

Request for Qualifications: 2025-003-RFQ

Addendum Number: 1

South Apron Aeronautical Redevelopment

Due Date and Time: November 21, 2024 by 2:00 pm Arizona time

The Request for Qualifications (RFQ) is modified as set forth in this Addendum. The original RFQ Documents and any previously issued addenda remain in full force and effect, except as modified by this Addendum, which is hereby made part of the RFQ. Offeror shall take this Addendum into consideration when preparing and submitting its Statement of Qualifications. Responses to questions are in **red**.

QUESTIONS

The following questions were asked at the pre-submittal meeting and site tour on October 15, 2024:

Q1: Does the site have drainage for storm water? Answer: **Yes, the South Apron has an underground storm drain system that drains to common basins on airport property. The expectation is the development will tie into this infrastructure. The Airport can provide drainage drawings to the selected Offeror.**

Q2: Will the site require a CATEX? Answer: **Yes, the FAA requires a Categorical Exclusion study prior to redevelopment. Since the site had been previously developed and the local FAA Airport District Office has been kept apprised of the Airport Authority's intent to redevelop the site for aeronautical use, the Airport Authority will take action on this item after the Notice of Intent to Award.**

Q3: Regarding the ground lease structure, what kind of timing expectations does the Airport have for the developer to get financing, tenants, etc.? Answer: **The Airport would like this project completed as quickly as possible. To help the selected Offeror, the Airport will share our active prospect list as a potential source. Additionally, Offerors should refer to the RFQ Exhibit 4 – Sample Land Lease to better understand the Airport Authority's approach to construction milestones.**

Q4: What is the delivery method for this project, design bid build or a different method? Answer: **The Airport Authority is seeking a private developer with whom to enter into a land lease agreement. As such, the developer will determine the delivery method for their project.**

Q5: When will the RFQ drop? Answer: **If the question is referring to when are submittals due under the RFQ, the date is November 21, 2024 by 2:00 pm (Arizona time). The RFQ was released on September 26, 2024.**

Q6: How long of a due diligence period will be allowed? Answer: **An executed Land Lease Agreement will need to be executed within 180 days from Notice of Intent to Award. The Airport Authority has some records for the site. The expectation is that any site complexities will be discovered prior to that deadline and/or negotiated as part of the Land Lease (refer to Q3). The Land Lease agreement will require approval from the Airport's Board of Directors prior to execution.**

Q7: What type of business is across the parking lot from the site? Answer: Referring to 7754 E Velocity Way. **The industrial building is currently vacant, it is on the market for lease.**

Q8: Is the parking lot in front of the site a common area? Answer: **No, it is included in the 8-acre redevelopment site.**

Q9: What is the setback? Answer: **Question was in reference to 7754 E Velocity Way. Adjacent to the Site, that building is set back approximately 10' from its lot line. However, within their leasehold, there are two small driveways, leading from rollup doors, that tie into the pre-existing parking lot.**

Q10: Does the Airport have any issues with Offerors contacting the lessee of the vacant building? Answer: **No, you may contact the listing broker with questions regarding the building and you can find contact information on the Airport's website, under the Available Properties section:**
<https://www.choosegatewayairport.com/availableproperties>
Property address is: 7754 E. Velocity Way

Q11: Regarding the limitations for aircraft on Taxiway Tango, what specific size Boeing 737 is allowed? Answer: **Taxiway Tango can accommodate any Taxiway Design Group III aircraft.**

Q12: For clarification, what is the due diligence period? Answer: **See response to Question 6.**

The following questions were received in writing prior to the deadline:

Q13: Could you please send us the bidders list or the list of attendees for today's meeting and the plans for this project or are you waiting for a Development company as stated in the meeting today before sending out plans? Answer: **The attendees of the pre-submittal meeting are included in this Addendum. As communicated in the pre-submittal meeting, the Airport itself is not developing the site. The intention of the RFQ is to select a developer who has proposed the highest and best use/concept for the site. They will then develop the site with their own construction drawings using contractors they have selected.**

INFORMATION

The following item(s) are provided as a matter of information only to all Offerors and do not modify or become part of the Contract Documents:

1. Attached to this Addendum is a list of attendees at the pre-submittal meeting.
2. Attached to this Addendum is the Pre-Submittal Meeting presentation.

Offeror shall indicate receipt of this Addendum and any previously issued Addenda by completing and including the Addenda Acknowledgement Attachment for the RFQ.

ALL OTHER TERMS AND CONDITIONS OF THE RFQ REMAIN UNCHANGED.

The above referenced RFQ Addendum is hereby issued and executed October 16, 2024 at
Phoenix Mesa Gateway Airport Authority, Mesa, Arizona.

