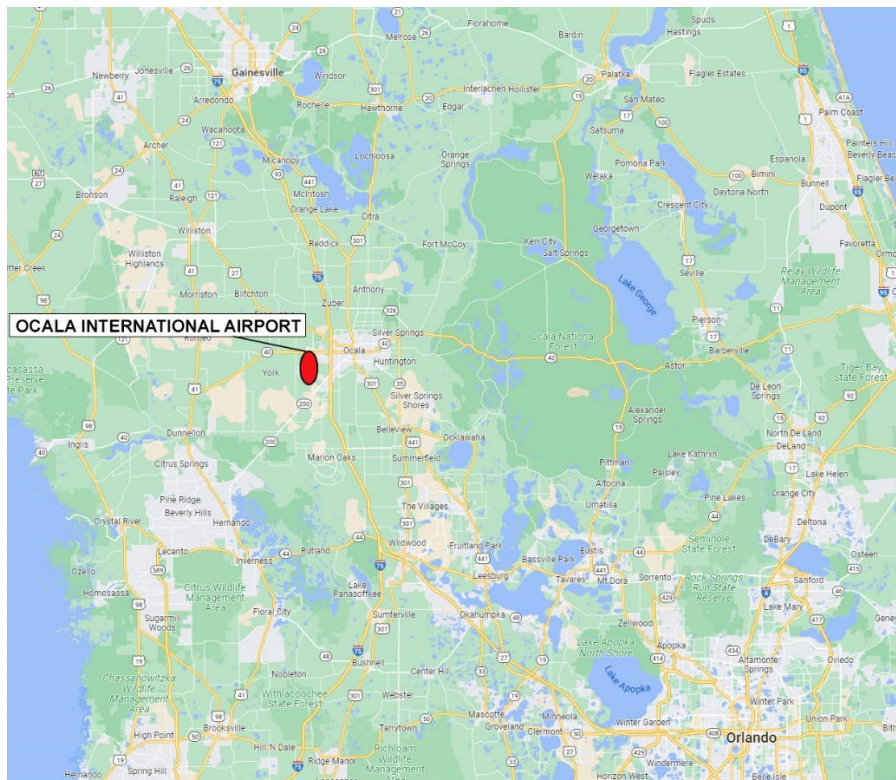




**REQUEST FOR PROPOSAL (RFP)  
TWY-A12 HANGAR CAMPUS LAND LEASE  
AT THE OCALA INTERNATIONAL AIRPORT**

**I. INTRODUCTION**

The City of Ocala, Florida (hereafter the "City") is soliciting proposals from individuals or businesses desiring to finance, build, manage, and operate an aircraft hangar facility at the Ocala International Airport ("Airport"). The airport is offering a parcel of land to be leased and developed in accordance with the Proposed Airport Lease Agreement ("Lease") appearing in Exhibit B - Example Ground Lease OCF, and all other provisions of this Request for Proposals ("RFP").



A non-mandatory pre-proposal conference will be held on **Thursday, April 14, 2022 at 10:00 a.m.** in the lobby of the General Aviation Terminal Building at the Ocala International Airport, 1770 SW 60<sup>th</sup> Ave, Ocala FL 34474.

## II. AIRPORT INFORMATION

The Ocala International Airport is owned by the City of Ocala and operates as a self-sufficient enterprise fund.

Located 7 miles from downtown Ocala, is classified in the FAA's National Plan of Integrated Airport Systems ([https://www.faa.gov/airports/planning\\_capacity/npis/](https://www.faa.gov/airports/planning_capacity/npis/)) as a Nationally ranked general aviation airport, one of only 92 in that category and out of 2,908 general aviation airports. The Airport had scheduled airline service from the mid 1960's through early 1980's, and today continues to hold the necessary 14 CFR Part 139 certification to serve very limited chartered airline service (about 6-8 operations per year). Recently the Ocala Chamber Economic Partnership made its primary five-year goal to bring scheduled airline service to the Ocala Airport. Most airport operations are of corporate, charter, flight training, military, and recreational flying.

The Airport, consisting of over 1,500 acres has two runways (7,452 feet long by 150 feet wide and 3,010 feet long by 50 feet wide, both in excellent condition) and served by several instrument approaches.

The Airport has approximately 160 based airplanes and averages 65,000 annual operations. There are eight T-Hangar buildings holding space for 101 airplanes, and 21 corporate hangars totaling 177,000 sq.ft. There are another 6 hangar developments currently under construction or in site plan development that will add another 137,000 sq.ft. of hangar space to the airports total.

The Airport has one Fixed Based Operator (Sheltair Aviation). The FBO provides aircraft fueling, line services (parking and hangar), and other concierge type services. In addition to the FBO, there is a flight school, avionics (radio) repair, aircraft maintenance, and rental car businesses on the airport.

