

## MINUTES

AIRPORTS SPECIAL MANAGEMENT COMMITTEE MEETING      NOVEMBER 16, 2021

A meeting of the Airports Special Management Committee (ASMC) was held this date, November 16, 2021, in the Training and Conference Center at Southwest Florida International Airport, with the following members present:

Noel Andress (Chair)  
Fran Myers (Vice Chair)  
John Goodrich  
Randy Krise  
Robbie Roepstorff  
Scott Cameron  
Dana Carr

Noel Andress called the meeting to order at 1:30 p.m. followed by the Pledge of Allegiance.

On file (electronically) in the Communications and Marketing Office: Monthly Project Summary Report for November and the Procurement Status Report for November.

**Public Comment on Consent or Administrative Agenda Items:** No public comments on the Consent or Administrative agenda.

**The following are Consent Agenda items pulled for discussion:**

Noel Andress (Chair)	None
Fran Myers (Vice Chair)	None
John Goodrich	None
Randy Krise	None
Robbie Roepstorff	None
Scott Cameron	None
Dana Carr	None

**CONSENT AGENDA - A motion to approve the Consent agenda was made by John Goodrich, seconded by Randy Krise, called and carried (7-0).**

**CONSENT AGENDA ITEMS**

**ADMINISTRATION**

1. Request Committee approve the minutes of the October 19, 2021 Airports Special Management Committee (ASMC) meeting.

**Term:**

N/A

**Funding Source:**

N/A

2. Request Board approve the use of Florida State contract Florida NASPO Contract 43211500-WSCA-15-ACSto purchase network equipment needed for secure access to the Internet at Southwest Florida International Airport in an amount not to exceed \$208,974, which includes 10% contingency.

**Term:**

October 30, 2023

**Funding Source:**

VB5131541200.506410

**ADMINISTRATIVE AGENDA ITEMS**

**ADMINISTRATION**

3. Request Board approve the use of Florida State contract Florida NASPO Contract 43211500-WSCA-15-ACSto purchase network equipment needed for the Terminal Expansion Project at Southwest Florida International Airport in an amount not to exceed \$455,092, which includes 10% contingency.

**Term:**

July 31, 2022

**Funding Source:**

Southwest Florida International Airport Construction Fund account string  
20859541236.506542

From the podium, Brian McGonagle, deputy executive director of administration, gave a brief summary to update the Committee on the item. Mr. McGonagle satisfactorily responded to a question from Committee member Robbie Roepstorff. There were no further questions from the Committee members.

**A motion to approve the item was made by Fran Myers, seconded by John Goodrich, called and carried (7-0).**

**DEVELOPMENT**

4. Request Board rank qualifications submitted for RFP 21-81 Development of Skyplex Consultant & Brokerage Services in conjunction with the development of Skyplex at Southwest Florida International Airport.

**Term:**

Term to be determined.

**Funding Source:**

N/A

Deputy Executive Director of Development Mark Fisher gave a brief summary to update the Committee on this item and stated that staff recommends the ASMC hear oral presentations from all submitting firms prior to their ranking and stated all firm representatives were present and prepared to proceed with their presentations. Mr. Fisher then introduced Melissa Wendel, senior purchasing manager, to conduct the random drawing and announce the order in which oral presentations would be heard. The order is as follows:

1. CBRE
2. TRINITY COMMERCIAL GROUP (TCG)
3. CUSHMAN & WAKEFIELD/COMMERCIAL PROPERTY SOUTHWEST FLORIDA

Ms. Wendel stated that the three firms would be allotted a 10-minute time frame for their presentation, an unlimited question and answer period, followed by a one-minute wrap-up.

**PRESENTATIONS:**




**CBRE: JEFFREY GAGE, PM; LEE ANN KORST, SR. VP AND SOUTHEAST REGIONAL MANAGER**

 PRESENTATION  
 QUESTION AND ANSWER PERIOD  
 WRAP-UP

**TRINITY COMMERCIAL GROUP (TCG): DAN O'BERSKI, PM**

-  PRESENTATION
-  QUESTION AND ANSWER PERIOD
-  WRAP-UP

**CUSHMAN & WAKEFIELD/COMMERCIAL PROPERTY SOUTHWEST FLORIDA: GARY TASMAN, CEO & PRINCIPAL BROKER; DONALD SCHROTENBOER, SR. PM**

-  PRESENTATION
-  QUESTION AND ANSWER PERIOD
-  WRAP-UP

Upon conclusion of presentations and the question & answer periods, which included numerous questions regarding experience, available personnel and potential project challenges, Committee members ranked the firms and, after tallying the votes, Ms. Wendel announced the ranking results for RFP 21-81 Development of Skyplex Consultant & Brokerage Services as follows:

**VOTE ORDER:**

1. CUSHMAN & WAKEFIELD/COMMERCIAL PROPERTY SOUTHWEST FLORIDA
2. CBRE
3. TRINITY COMMERCIAL GROUP (TCG)

A motion to approve the item was made by Randy Krise, seconded by Fran Myers; called and carried (7-0).

**EXECUTIVE DIRECTOR ITEMS**

Items of interest are contained in the Executive Director Remarks dated November 16, 2021 (copy on file, electronically, in the Communications & Marketing Department at the Lee County Port Authority).

**PORT ATTORNEY ITEMS**

No items offered by Assistant Port Authority Attorney Mark A. Trank.

**AIRPORTS SPECIAL MANAGEMENT COMMITTEE ITEM**

Fran Myers mentioned she attended the recent Tourist Development Council meeting and stated that that the tourist industry numbers in the area are up. She also expressed her gratitude to everyone who donated to the annual Fort Myers Beach Spirit of the Holidays.

Scott Cameron asked if the Port Authority is still keeping track of the percentage of passenger traffic from each county. Mr. Siegel responded that the Authority is still keeping track and, without having the actual percentages in front of him, a majority of traffic is from the Collier County area.

**ADJOURN**

The Chair adjourned the meeting at 2:56 p.m.

**ON DECEMBER 16, 2021 A MOTION TO APPROVE THE NOVEMBER 16, 2021 ASMC MEETING MINUTES WAS MADE BY RANDY KRISE, SECONDED BY ROBBIE ROEPSTORFF, CALLED AND CARRIED WITH JOHN GOODRICH, SCOTT CAMERON AND DANA CARR ABSENT. (4-0).**