Marian Whilden

Procurement Officer
Phoenix-Mesa Gateway Airport Authority

List of attendees at the Pre-Submittal Meeting:



SIGN-IN SHEET

Pre-Submittal Conference
Solicitation 2025-003-RFQ
South Apron Aeronautical Redevelopment
October 15, 2024 1:00 pm
Airport Administration Bldg, Saguaro A/B Conference Rooms

NAME	INITIALS	ORGANIZATION	E-MAIL	PHONE
April Didlake	AD	SMITHGROUP	APRI.DIDLAK@SMITHGROUP.COM	
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DAVID WETTA	DW	WETTA VENTURES	DW@WETTAVENTURES.COM	602-478-3538
Jim Larson	JL	larsonassociates	jlarson@larson-architects.com	602.955.9929
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Damyn Jones	DJ	Martenson	damyn.jones@martenson.com	410-963-5379
Tomasz Bluzek	TB	Bluzek	Tomasz.Bluzek.com	480-695-6965
Richard Campbell	RC	Center Aviation	rcampbell@centeraviation.com	(602) 770-9583
Chuck Pineso		UNO Aerospace		701-306-9680
Michael Hsiung	MH	Phoenix Rising Investments	mike@phxri.com	201-732-5778



SIGN-IN SHEET

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Solicitation 2025-003-RFQ
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October 15, 2024 1:00 pm
Airport Administration Bldg, Saguaro A/B Conference Rooms

NAME	INITIALS	ORGANIZATION	E-MAIL	PHONE
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Dewon Gentry	DG	Phoenix Rising	dewon@phxri.com	480 777-9150

List of attendees for the Pre-Submittal Meeting via Zoom:

Name	Organization	Email
Katie Hillowe	Trammell Crow Company	khillowe@trammellcrow.com
Jennifer Weidel	Flatiron	jweidel@flatironcorp.com
Greg Meleski		gmeleski@aviationfacilities.com
Michael Huang	FSB	mhuang@fsb-ae.com
Julie Webb	FSB Architects + Engineers	jwebb@fsb-ae.com
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Adriane Gers	Neenah Foundry	adriane.gers@groupnei.com
Sydney Moul	Neenah Foundry	sydney.moul@groupnei.com
Julie Jaime	Flatiron	jjaime@flatironcorp.com
Michael Hill	Sundt Construction	mdhill@sundt.com

Welcome

The meeting will begin at 1:00 PM (Arizona Time)

South Apron Aeronautical Redevelopment Request for Qualifications



PRE-SUBMITTAL MEETING



Airport Staff

- Lori Collins
Director of Business and Economic Development
- Alex Smith
Economic Development and Real Estate Project Manager
- Marian Whilden
Procurement Officer
- Jeanine Rogers
Administrative Specialist

Solicitation Timeline

- Written Questions Due
- RFQ Due Date and Time
- Interviews (if conducted)

November 7, 2024, by 12:00 PM (AZ Time)

November 21, 2024, by 2:00 PM (AZ Time)

Week of January 27, 2025

Dates are subject to change

- Requirements for Submittal
 - Submit in a sealed box/envelope with solicitation number and company's name clearly indicated on the exterior
 - Submit 6 copies
 - Submit an electronic copy
 - Page limitations and exclusions
 - Sign and include all Attachments
 - Failure to include all required information may cause your SOQ to be rejected and not evaluated
 - Utilize Submittal Checklist
 - Late SOQs will not be accepted
 - Review RFQ for all requirements

RFQ Key Requirements

- Addenda
 - Addendum 1
 - Any questions asked at Pre-Submittal Meeting
 - Sign-in Sheets for the Pre-Submittal Meeting
 - Pre-Submittal Meeting presentation
 - Posted on Airport’s website – subscribe to receive automatic notifications
 - Offeror’s responsibility
- Evaluation Criteria
 - Page 17 of the RFQ

Points	Category
20	Relevant Firm Experience
20	Project Team Experience & Qualifications
30	Project Understanding & Approach
25	Conceptual Site Plan & Rendering
5	Other (including submittal completeness)
100	Total Score

Phoenix-Mesa Gateway Airport



Phoenix-Mesa Gateway Airport



Vision

*A 3,000-acre
economic
development
project that
happens to
have three
10,000-foot
runways*



Advantages of Gateway Airport

Strategic Advantages



Three 10,000-foot runways



Direct freeway access



Air Traffic Control Tower with
NAVAIDS (ILS, VORTAC, etc.)



Class D Airspace



Full-service FBO



Foreign Trade Zone #221
and on-site U.S. Customs
and Border Protection



300+ days of sunshine



Arizona is a pro-business,
pro-aviation state



Key Companies On Site

- Gulfstream Aerospace
- Virgin Galactic
- DSV Air & Sea
- Textron Aviation
- Embraer
- Allegiant Air
- Boeing

