Proposal for Corporate Hangar

Albert Whitted Airport

Prepared for: City of St. Petersburg
By: John Auer & Bill Auer
May 10, 2018
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The Honorable Rick Kriseman  
Mayor, City of St. Petersburg  
Re: Proposal for Corporate Hangar  
Albert Whitted Airport  

Dear Mayor Kriseman:

We are pleased to present our proposal to expand our aviation capabilities at Albert Whitted Airport. We offer this proposal for the purpose of erecting a Corporate Hangar that satisfactorily meets the requirements of the city and adds value to our community. Our intent is to build a hangar to maintain airworthy aircraft for our expanding Part 135 Charter service. If we are awarded the opportunity to build a Corporate Hangar at Taxiway C, we will ensure that our community is continually served and represented by the finest in aviation services.

We view Albert Whitted Airport as one of our city's greatest assets. Our mission is to preserve and build upon the outstanding record of safety and community support on our field. We will accomplish our mission by combining greater investment and true collaboration with the City of St. Petersburg.

Thank you for your kind consideration.

Sincerely,

John Auer  

Bill Auer
Use and Development Plans

John Auer and Bill Auer present this proposal for the purpose of acquiring additional hangar space to store a Pilatus PC 12 for Tampa Bay Air Charter, LLC. Since Bill Auer and partners opened Tampa Bay Air Charter in 2017, customer demand in the St. Petersburg and surrounding areas have exceeded their current availability of aircraft. Revenues have also increased thus allowing the company to purchase additional aircraft to meet demand. They are currently negotiating the purchase of a second Pilatus PC 12, however this requires additional hangar space to accommodate. With the opportunity to build a corporate hangar the company will be able to expand it's services and increase job opportunities on the field.

The corporate hangar will be designed to aesthetically please the Albert Whitted environment and will be sized to to the maximum space allowable. The development stages and completion of the Hangar will include and satisfy the following:

- Pre design site analysis to confirm size, height and location.
- Applicable survey and complete set of building plans.
- Applicable permits prior to start of construction work that comply with applicable City of St. Petersburg and Florida building codes.
- Necessary utility feeds.
- Professionals employed shall be insured and licensed in the State of Florida.
- All documentation substantiating the final cost of the Hangar will be submitted to the City.
- Example illustrations of what we intend to build are attached.
- Builder's warranty
- Interior features: LED lighting and bathroom installation

Individual Description / Involvement in City Projects

John Auer

Former President and CEO of American Strategic Insurance, Mr. Auer now acts as Chairman of the Board of American Strategic Insurance. His most recent City Projects include the $65,000,000 development of two 100,000 sq. ft. buildings plus parking garage located at 1 ASI Way N and 2 ASI Way N, St. Petersburg, Fl.

Bill Auer

Owner/Operator of St. Pete Air, operating as a successful flight school, full service maintenance facility and Part 145 Avionics repair station located at Albert Whitted. Bill Auer is also owner and majority partner of Tampa Bay Air Charter, a Part 135 FAA approved charter at Albert Whitted Field. Mr. Auer's recent involvement in city projects
include procuring Hangar 3b to commence charter operations, as well acquiring additional office space to expand
the growing flight's school classroom space and is in the process of adding an FAA approved testing center.

Tampa Bay Air Charter
A FAA Part 135 charter company located at Albert Whitted in Hangar 3b. Tampa Bay Air Charter offers private
charter services with a Pilatus PC-12 and manages multiple owner aircraft on the field. The company services St.
Petersburg and the surrounding area and has experienced significant growth since its inception in 2017. The
increased demand for private charter allows the company to pursue expansion by adding aircraft to the certificate
and continue to serve the local community.

Development Team
John Auer, Bill Auer and David Daniels will oversee the project and perform due diligence to hire a professional
to erect the Corporate Hangar per City requirements. John Auer and Bill Auer have successfully worked with the city
on previous projects and in partnership with David Daniels have successful completed the construction of the ASI
buildings in the City of St. Petersburg.

David Daniels oversaw the construction of the new $65,000,000 office campus for American Strategic Insurance
Company in north St. Petersburg. He is employed by ASI as Director of Facilities, managing building engineering,
security as well as oversight for ongoing additional construction projects.

