investment Income – Investment portfolio averaging 3.5% return. Cash accounts are averaging 4.0%.

Executive Summary – Capital Improvement Plan

The Authority is responsible for maintaining a safe, modern, and efficient airport, requiring investment in our facilities. To properly plan for the Authority's capital needs, a five-year capital plan is updated annually to prioritize needs and determine funding requirements.

The Authority's enabling legislation provides the right for the Authority to accept grants of money or materials or property of any kind for the airport facilities from any federal or state agency, political subdivision, or other public body or from any private agency or individual, upon such terms and conditions as may be imposed. Per the lease agreement with the City of Naples (Lessor), the Lessee (the Authority) agrees to maintain said property and to make such repairs, replacements, additions, extensions and betterments of and to the airport facilities as are deemed necessary to replace or to maintain such facilities in proper condition for the safe, efficient and economic operation thereof.

The capital improvement plan (CIP) contains projects that are eligible for funding assistance from outside agencies and usually require matching funds from the Authority. The two major sources of outside funding for the Authority's capital improvement plan are the Federal Aviation Administration (FAA) and the Florida Department of Transportation (FDOT). Naples Airport is a general aviation airport and is eligible for $150,000 per year in Non-Primary Entitlement funding (NPE) and discretionary grants from the FAA under the Airport Improvement Program. The airport may also be eligible for other FAA grants. 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 airport projects. The Board of Commissioners must initially approve grant agreements. Certain grants have grant assurances that obligate the Authority to operate and maintain the improvements for 20 years.

The FY 2026 Capital Improvement Plan (CIP) anticipates $45.1 million in projects with $4.6 million in assistance from Federal (FAA) and State (FDOT) agencies and $40.5 million funded by the Authority. FAA and FDOT funding are not guaranteed. The CIP projects or items listed are prioritized based upon needs according to our strategic plan.

The CIP for the next five years (FY 2026 – FY 2030) is estimated to cost approximately $112.5 million. Major projects include those listed in the table on page 10.

The Board acceptance of the CIP Budgets for FY 2026 does not constitute automatic Board approval for each item listed. All items exceeding the Executive Director's spending authority (currently $100,000), must be presented to the Board of Commissioners for consideration and approval.

City of Naples Airport Authority
Statements of Revenues, Expenses and Changes in Net Position
Estimated Actual FY 2025 to FY 2026 Proposed Budget

	Estimated Actual FY 2025 *	Proposed Budget FY 2026	Increase (Decrease)	%
Operating Revenue				
Gallons	11,790,000	11,670,000	(120,000)	(1) %
Aviation fuel sales (net)	$ 28,352,196	$ 30,327,371	$ 1,975,176	7 %
Hangar and Tiedown Rent	2,469,204	2,617,356	148,152	6
Building & Land Rent	2,319,092	2,458,238	139,146	6
FBO Services	5,357,077	5,624,931	267,854	5
Concession Fees	1,233,809	1,310,485	76,676	6
U.S. Customs user fees	668,225	688,272	20,047	3
Landing Fees and Miscellaneous	545,924	3,532,674	2,986,751	547
Total Operating Revenue	**$ 40,945,526**	**$ 46,559,327**	**$ 3,638,625**	**9 %**
Operating Expenses				
Personnel	$ 18,550,389	$ 20,206,800	$ 1,656,411	9 %
Professional fees	2,929,204	5,999,120	3,069,916	105
Contracted Services	1,815,949	2,724,818	908,869	50
Maintenance and Repair	2,011,750	2,172,102	160,352	8
Insurance	1,497,590	1,549,424	51,835	3
Credit card fees	580,515	572,992	(7,522)	(1)
Utilities	469,867	602,418	132,551	28
Communications	355,878	304,712	(51,166)	(14)
Pilot services	239,640	245,035	5,395	2
Operating Supplies	418,403	467,578	49,175	12
Dues & subscriptions	159,564	231,992	72,428	45
Depreciation and Amortization	7,349,296	7,779,393	430,097	6
Miscellaneous	4,791	12,000	7,209	150
Total Operating Expenses	**$ 36,382,834**	**$ 42,868,385**	**$ 6,485,551**	**18 %**
Income from Operations	**$ 4,562,692**	**$ 3,690,942**	**$ (871,750)**	**(19) %**
Non- Operating Revenue/(Expenses)				
Customer Facility Charges	$ 239,926	$ 257,500	$ 17,575	7 %
Investment Income (loss)	2,880,748	2,506,429	(374,320)	(13)
Claims and Insurance Settlements	-	9,000,000	9,000,000	-
Gain (loss) on Disposal of Capital Assets	$ 6,467	-	(6,467)	(100)
Total Non- Operating Revenue/(Expenses)	**$ 3,127,141**	**$ 11,763,929**	**$ 8,636,788**	**(276) %**
Change in Net Position	**$ 7,689,833**	**$ 15,454,871**	**$ 7,765,038**	**101 %**

* Actual of 10 months and projection of 2 months.