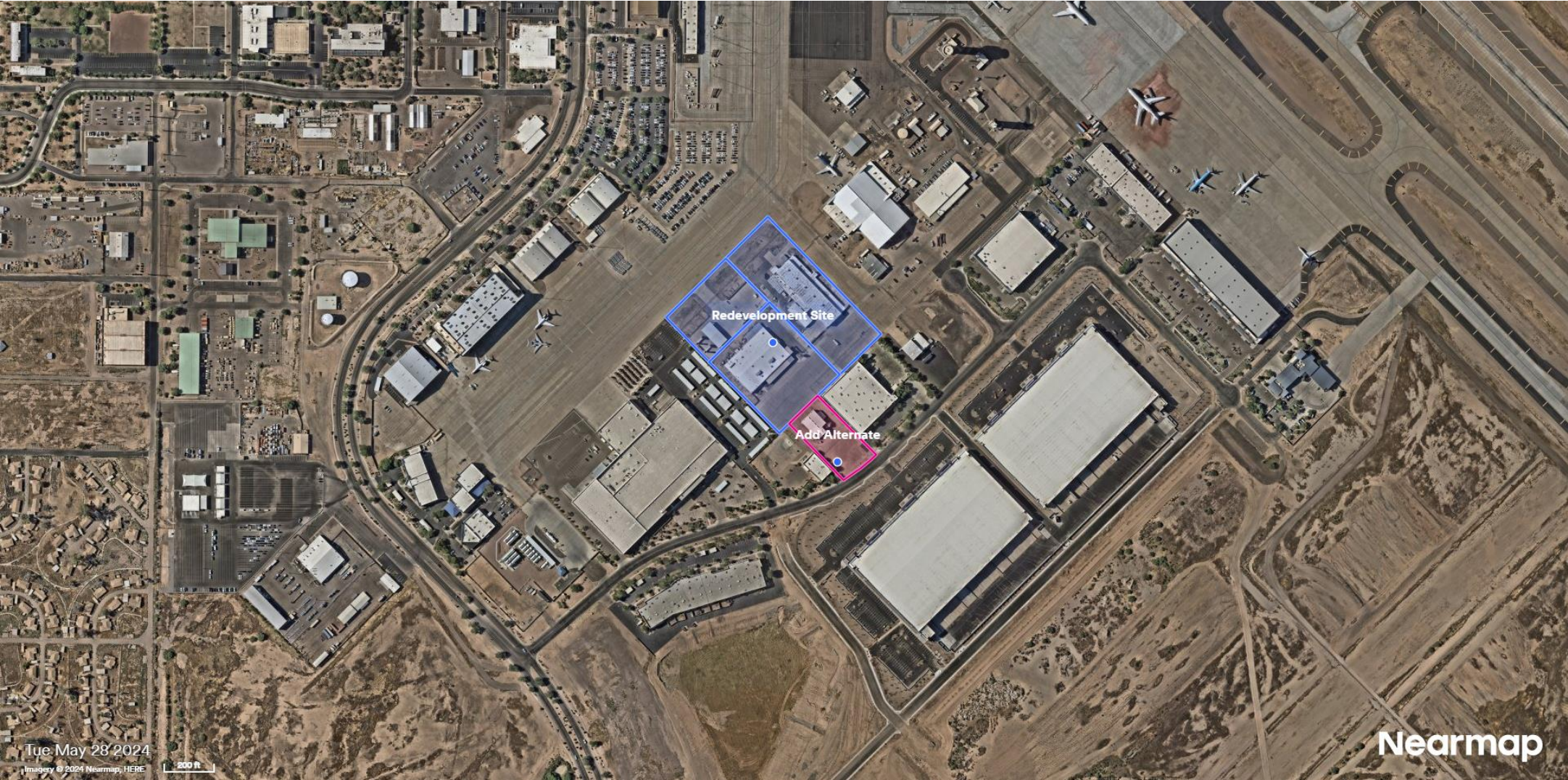
Project Vision & Goals

- Provide world class facilities for aeronautical users
- Enhance the Airport's ability to attract quality aeronautical businesses
- Bolster economic benefit for the Airport, the surrounding community, and the Greater Phoenix region
- Incorporate sustainable construction practices such as energy-efficient building design, use of renewable materials, water conservation measures, and green building best practices

Minimum Requirements & Qualifications

- **General**
 - Offeror and Offeror's development partners
 - Successfully developed at least two (2) commercial, corporate, or maintenance hangar facilities within the last ten (10) years
 - End-user/owner-occupant
 - In continuous business for a minimum of five (5) years
- **Financial**
 - The Offeror, and Offeror's development partners, if any, shall demonstrate the financial capability to deliver the proposed development and meet all financial obligations as they relate to PMGAA proposed land lease

Site Description



Site Description



- General
- Existing Zoning
- Utilities
- USAF Monitoring Wells
- Airfield Access
- Environmental
- Easements

Q & A

Airport staff will now take questions.

Phoenix Mesa Gateway Airport Authority thanks you for attending the pre-submittal meeting for the South Apron Aeronautical Redevelopment Request for Qualifications

Due date for questions and clarifications

November 7, 2024, by 12:00 PM (AZ Time)

Due date for SOQs

November 21, 2024, by 2:00 PM (AZ Time)

Site Visit

- Will start in 15 Minutes
- Airport staff will meet attendees on site

