



LAKE HAVASU CITY  
Administrative Services

Addendum No. 2  
Procurement Division  
RFP-P23-AIRPORT-500367

Attention is called to the following changes, additions, clarifications and/or deletions to the original solicitation and they shall be taken into account in preparing submissions:

There is no change in the opening date. **Submissions are due no later than 3:00 p.m., Arizona Time, April 26<sup>th</sup>, 2023** at the City Clerk's Office, 2330 McCulloch Blvd. N., Lake Havasu City, AZ 86403.

	QUESTIONS	ANSWERS
1	One page 4, it states "Lake Havasu City may reject any proposal not in compliance with all prescribed public competitive procurement procedures and requirements and may reject for good cause any or all proposals if Lake Havasu City finds it is in the public interest to do so." Can you please provide a copy or reference to the "public competitive procurement procedures and requirements" indicated?	The public competitive procurement procedures and requirements are outlined within the Request for Proposal package. The City's Tax and Revenue Code for Procurement may also be found at <a href="https://codelibrary.amlegal.com/codes/lakehavasucity/latest/lakehasvu_az/0-0-0-30599#JD_Chapter3.10">https://codelibrary.amlegal.com/codes/lakehavasucity/latest/lakehasvu_az/0-0-0-30599#JD_Chapter3.10</a>
2	Page 4 also indicates "Proposer will be responsible for securing and providing all environmental study determinations and/or categorical exclusions (CATEX) documentation." Is the proposer required to have all Environmental Assessment (EA) or CATEX determinations from the FAA prior to and submitted as part of their proposal?	No
3	Page 4 also states that "Proposer will need to provide its own infrastructure plan that meets all state, local, and environmental standards, and must also be in compliance with all pollution, erosion, and sanitation regulations." Is the Proposer required to have compliance letters from the appropriate agencies prior to submitting their infrastructure plan as part of the proposal?	No

4	Page 4 indicates that the proposals will be scored by a panel and “certain criteria will carry more weight than others.” In Section D of the RFP, there is a list of 4 broad scoring categories. Can the City provide some more clarity about the scoring criteria?	Monetary offer, concept, ability to perform the work proposed (references and reputation), term of agreement, and how the proposal will fulfill the demand of the community, will be some of the main items focused upon when scored.
5	Page 4 indicates that “The City encourages and will favor a proposal that incorporates the construction of non-leasable infrastructure to be owned and maintained by the city, such as taxi lanes, aprons, a city staff maintenance facility, helicopter hard stands, and a wash rack.” Has the City completed any cost estimates as part of their planning processes regarding any of these infrastructure requests?	No.
6	On Page 6, Section B is a form for the “Intent to Respond Notification” with a due date of April 26, 2023 by 5 PM Arizona Time. However, Page 7 states that the actual proposal is due on April 26, 2023 by 3 PM Arizona Time. Please clarify!	A correction to Page 6 to clarify submittal of the Letter of Intent by the deadline for requests for clarification, questions and protests which is to be electronically received by <b>April 19th, 2023, 4:00 p.m., Arizona Time</b> . This is a non-mandatory requirement for submittal.
7	Page 7 states that the airport features a “terminal area apron, a terminal building, a fuel storage facility with three 12,000-gallon fuel tanks, and an airport rescue and firefighting (ARFF) facility.” Please confirm that all of these facilities and areas are public use and not owned or leased to the FBO or other entity.	All facilities mentioned are for public and not owned or leased by any FBO
8	Are the three 12,000-gallon fuel tanks currently in use and/or operational? Would they be available for lease?	No. Lake Havasu recently awarded a contract to remove these tanks due to age and they will no longer be available for lease.
9	Page 8 indicates that the airport currently has 2 FBOs. Based upon my initial due diligence, it appears there is only one operating FBO. Please clarify.	The City currently has three FBO Agreements – HAC, Desert Skies Executive and D2 Aero.
10	Page 8 also states “HAC owns and operates the only aircraft Maintenance facility currently on the field, which can’t keep up with the current demand.” Please provide verification on aircraft maintenance demand at the airport.	It is our understanding, that the existing maintenance facility has a preference for turbine and jet engines, creating a demand for smaller aircraft maintenance.
11	Page 8 indicates that the RFP is for the leasing of land to construct hangar storage facilities. Does the airport have development standards that govern the development and operation of commercial hangar facilities?	No. Airport Master Plan provides options for site layout. The airport regulations contained in the City Code apply, and then any applicable building codes and state and federal regulations.
12	Does the current FBO (or FBOs) offer hangar space for rent? If so, are there minimum standards or other restrictions that would govern the operation of commercial hangars for lease as part of this development?	The current FBOs offer hangar space for rent. The airport regulations contained in the City Code apply, and then any applicable building codes and state and federal regulations.
13	Will the City permit a fuel storage facility as part of the development?	Yes, it would be considered.
14	Will the City permit the site to be developed and operated as an FBO? If so, please provide a copy of the minimum standards that would govern such a use, as well as any other fees that might be associated with such a development.	There is no restriction as far as the site being developed and operated as an FBO. The airport regulations contained in the City Code apply, and then any applicable building codes and state and federal regulations. All current fees are contained in the City’s fee schedule. If proposer proposes something not currently existing at the airport additional fees may be applied.

15	Item j) on Page 9 requires an annual ground lease rate compliant with the 2020 Airport Appraisal or a higher figure. Can you please provide a copy of the 2020 report and confirmation that the current applicable rate at the airport is not less than the rate concluded by that report?	Attached is the current Airport Appraisal.
16	Item 3.4 a) on Page 10 states that Proposers made bid on multiple sites. What is the size of the actual site being offered as part of this RFP? What other sites are available and what are their sizes?	No other sites will be considered at this time. Only what is identified in the RFP Exhibits, which is approximately 50 acres in total.
17	Does the Proposer have to have aviation and/or development experience? Or does only the selected contractor have to have 10 years of experience? Does the experience need to have been on an airport?	Aviation and/or Development experience is preferred but is not required
18	What is the maximum lease term being offered by the City?	30 years
19	Is there a bid bond requirement?	No
20	Demandstar Link updated on Page 5.	A new link for Demandstar has been provided in the RFP: <a href="https://www.demandstar.com/app/buyers/bids/411137/details">https://www.demandstar.com/app/buyers/bids/411137/details</a>

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