Mr Daniels has over 25 years in the road and highway construction industry as the previous principal of Golden
Triangle Asphalt Paving Co in St. Petersburg, FL, a full service construction company employing well over 100 full
time employees. Golden Triangle manufactured and installed asphalt, provided all underground utilities, horizontal
concrete and road base construction. The company contracted continuously with all the local municipalities
including St. Petersburg, Tampa, Clearwater, Largo as well as Florida Department of Transportation. Mr. Daniels
was one of the first contractors to receive an Underground Utility Contractors License from the State of FL Dept of
Professional Regulation. He served two terms as Chairman of the Tampa Bay Contractors Association and one
term as Chairman of the Florida Utility Contractors Association. He also served on the boards of the Florida
Asphalt Contractors Association and Florida Transportation Builders Association. Our company was twice named
"Contractor of the Year" by the Pinellas County Engineering Department.
Potential Contractors

John and Bill Auer have consulted and acquired bids from three companies with professional experience in building airplane hangars. Please find their company profiles and illustrations in Exhibit A.

- Caledesi Construction, St. Petersburg, FL
- MBMI Metal Buildings, Del Ray Beach, FL
- PJ Callaghan, St. Petersburg, FL

Rent, Term, Time Periods

- Rent: 1.25/sq ft
- Term: Maximum term based on costs to develop hangar per city's terms
- Operations will begin without delay upon being awarded the bid. Projections for completion from start to finish is approximately 8 to 12 months.

Job Creation

The acquisition of the Corporate Hangar will allow Tampa Bay Air Charter to expand operations and hire additional employees. The company is currently in negotiations to purchase of a second Pilatus to handle the increased demand for charter aircraft in the greater Tampa Bay area. Since opening in 2017, they have already doubled their staff. With the additional hangar space and second plane, the company will hire additional full time pilots, ground crew and administrative staff.

Financials

Attached to this proposal is a letter of credit from Mr. Auer's financial institution. Additional information available upon request.

Contacts

William Auer
bauer@stpeteair.com
727-424-6821

John Auer
lauer@asicorp.org
727-403-1245
Affirmative Statements

- The City will not be required to offer financial assistance or pay any inspection or professional fees.
- The property will not be subject to any tenant created liens.
- The Principals, John Auer and Bill Auer, will sign a Personal Guaranty for the financial obligations to the City contained in the Agreement.
ATTACHMENTS

- Exhibit A - Financial Letter of Credit
- Exhibit B - Contractor Proposals / Illustrations / Company Resumes
- Exhibit C - Signed Proposal Form
Exhibit A - Financial Letter of Credit

FREEDOM BANK

April 19, 2018

City of St. Petersburg
Real Estate & Property Management
One Fourth Street North
St. Petersburg, FL 33701

Re: Proposal for Corporate Hangar – John F. Auer

To Whom It May Concern:

John F. Auer has been a customer of Freedom Bank since 2013. He currently maintains an account with our Bank in excess of $750,000. Additionally, Mr. Auer has the financial strength to borrow funds from our institution should the need arise.

Having known and banked Mr. Auer for over 20 years, I can represent that he is held in the highest regard and has handled all obligations as agreed.

Should you require any additional information, please do not hesitate to contact me.

Sincerely,

Cathy P. Swanson
CEO

cswanson@freedombank.com

727/820-3933 (office)
Exhibit B - Contractor Options

1. Caladesi Construction Co.

May 9, 2018
Jennifer Lockwood
107 8th Avenue S.E.
St. Petersburg, Fl. 33701

Reference: Albert Whitted Corporate Hanger Proposal

Jennifer,

Caladesi Construction has estimated the budget cost to design, permit & construct your proposed Corporate Hanger for your use to establish a lease bid proposal. Scope of the work as follows:

- Complete Design for permitting
- Permit Fees
- Utilities to proposed Corporate Hanger (Electric, Sewer, Water, Fire Sprinkler Line)
- Concrete Foundations & Slab for Corporate Hanger
- Concrete ramp from Taxiway into Corporate Hanger
- Pre-Engineered Metal Building (78’ wide by 65’ long with 19’ Eave Height)
- Hydraulic Door (60’ wide by 14’ high)
- Flood Panels
- Bathroom with one toilet & one sink (ADA compliant)
- LED Electrical Fixtures in the Corporate Hanger
- Lighting Protection
- Fire Sprinkler System
- Fire Alarm System

Budget cost to complete this project as outlined above is $582,000.00

Alternates not included in the above Budget cost
  - Cost to do Polished Concrete on finished floor slab $25,000.00
  - Cost to do Epoxy Paint on finished floor slab $23,000.00
  - Cost to install a 36” Exhaust Fan $6,750.00

If you have any questions please e-mail or call me.

