



**Florida Job Growth Grant Fund  
Public Infrastructure Grant Proposal**

Proposal Instructions: The Florida Job Growth Grant Fund Proposal (this document) must be completed by the governmental entity applying for the grant and signed by either the chief elected official, the administrator for the governmental entity or their designee. Please read the proposal carefully as some questions may require a separate narrative to be completed.

**Governmental Entity Information**

Name of Governmental Entity: Sarasota Manatee Airport Authority

Government Federal Employer Identification Number: [REDACTED]

Contact Information:

Primary Contact Name: Fredrick J. Piccolo

Title: President, Chief Executive Officer

Mailing Address: 6000 Airport Circle  
Sarasota, FL 34243

Phone Number: 941-359-2770 ex 4200

Email: fredrick.piccolo@srq-airport.com

**Public Infrastructure Grant Eligibility**

Pursuant to section 288.101, F.S., the Florida Job Growth Grant Fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. Eligible governmental entities that wish to access this grant fund must submit public infrastructure proposals that:

- Promote economic recovery in specific regions of the state, economic diversification or economic enhancement in a targeted industry. (View Florida's [Targeted Industries here.](#))
- Are not for the exclusive benefit of any single company, corporation or business entity.
- Are for infrastructure that is owned by the public and is for public use or predominately benefits the public.



**1. Program Requirements:**

Each proposal must include the following information describing how the project satisfies eligibility requirements listed on page 1.

A. Provide the title and a detailed description of the public infrastructure improvements.

See attached

---

B. Is this infrastructure owned by the public?

Yes       No

C. Is this infrastructure for public use or does it predominately benefit the public?

Yes       No

D. Will the public infrastructure improvements be for the exclusive benefit of any single company, corporation or business entity?

Yes       No

E. Provide a detailed explanation of how the public infrastructure improvements will connect to a broader economic development vision for the community and benefit additional current or future businesses.

---



F. Provide a detailed description of, and quantitative evidence demonstrating, how the proposed public infrastructure project will promote:

- Economic recovery in specific regions of the state;
- Economic diversification; or
- Economic enhancement of a Targeted Industry (View Florida's [Targeted Industries here.](#))
  - As part of this response, describe how the project will promote specific job growth. Include a description of the number of jobs that will be retained or created, the average wages of such jobs, and in which industry(ies) the jobs will be created using the North American Industry Classification System (NAICS) codes. Where applicable, you may list specific businesses that will retain or grow jobs or make capital investment.
  - Further, include the economic impact on the community, region, or state and the associated metrics used to measure the success of the proposed project.

See Attached

---

---



2. Additional Information:

A. Is this project an expansion of an existing infrastructure project?

Yes  No

B. Provide the proposed commencement date and number of days required to complete construction of the public infrastructure project.

Estimate 6 months for design and 10 months for construction +

C. What is the location of the public infrastructure? (Provide the road number, if applicable.)

Sarasota Bradenton International Airport +

D. Who is responsible for maintenance and upkeep? (Indicate if more than one are applicable.)

Federal  State  County  City  Other Sarasota Manatee +

E. What permits are necessary for the public infrastructure project?

SWFWND, ERP, Local Utility, Manatee County Building Permit, NPDES +

F. Detail whether required permits have been secured, and if not, detail the timeline for securing these permits. Additionally, if any required permits are local permits, will these permits be prioritized?

Permits have not been secured but would be prioritized. Preliminary discussions already held with Manatee County

G. What is the future land use and zoning designation on the proposed site of the infrastructure improvements, and will the improvements conform to those uses?

Airport



H. Will an amendment to the local comprehensive plan or a development order be required on the site of the proposed project or on adjacent property to accommodate the infrastructure and potential current or future job creation opportunities? If yes, please detail the timeline.

Yes       No

---

I. Is the project ready to commence upon grant fund approval and contract execution? If no, please explain.

Yes       No

Design would commence upon award of the grant

---

J. Does this project have a local match amount?

Yes       No

If yes, please describe the entity providing the match and the amount.

Sarasota Manatee Airport Authority would commit \$1,500,000 of airport funds to this project +

K. Provide any additional information or attachments to be considered for this proposal.

See attached.

---



**3. Program Budget**

**Estimated Costs and Sources of Funding:** Include all applicable public infrastructure costs and other funding sources available to support the proposal.

