

CHARLOTTE COUNTY AIRPORT AUTHORITY

MINUTES OF SPECIAL MEETING – JULY 2, 2015 – 9:00 A.M.

5

1. Call to Order

Chair Andrews read the meeting notice into the record.

10

2. Invocation

Commissioner Seay gave the invocation.

15

3. Pledge of Allegiance

4. Roll Call

20

Present: Chair Andrews; Commissioners Coppola, Hancik, Herston (via telephone) and Seay; Executive Director Quill; Attorney Garrard; Assistant Executive Director Parish; Mrs. Cauley; Ms. Desguin and Mr. Mallard. **Others present:** Jim Kaletta and Mike Hirsh.

5. Citizen's Input

25

6. Food, Beverage, News and Gifts RFP Scoring

30

35

40

45

Mr. Quill reported that the Authority received two proposals and they appear to be two very good ones. He commented that Faber, Coe and Gregg requested that their financial information be kept confidential which is allowed under Florida Law. He commented that the Board can take their financial information in account when doing the scoring but cannot discuss it. He pointed out that Faber, Coe and Gregg had two exceptions. He commented that Commissioner Hancik pointed out that the South Bend Chocolate Company shows in their conceptual drawings being out side of the footprint of the leased area. He commented that is something that could be worked out if they were to be selected or as an exception. He commented that they also indicated that they would like an additional area. Commissioner Hancik commented that what he read is they would like to move some of their seating and displays into the seating area and traffic meandering through their displays. Commissioner Seay commented that she liked the idea to increase their sales and it would be more money for them and the Authority. She opined that it was a plus. Commissioner Hancik commented that would be up to staff because of space. Mr. Quill pointed out the proposed layout board and box of items are part of the proposal from South Bend Chocolate Company. He commented that Faber's concept is in the binder. There was discussion on the difference between male and female shopping habits. Chair Andrews asked about passenger traffic. Mr. Parish commented that the Authority had ten pounds of potatoes in a five pound sack and now will have eight pounds of potatoes in a five pound sack. He explained it is better but there is an eight foot aisle. He commented that if they want to pull a display rack outside their door, but not in the aisle, the Authority can work

with them. He commented that things can be worked out but today the Board is looking at their proposals and an agreement would still have to be made. Commissioner Hancik commented that he would not object to having the evaluations tabulated and then each commissioner could comment on their evaluation. Mr. Parish commented that he has a spreadsheet that he can input the tabulations. The Board passed their scoring sheets to Mr. Parish and Commissioner Herston sent his numbers to Mr. Quill to be added to the spreadsheet. Commissioner Seay commented that it will be nice to have a real concession. There was discussion on the DBE participation and if they were certified. Mr. Parish entered the scores and Faber, Coe and Gregg had an average score of 89.2 and South Bend Chocolate Company had an average score of 75.4. Commissioner Coppola commented that she did not like the name Bar Fly. She commented on having local people being put to work. She commented on Faber having many locations and their references. Commissioner Hancik commented on the references, DBE, and stronger financial capabilities of Faber. He commented that he looked at the cost fee proposals and both companies were even. Chair Andrews commented that he felt that Faber's proposal was geared towards the traveling public. He commented on Faber's other locations and opined that they have a stronger ability to develop a concession program. He commented that Faber does have an ACDBE plan and would be using local people. He commented that the cost fee proposals were about the same. He commented that he liked Faber's business management will be local and that customer satisfaction can be made right on the spot by management. Commissioner Seay commented on the minimum fee guarantee and South Bend's proposal was better. She commented on the financial responsibility of each and liked that South Bend was debt free and understands their business model. She commented that they were both strong. She commented on South Bend's name and she liked that they have a Florida theme and Faber did not. She wanted it to look like a vacation spot. She commented that Faber will be using the Shell Factory and they will have Florida merchandise. She commented that Faber's ACDBE is seeking certification and has not received it. She does have a problem with Faber's choice of Nino's, because of their threat of a lawsuit and statements on exclusivity. Commissioner Herston commented that he did score Faber higher and that they had a good presentation, experience, financial capability and that they were using local people. He commented that the theme should be Punta Gorda. He commented that he looked at fee per passenger. Commissioner Hancik asked about contract negotiations. Mr. Quill commented that a copy of the agreement was part of the RFP and there should not be a lot of changes. Commissioner Seay commented on the fee and asked that it be adjusted. Mr. Parish asked if the agreement would be ready by the next Board meeting. Mr. Quill commented that it probably would not and would aim for the August meeting. Commissioner Coppola asked when will they have to coordinate with the terminal opening. Mr. Parish explained that the current date for the switch to the new terminal will be on September 14th. He opined that it could be three to six months for their construction and will work with them on it. Commissioner Coppola asked if the terminal project is ahead of schedule. Mr. Parish commented that it is a couple of weeks ahead. Commissioner Hancik commented on Commissioner Seay's comment about Nino's Bakery threatening a lawsuit, but they would be a sub-contractor and the Authority would be dealing with Faber. Commissioner Seay commented as long as the Authority is dealing with Faber she is okay with that. **Commissioner Hancik made the motion to authorize staff to complete the negotiations with Faber, Coe and Gregg of Florida and bring back a contract for**

approval. Commissioner Coppola seconded. Motion passed unanimously. Commissioner Coppola, Commissioner Hancik, Commissioner Seay and Chair Andrews asked that in the negotiations that it be expressed that there needs to be more a of a local/Florida flavor.

5

7. Citizen’s Input

Mike Hirsh – Commented that Nino’s never threatened a lawsuit. He commented that they asked for the Authority’s attorney to evaluate the way the law was written that created the Authority and it specifically says there can be no exclusives and that means the Authority is open to a lawsuit and they never threatened a lawsuit.

10

8. Adjournment

15

Meeting adjourned at 9:40 a.m.

20

Paul Andrews, Chair

25

Kathleen Coppola, Secretary/Treasurer