Thanks,

Bratanov
Caladesi Construction Company
Project Development Manager
Phone 727-586-9945
Fax 727-586-6881
Cell 727-647-7892
E-Mail jbratanov@caladesi.biz
Caledesi Construction Co. Resume

D. WAYNE WYATT

PROJECT ROLE: Site Development Field Operations Manager

PROJECT EXPERIENCE INCLUDES:

Project Management – Responsible for individual projects management from initial contract execution, contract buyout, construction activities all leading to the project completion, issuance of the certification of occupancy and client’s full utilization of project.

Planning and Design – Complete projects planning and design from initial concept and fact gathering to coordination of full construction designs with total project scope, financial controls, application approvals and permitting accomplishments.

PROFESSIONAL PROFILE:
Over Fifty (50) years of combined Civil Engineering and construction experience; over Nineteen (19) years spent in actual building construction site development. Focus of total experience has been in site development, utilities infrastructure design and construction; Total experience has ranged from work in the private sector, local Pinellas County Government, State of Florida and Federal Government; Past Chairman, City of Clearwater Code Enforcement Board Leadership Pinellas, Class of 1989 State of Florida Certified Environmental Health Specialist- Onsite Sewage Program State of Florida Real Estate License No. 035113 Faculty Member, University of Tennessee, Nashville Branch, 1969 State of Florida Engineering Registration: Principals and Practice – Passed Engineer- In Training- Pending

RECENT PROJECTS
Albert Whitted Municipal Airport Helipad, St. Petersburg Star Center NW Site Improvement, Largo Lake Bellevue Branch 6A Stormwater Management, Clearwater St. Pete/ Clearwater Airport Concrete Aprons, Clearwater Bayfront Upland Improvements, Clearwater Low Impact Alleys Retrofit, Largo Family Dollar / Site Development, St. Petersburg Corporate Hanger II, Clearwater Frontier Elementary School, Clearwater 2011 Unpaved Road Improvements, Largo Highland & Jeffords Drainage Improvements, Clearwater Belleair County Club - Golf Course Maintenance Facility - Material Storage Bins Calvary Baptist Church

EDUCATION:
Draughon's College – Civil Engineering Technology

Caledesi Construction Schedule of Completion

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- Program Verification
- Design Phase
- Permitting Phase

Corporative Hangar - John & Bill Auer
2. MBMI Metal Buildings
MBMI Metal Buildings

Who We Are

Mission Statement
MBMI will design, engineer, detail and deliver the best quality, highest valued buildings in the industry. Everyday we will challenge ourselves to exceed our customer’s expectations!

Brief history
MBMI was formed by a group of top professionals in the metal building industry. It’s no secret in this industry: you’re only as good as your engineering and detailing. And in those areas, MBMI is second to none! State of the art technology and first class engineering enable us to build a custom building as easy and economically as a standard box building. Using only the finest materials available to the metal building industry we are proud to say, “We are the company that other companies use to set their standards.”

MBMI is one of America’s premier suppliers of pre-engineered metal buildings and accessories. With careful attention to detail, our buildings not only look good, but they are erected problem-free. There’s virtually no fieldwork required simply because our buildings are so well designed and detailed.

With our national headquarters located in Delray Beach, FL, we ship from many locations around the country making shipping charges minimal.

MBMI’s staff is comprised of engineers, draftsmen, detailers and building designers with over 60 years of experience in the industry. We have the experience and know-how to put together the highest quality metal buildings in the industry.

