Goals of RFP Process

• Open, fair process which maximizes value to the Airport/County
• Responds to interest received from various commercial operators
• Proactive step to preclude granting of an “exclusive right”
• Gain valuable information regarding market rates
• Place the County in a strong negotiating position
• Confirms interest in competing in a two-FBO market
Draft Terminal Area Plan
Draft Terminal Area Plan
## Timeline of RFP

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Scoring Criteria

• Financial Offer
  • Revenue to Airport
    • Lease & Fuel Flow – 40%
    • Capital Improvement – 25%
  • Revenue to the County General Fund
    • Possessory Interest Taxes (Lease/Improvement Value) & Based Aircraft values – 15%
• Management/Operations and Business Plan – 10 %
• Development Plan – 5%
• Benefits to the Local Community – 5%
Questions & Discussion