

**Staff Qualifications Committee Review of LOQs
Architectural & Engineering Services Associated With
RSW Skyplex Site Development: RFQ #25-0028**

AMERICAN INFRASTRUCTURE DEVELOPMENT, INC.

Project Manager (PM): *Kyle Holley, PE* (currently working in Venice, FL office).

PM Education: B.S. Civil Engineering – (institution not listed).

PM Years of Experience: 18 years total, 10 with this firm.

PM Local Experience: 18 years of working in southwest FL.

PM Project Experience:

- Inverness Airport, Citrus County, FL – Business Industrial Park Site Development (75 acres) (\$8.2M) (2021 – Ongoing) (*Acting as Project Manager & Engineer of Record*)
- Henry E. Rohlsen Airport, St. Croix, USVI – Terminal Improvements, Phase I (\$8M) (2019 – 2021) (*Acting as Project Manager & Engineer of Record*)
- Sarasota Bradenton Int'l Airport – Maintenance, Repair, Overhaul (MRO) Facility (\$15M) (2019 – 2022) (*Sub consultant acting as Civil Engineer & Project Manager*)
- Punta Gorda Airport, Punta Gorda, FL – CTC Aviation & Tech Facility (\$10M) (2023 – Ongoing) (*Sub consultant acting as Project Manager & Engineer of Record*)
- Albert Whitted Airport, St. Petersburg, FL – Southwest Hangar Redevelopment (\$8M) (2015 – 2021) (*Acting as Project Manager & Engineer of Record*)

Firm's Experience & Support Staff:

Offices: Headquartered in Tampa, FL; five (5) FL offices with 20 employees.

Southwest Florida office: No offices in southwest Florida.

Employees: 20 total employees, none in southwest Florida.

Firm's Experience: (in addition to PM experience)

- Mineta San Jose Int'l Airport, San Jose, CA – FBO Complex (29 acres) & Site Development & Hangar A (14 acres) (\$88M) (2017 – 2020) (*Acting as a sub consultant*)
- Key West Int'l Airport – New FBO Terminal Phase I (4,500 sf); & Phase II – Sea Plane Office (\$10M) (2020 – 2023) (*Acting as a sub consultant*)
- Hanscom Field, Bedford, MA – Phase I: New Terminal (6,000 sf) & Ramp Improvements & Phase II: Demo of FBO Terminal & New Ramp (20,432 sf) (\$12M) (2019 – 2024) (*Acting as a sub consultant*)
- Des Moines Int'l Airport, Des Moines, IA – New FBO Terminal (5,000 sf) & Hangar (30,000 sf) & Office/Shop (6,000 sf) (\$8.9M) (2020 – 2023) (*Acting as a sub consultant*)

Overall Proposal: *Staff felt that this was the #3 best written proposal.* **AMERICAN INFRASTRUCTURE DEVELOPMENT, INC.** is a FL headquartered firm specializing in architectural and engineering services for airport development projects. Proposal strengths include: Proposal provided good detailed executive summary with clear understanding of contract noting LCPA goal to obtain “shovel ready” parcels – only firm that used this term; offered approach to phasing; discussed stakeholder and engagement plan, as well as vision plan needing to line up with revenue success; PM has good experience with site development work and is tenured with 18 years at Firm; PM has experience in nearby Charlotte County; firm has site development experience of taxiways, hangars, aprons, terminal, FBO and MRO facilities; organizational chart detailed with mention of many disciplines; and Support staff has good education and SFWMD employment experience. Proposal weaknesses include: Sections of proposal were generic (photos, etc.), sections repeated, incorrect references to prior RFQ solicitations, and some typo's; experience listed by Firm focused only on FBO & Hangar/Ramp developments and did not demonstrate experience with non-aviation site development except for business park/tech facility projects listed by PM; Support staff of Firm with short durations at Firm; and Firm does not have a local presence. Good DBE & W/MBE discussion with statement of commitment and understanding of goals and requirements, as well as historical achievements at airports, and Firm is a certified DBE in FL. Firm has no LCPA concurrent work.

References: 2 PM references received, 2 Firm references received; all were favorable.

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BOWMAN GULF COAST, LLC (dba BOWMAN, A BOWMAN COMPANY)

Project Manager (PM): *Richard E. Brylanski, PE* (currently working in Fort Myers, FL office).

PM Education: B.S. Civil Engineering – Florida Institute of Technology, Melbourne, FL.

PM Years of Experience: 40 years total, 35 with this firm.

PM Local Experience: 35 years of working in southwest FL.

PM Project Experience:

- FMY – General Aviation Terminal (\$27.5M) (2003 – 2011) (*Acting as Deputy Project Manager*)
- RSW - Gartner, Inc. Headquarters, Fort Myers, FL (\$460k) (1997 – current)
- RSW - Skyplex Master Plan, Fort Myers, FL (\$50k) (2009-2010)
- RSW - Paul J. Doherty Parkway, Fort Myers, FL (\$152k) (2009 – 2011)
- Neogenomics Corporate Headquarters & Lab, Fort Myers, FL (\$60M) (2013 – 2021)
- Hertz Headquarters, Estero, FL (\$460k) (2013 – 2015) (*Acting as Principal-in-Charge*)
- Gateway, A Master Planned Community (5,600 acres), Fort Myers, FL (no cost listed) (1986 – current)
(*Acting as Engineer of Record*)

Firm's Experience & Support Staff:

Offices: Headquartered in Reston, Virginia; sixteen (16) FL offices with 249 employees.

Southwest Florida office: two (2) offices in southwest Florida listed – Fort Myers and Naples.