**A. Public Infrastructure Project Costs:**

Construction	\$ 8,049,000
Reconstruction	\$
Design & Engineering	\$ 644,000
Land Acquisition	\$
Land Improvement	\$

Other	\$ 241,000
<b>Total Project Costs</b>	<b>\$ 8,934,000</b>

Please Specify: construction in

**B. Other Public Infrastructure Project Funding Sources:**

City/County	\$
Private Sources	\$

Other (grants, etc.)	\$ 1,500,000
<b>Total Other Funding</b>	<b>\$</b>

Please Specify: Airport Funds

<b>Total Amount Requested</b>	<b>\$ 7,434,000</b>
-------------------------------	---------------------

**Note:** The total amount requested must equal the difference between the public infrastructure project costs in 3.A. and the other public infrastructure project funding sources in 3.B.

**C. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding and any other pertinent budget-related information.**

The Sarasota Manatee Airport Authority Board has already approved the FY 2018 Budget which includes the airport's \$1,500,000 commitment to this project so the funds are already set aside and committed should the DEO approve this application.



#### 4. Approvals and Authority

- A. If the governmental entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?

Approval of the Sarasota Manatee Airport Authority Board

---

- B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the governmental entity and the Florida Department of Economic Opportunity:

- i. Provide the schedule of upcoming meetings for the group for a period of at least six months.

The SMAA Board meets every two months with the next meeting scheduled for

- ii. State whether that group can hold special meetings, and if so, upon how many days' notice.

The Board can set a special meeting at any time with seven days public notice

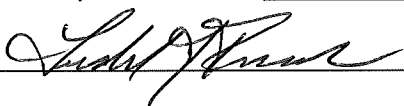
- C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the governmental entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.



I, the undersigned, do hereby certify that I have express authority to sign this proposal on behalf of the above-described governmental entity.

Name of Governmental Entity: Sarasota Manatee Airport Authority

Name and Title of Authorized Representative: Fredrick J. Piccolo  
President Chief Executive Officer

Representative Signature: 

Signature Date: 10/04/2017



1. A. Airline Maintenance, Operations, Reservation Center, Crew base and Training Center

Relocation and expansion of commercial airline reservation center, airline pilot and flight attendant crew base, aircraft maintenance center, training, operations, marketing, and administrative operations. There are three major facets of this project.

The first facet is the design and construction of 30,000 square feet of aircraft hangar space and ramp space to park 5-6 aircraft to perform daily maintenance on a commercial airline fleet of aircraft which presently consists of 8 CRJ 700's and 7 CRJ 200's. The airline has been in operation since 2006 starting as a charter operation. The airline is a U.S. Part 121 scheduled airline passenger operator and now serves 9 cities in three countries and is growing, adding an additional five aircraft in 2018.

The second facet is the design and construction of 8,000 square feet of office space with further expansion possibilities to house marketing, operations, reservations center, and administrative staff.

The third facet is the design and construction of a taxiway connector to the new ramp area. The airline continues to expand and it seeks a permanent location to base their maintenance, training, operations, marketing, administrative and aircraft crew base. The airline presently serves three cities from Sarasota Bradenton International Airport and has been growing at SRQ rapidly.

1.E. The hangar facilities, ramp space and provide a number of economic benefits to the airport and the entire Sarasota Manatee community. Airline service is a critical component of any community's economic viability. The establishment of the primary and only base of operations for a scheduled air carrier creates multiple economic advantages.

First, this proposal would create jobs. Presently the airline employs 185 people. The airline states that 130 of those jobs would be moved to SRQ. The airline estimates that as they grow the job total will grow to approximately 250 jobs. These jobs will be in multiple disciplines including high skill aircraft maintenance mechanics, airline pilot and flight attendant crews, marketing and administrative professionals and reservation center positions. These jobs would have an immediate economic benefit to the local community as the transfer of 130 people to the area will provide significant payroll benefits to the area and create demand for housing, goods and services, and provide tax revenue to the state and local community.

The airport will derive rental revenue from the airline for use of the hangar, ramp and office facilities. Since the airport has no taxing power it must support its entire operation from the revenues derived by its business operations. The addition of

these facilities provides a long-term revenue source to the airport which relieves the local taxpayer of any need to support the airport's operation.