From the first MBMI customer, to the thousands who have followed, each have learned that it’s not only the engineering that makes one company better than another, it’s the quality of the people involved. And, at MBMI our people are top quality!
Pre-engineered metal buildings are the most economical way of building commercial projects in the building industry today. We will design and fabricate your building to any specifications you require. Whether a hip roof, attached structure or airplane hangar, it is no problem for our highly skilled design, engineering and detailing staff. Together with our hi-tech computer program, we can finish projects in days that take other companies weeks to complete.

In addition, all buildings come with a complete set of drawings for your building permit. We can meet all building codes and can build for seismic zones 1 thru 4, and for 200 mph winds. We are one of the few companies that have Dade County, Florida approval on our roof and wall panels. You can choose from all types of standing seam roof profiles with Galvalume Plus or Kynar finishes available. Wall panels come in a wide range of styles and colors, including concealed fastener panels.
Our Staff

MBMI’s staff is comprised of a talented group of professionals whose main focus is designing and engineering the best product possible. From our designers to our detailers, engineers, customer service reps, our mission is 100% customer satisfaction and the chance to add every new client to our vast referral list.

Contact Us

How to get in touch
Our goal is to provide you with superior customer service. You can contact us in several ways. We are only a phone call or email away. We can satisfy all your questions, needs and inquiries.

Telephone
Toll free telephone: 800-293-2097
Toll free fax: 800-840-3634

Email
Sales: sales@mbmi.biz
Building contractors & erectors: construction@mbmi.biz
Finance dept.: finance@mbmi.biz
General information: info@mbmi.biz

Mailing Address
955 N.W. 17th Avenue, Building H
Delray Beach, FL 33445
Step 1
Typically supplied through your foundation contractor, anchor bolts are not included with your building. It is important that the foundation is setup and poured correctly so that the anchor bolts are in the correct spot.

Step 2
Primary Framing consists of the I-Beam frames. These members are the first pieces that you will bolt together and fasten to your foundation. Once a few of your frames are up, you can begin bolting the secondary framing to the primary framing.

Step 3
Secondary framing consists of the girts and purlins. These members run the length of the building and provide the strength behind the wall and roof sheeting. Once all secondary framing is in place, you can then fasten the wall and roof sheeting.

Step 4
Wall and Roof Sheeting attaches using self-drilling fasteners. As you install the panels you also install the weather stripping which will keep the building leak-free.

Step 5
Trim and accessories are installed once all the panels are attached. The trim not only finishes off the building; it makes it weather tight. Accessories are also installed last including the doors, windows and vents.
3. PJ Callaghan Construction

PJ Callaghan is a multi-generational, family-run general contracting firm focused solely on commercial construction. Our success has been built on specializing in pre-engineered metal buildings for a core group of quality clients who we now think of as longstanding partners. Along with pre-engineered metal buildings, we also offer services in:

- General Contracting
- Design-Build
- Architecture
- Construction Management
- Facility Maintenance

Founded in 1948, the company's original niche was building residential homes in St. Petersburg, FL. When we became an authorized dealer for metal building manufacturer Star Building Systems in 1967 our emphasis changed to commercial projects.

While our company was built on constructing metal buildings, we've added numerous other services over the years. We provide facility maintenance for such clients as Penske, North American Terminals and Tampa Armature. We perform construction management for most any type of project, and we design projects from office build-outs to 56-acre truck terminals, all in-house – an advantage that saves our clients time and money.
PJ Callaghan Illustration

3D FRONT LEFT - (A) St Pete Air-Proposed Hangar
Preliminary Construction Budget

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<td>Client Email</td>
<td><a href="mailto:bauer@stpeteair.org">bauer@stpeteair.org</a></td>
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<td>Contractors Fee (5%)</td>
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EXHIBIT "C"
Proposal Form - Corporate Hangar

REQUEST FOR PROPOSAL
FOR A CORPORATE HANGAR
ON THE CITY OF ST. PETERSBURG
ALBERT WHITTED AIRPORT

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposal that was issued by the City of St. Petersburg on March 11, 2018.

John Auer and Bill Auer
Name of Company/Organization

John Auer
Printed name of individual above

5/9/18
Date

jauer@asicorp.org
Email address

727-403-1245
Phone

727-213-9090
Fax

Bill Auer
Printed name of individual above

5-9-18
Date

bauer@stpeteair.org
Email address

727-424-6821
Phone

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Fax