Employees: 2,300 total employees; number in southwest Florida unclear – 154 listed for FL East Coast, 32 listed for FL Central, and 63 listed for FL West Coast.

Firm's Experience: (in addition to PM experience)

- LCPA – Continuing General Architectural & Engineering Services (\$1.0M) (2019 – Ongoing) (multiple projects listed)
- FMY – Fuel Farm Expansion (*currently performing construction administration services*)
- RSW – Chamberlin Parkway CEI Services (\$13.9M) (2022 – 2024)
- RSW – Rehabilitation of Taxiway A, F & G2 CEI Services (\$558k) (2020 – 2022)
- Coconut Point Mall & Lifestyle Center (500 acres), Estero, FL (\$150M) (2005 – current)
- Immokalee Regional Airport, Immokalee, FL – Runway 18-36 Rehabilitation (\$5.8M) (2019 – 2022)

Overall Proposal: *Staff felt that this was the #1 best written proposal.* BOWMAN GULF COAST, LLC is a consulting firm offering a wide range of civil engineering and surveying services. Proposal strengths include: PM (and while at Firm) has extensive experience with various site design work at Skyplex; Firm has prior experience with various master planning and visioning exercises for the Skyplex area; PM and Firm demonstrate local experience and have local presence; PM and Firm have experience with large commercial development projects which is relative to solicitation; PM and Firm have experience with LCPA projects; proposal outlined a good project approach; key staff listed have good permitting/environmental experience; Firm has experience as a prime; PM very tenured at Firm; and Firm has large volume of resources; Firm has successfully completed hundreds of quality projects on time and within budget; and Firm has extensive experience on continuing contracts, land development, and airport projects in Southwest Florida. Proposal weaknesses include: Seniority of PM at firm raises uncertainty of availability and commitment to needs of this project; Project understanding section did not recognize work done by Cushman Wakefield for Skyplex and didn't demonstrate uniqueness of project; some sections of executive summary were generic, not tailored and had unrelated references; and organizational chart only provided names of a few personnel despite large size of firm. Good DBE & W/MBE discussion with statement of commitment and understanding of goals and requirements, as well as historical achievements with LCPA. Firm has the following concurrent prime LCPA contracted work: FMY Fuel Farm Expansion (*currently performing construction administration services*) – contract expires May 4, 2025.

References: 2 PM references received, 2 Firm references received; all were favorable.

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JOHNSON ENGINEERING, INC., (AN APEX COMPANY)

Project Manager (PM): Tyler Sharpe, PE (currently working in Fort Myers, FL office).

PM Education: B.S. Civil Engineering – Florida Gulf Coast University, Fort Myers, FL.

PM Years of Experience: 12 years total, 12 with this firm.

PM Local Experience: 12 years of working in southwest FL.

PM Project Experience:

- The Forum at Fort Myers, FL (+/-700 acres) – Site Development (+/- \$5M) (2007 – Ongoing)
- The Island at Shell Point Redevelopment (500 acres) – Site Development (+/- \$4M) (2008 – Ongoing)
- RSW – Remediation of Hazardous Wildlife Areas (\$574k) (2011 – 2015)
- RSW – North Area Site Planning (2016 – 2018)
- University Plaza (40 acres) – Site Development, Fort Myers, FL (+/- \$275k) (2012-2015)

Firm's Experience & Support Staff:

Offices: Headquartered in Fort Myers, FL; six (6) FL offices.

Southwest Florida office: Five (5) offices in southwest Florida – Fort Myers, Naples, Port Charlotte, LaBelle, & Clewiston.

Employees: 130 total employees, 24 in southwest Florida.

Firm's Experience: (in addition to PM experience)

- RSW – Rehabilitation of Roads (Acting as Design Manager) (\$2.2M) (2016 – present)
- RSW – Skyplex Master Planning (cost not listed) (2003 – present)
- RSW – Non-Aviation Traffic Assessment (\$19k) (2018)
- Jacobs Group – Gulf Coast Town Center (300 acres) (\$4.5M) (2003 – 2008)
- Lee Health (Health Park) (390 +/- acres) (\$2.7M) (1987 – present)
- FGCU – Continuing Services (cost not listed) (1991 – present)

Overall Proposal: Staff felt that this was the #2 best written proposal. JOHNSON ENGINEERING, INC., is a multi-disciplined consulting firm offering planning, environmental, and engineering services. Proposal strengths include: Proposal very easy to read and excellent format; Executive summary demonstrates clear understanding of contract goals and objectives and outlines a client oriented approach; project understanding section lists similar type projects as experience; overall proposal is tailored to solicitation; Firm has southwest FL presence; Firm and PM have RSW and other local project experience; key support staff listed are long tenured Firm employees and have extensive environmental and planning expertise; deputy PM listed has 8 years of land development experience; proposal was only one that had a letter from the PM addressing client; Support staff listed was a varied cross section of other disciplines (environmental, zoning, mixed use, and site engineering); Firm has experience with earlier planning/zoning efforts for Skyplex; and proposal demonstrates Firm's strong knowledge of permitting. Proposal weaknesses include: Firm repeats experience listed by PM and dates unclear; organizational chart provided could have been more detailed; Project approach narrative was broad and lacked specifics; dates of projects listed for PM experience didn't correlate with employment dates listed by PM; and project involvement/role of PM not clear for projects listed. Good DBE & W/MBE discussion with statement of commitment and understanding of goals and requirements, as well as small sample of LCPA and other historical achievements. Only proposal to mention familiarity with B2GNow program. Firm has the following concurrent prime LCPA contracted work: General Planning & Environmental Services contract expiring January 18, 2027.

References: 2 PM references received, 2 Firm references received; all were favorable.