Change in Net Position	**$ 7,689,833**	**$ 15,454,871**	**$ 7,765,038**	**101 %**

FY 2026 Proposed Budget - Capital Improvement Plan

	Funding Source - Current Year			
Airfield	**Authority**	**FAA**	**FDOT/STATE**	**Total - Current Year**
Airfield Lighting Replacement -Construction **	$ 12,000,000	$ -		$ 12,000,000
NRT Apron Improvements - Construction	8,300,000	-		8,300,000
NW Perimeter Wildlife Fence	1,250,000	-		1,250,000
Airfield Electrical Vault Replacement-Construction	800,000	1,500,000	2,500,000	4,800,000
Stormwater Drainage Plan*	600,000	-		600,000
Security and Access Control - Phase II	400,000	-	600,000	1,000,000
ATCT Generator & UPS Unit	275,000			275,000
Master Drainage Projects	200,000			200,000
Taxiway Fillet Improvements - Design	50,000			50,000
Subtotal	**23,875,000**	**1,500,000**	**3,100,000**	**28,475,000**
FBO				
Fuel Farm Improvements (construction)*	2,630,000	-		2,630,000
Lektro Rebuild	200,000			200,000
Misc FBO Equipment	121,000			121,000
GA Apron Catch Basin Asphalt Remediation	109,000			109,000
Subtotal	**3,060,000**	**-**	**-**	**3,060,000**
North Road Terminal (NRT)				
North Road Terminal Improvements*	3,500,000			3,500,000
NRT Parking Lot Improvements	500,000			500,000
NRT Roof Coating	335,000			335,000
Subtotal	**4,335,000**	**-**	-	**4,335,000**
Other Infrastructure				
Facilities Improvements (Includes FF&E)*	3,200,000			3,200,000
GAT Roof Replacement	1,100,000			1,100,000
Other	500,000			500,000
North Quad Environmental Assessment	500,000			500,000
Hangar Door Replacements (Construction)*	500,000			500,000
GA Long Term Parking Lot Remediation	300,000			300,000
20 Ton Rooftop AC Units (2) - GAT	275,000			275,000
Exec Hangar 4 Improvements	250,000			250,000
Exec 1 Hangar Skylights Replacements	120,000			120,000
Observation Deck and Playground Upgrades (Design)	100,000			100,000
Rental Car Wash Improvements***	100,000			100,000
North Road Sidewalk Safety Improvements	50,000			50,000
Subtotal	**6,995,000**	**-**	**-**	**6,995,000**
Vehicles and Equipment				
Various Capital under $100,000	955,000			955,000
ARFF Truck	400,000			400,000
IT Equipment & Infrastructure	227,000			227,000
Vehicles for Facilities (2), FBO (1), Development (1)	257,000			257,000
25 Passenger Bus	130,000			130,000
Tractor & Brush Hog	120,000			120,000
Vehicle Tracking & Runway Incursion Warning System	100,000			100,000
Subtotal	**2,189,000**	**-**	**-**	**2,189,000**
Totals	**$ 40,454,000**	**$ 1,500,000**	**$ 3,100,000**	**$ 45,054,000**

* Approved or partially approved projects.

**Anticipate insurance proceeds and possible other grant funding to offset the cost.

*** Funded by Customer Facility Charges.

FY 2026 APPROPRIATION FOR EXPENDITURES AND RESERVES
SCHEDULE OF AVAILABLE RESOURCES, REVENUES, EXPENSES AND EXPENDITURES

Florida Statute 189.016(3) requires that the governing body of a special district adopt a budget by resolution each fiscal year. The total amount available from revenues and other sources, including amounts carried forward from prior fiscal years, must equal the total of appropriations for expenditures and reserves. The adopted budget regulates the total expenditures of the special district for the fiscal year, and it is unlawful for any officer of a special district to expend or contract for expenditures that exceed the budgeted appropriations.

The Authority's sources of revenue include both operating and non-operating revenues. The Authority's expenses and expenditures include operating and non-operating expenses and capital improvement projects. The Authority has no debt. Depreciation expense is not included since the outlay for capital projects either occurred in the past or is reflected in this schedule. The available resources at the beginning of the year and at year-end are not representative of the Authority's actual cash on hand. The Authority reports revenues and receipts when earned, not when received from the customers, and reports expenses and expenditures when incurred, not when paid to the vendor.

For the FY 2026 budget, the total budgeted available resources, revenues, and receipts (i.e., total appropriations for expenditures and reserves) is $115,965,489. The total budgeted expenses and expenditures are $75,524,000 and the total budgeted available resources at year end is $40,441,489.

The Schedule of Available Resources, Revenues, Expenses and Expenditures is consistent with Generally Accepted Accounting Principles (GAAP), except that in order to clarify the Authority's intent for total expenses and expenditures, and capital improvement projects are included as expenditures, and depreciation is excluded. When there is a difference between the budgetary basis of accounting and GAAP, a reconciliation must be provided.

Total available unrestricted cash and investments - 9/30/2024	**$ 72,155,489**
Estimated actual net operating revenue - FY 2025	40,970,000
Estimated actual operating expenses - FY 2025	(29,170,000)
Estimated actual interest and other revenue/expense - FY 2025	2,950,000
Estimated actual CIP - Authority funded - FY 2025	(20,000,000)
Total estimated available unrestricted cash and investments - 9/30/2025	**$ 66,905,489**
Budgeted net operating revenue - FY 2026	46,550,000
Budgeted operating expenses - FY 2026	(35,070,000)
Budgeted interest and other revenue - FY 2026	2,510,000
Budgeted CIP - Authority funded - FY 2026	(40,454,000)
Total budgeted available unrestricted cash and investments - 9/30/2026	**$ 40,441,489**
Operating reserves	**$ 17,000,000**
Excess of reserves for capital projects - 9/30/2026	**$ 23,441,489**