There is also a second significant impact. The basing of an airline's maintenance and crew is a tremendous incentive for air service to a community. An airline that is bringing their aircraft in for regular maintenance will not want to bring those aircraft in empty as that wastes the fuel, aircraft hours and pilot crew time. The airline will schedule the aircraft maintenance in conjunction with passenger flights to maximize the utility of the aircraft and the crews. Given the airline is performing ALL their aircraft maintenance at SRQ it will mean by necessity they will need to add additional air service and new city-pairs to SRQ.

This is a tremendous benefit to the airport and the entire Sarasota Manatee community. It will provide additional connectivity to cities not presently served directly from SRQ which influences businesses when considering where to locate and increases the level of tourists flying to a community because of the availability of reliable, convenient non-stop air service. This secondary impact is unique especially as it relates to SRQ. There are five airports in the Sarasota Bradenton service area. In the last full calendar year (2016) only SRQ has fewer passengers than it had in 2013. The other four airports have experienced year-over-year growth every year since 2013. The opportunity to increase passenger service and grow the airport's passenger growth is a critical factor in this application.

The expansion of air service is a critical to the economic growth and viability of any community, especially in the State of Florida given its geography and economy. This rare opportunity to secure the base of operations for a growing air carrier we believe is a unique and critical factor when the Department of Economic Opportunity evaluates applications for the funds.

1.F. This application promotes specific job growth in an industry targeted in the North American Industry Classification System in the Aviation field as the airline will have both Aircraft Maintenance and Overhaul facilities and Flight Simulator Training. In addition, the reservations call center serves a carrier that operates internationally with service to Canada and Bimini. In the 2017-2018 State Regional Demand Occupations List for Sarasota and Manatee Counties Aircraft Mechanics and Service Technicians, Commercial Pilots, Executive Secretaries and Executive Administrative Assistants, and Business Operations Specialists are all listed as High Skill/High Wage occupations. NAICS Codes 481111, 561110, 561421

The airline will relocated 130 jobs to the area and future growth is projected to bring the number of jobs to 250 within three years. The airline will be transferring over \$6,000,000 of equipment and \$1,500,000 of furnishing to the facility as well. This does not include the basing of their aircraft at SRQ which has a value of \$103,000,000.

Additionally, the increase in air service will affect numerous other job sectors. It increases rental car activity, ground transportation demand, hotel and lodging use, restaurant demand, real estate demand, and travel agency use to name a few. NAICS Codes 53211, 4853, 7211, 7223, 5313, 5615

2.K. In 2013 the acquisition of AirTran Airways by Southwest Airlines resulted in the withdrawal of AirTran service at SRQ. This resulted in the loss of 33% of the air service being provided to the airport and severely affected the community and the airport. While the airport has nearly returned the passenger totals of 2013, the number of destinations served are fewer.

All the surrounding commercial service airports in the region have experienced year-over-year growth during this period so the airport and the community have been disadvantaged from an economic development perspective. The opportunity to secure an airline base is a rare opportunity. While this proposal is for a smaller carrier, it is a carrier that has an eleven-year record of success and has embarked on a more aggressive level of expansion into scheduled air service over the last two years. This is the best opportunity SRQ has had to recover from the air service decline experienced after the withdrawal of AirTran. The airport does not have the financial capability to fund the facilities required to take advantage of this rare opportunity. Airlines do not come along often to present this type of economic opportunity for any community let alone in the State of Florida. The granting of this request will have positive effects for many years to come and will ripple throughout the community.

#### 4. C Authority to Submit

Chapter 2003-309 Laws of Florida empowers the Sarasota Manatee Airport Authority Section 4, (14) empowers the SMAA, "To accept grants of money or materials or property of any kind 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, and to enter into contracts and grant agreements with the Federal Aviation Administration, or any successor or successors thereof, and with the State of Florida or any of its agencies, in the capacity of sponsor or cosponsor of any airport development project involving the acquisition, construction, reconstruction, improvement, extension, enlargement, or equipment of any airport facilities owned or operated by the authority, pursuant to any federal or state law providing aid to airports.

Furthermore, SMAA Bylaws which were duly adopted by the Board under Article V. Administration states in Section 1 President, Chief Executive Officer:

The Board shall employ an airport manager with the title President, Chief Executive Officer, who shall be its chief executive officer in the management of airport facilities. The President, Chief Executive Officer shall be given the necessary authority and responsibility to operate the Airport in all its activities, subject only to

such policies as may be adopted and such orders as may be issued by the Board. The President, Chief Executive Officer shall act as the authorized representative of the Airport and the Board, in all matters in which the Board has not formally designated some other person to act.