Fully staffed, the airport employs two full time Airport Operations and Maintenance Technicians and an Operations and Maintenance Manager who are responsible for the day-to-day operations and maintenance requirements on the airport. A full time staff assistant provides administration, billing/invoicing, and overall customer support



for the Airport. There is one part time maintenance worker responsible for airport grounds maintenance. All are supervised by a full time Airport Director.

### III. SITE DESCRIPTION

1. The offered development site (“Site”) is approximately 5 acres, (expandable up to 10 acres by developing further north) of unimproved land located immediately adjacent SW60th Avenue, airport’s taxiway A, and its connector A-12. The Site is currently accessible from SW60th Ave by a frontage road driveway shared with other airport tenants.
2. The approximate location of the Site and its location relative to the rest of the Airport is noted on the Airport Layout Plan in *Figure 1*. This depiction does not indicate official leasehold boundaries, which shall be more closely determined by the awarded Offeror’s site plan.

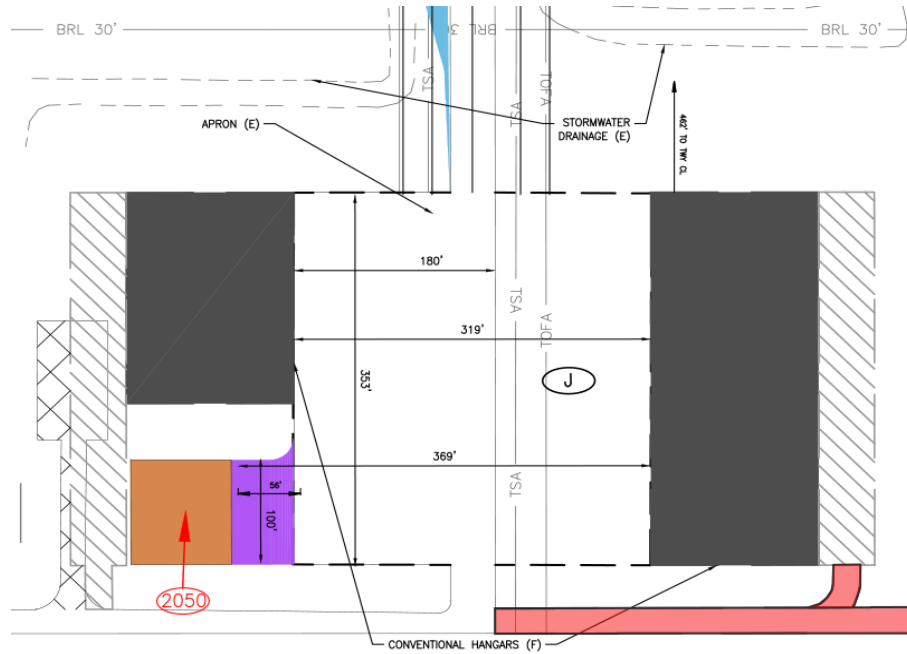


3. Electric, water and sewer are located up to the Site. *Figure 2* describes the approximate locations of water and sewer. Location of required utilities should be verified by the Offeror.
4. The Site is offered “as is” and in its present condition. The City makes no warrants regarding the condition of the parcel including but not limited to its soil conditions or existing utilities.

#### IV. DESIGN CRITERIA

1. The Airport Layout Plan depicts a single hangar building and accompanying apron, taxilane, and vehicle access. The City will not limit proposals to this particular building layout and will consider layouts or configurations that may suit the Offeror’s aircraft storage requirements. Hangar configurations may include corporate hangar(s) (minimum 12,000 sq.ft.), or multi-bay box hangars (minimum per bay of 60x60) or a combination thereto. Hangar layout shall make efficient use of the available land parcel. T-hangars are not a permitted use.
2. Hangar building shall be a modern, fully enclosed, high quality, steel building equipped with individual or common restrooms, interior and exterior lighting, electrical services, and other amenities as required. Additional building space not allocated for aircraft storage, such as office, restrooms, or waiting areas, shall be determined by and at the discretion of the Offeror. These spaces are not included as part of the minimum sq.ft. as referenced in IV-1, above.
3. The successful Offeror shall construct a pavement connector to the airport’s adjoining taxiway. The connecting taxilane or apron must adhere to the design standards contained in the most-current version of FAA Advisory Circular 15/5300-13A Airport Design, Chapter 4, Section 404. Pavement design weight bearing capacity shall equal that of the largest aircraft able to occupy the proposed hangars, but not greater than the design weight of the A-12 connector (144,000lbs dual landing gear).

4. The successful Offeror shall construct an access driveway and electronic security gate for personal vehicles to access the facility by extending the frontage road, north and directly to the development. The extended frontage road is not a portion of the lease and shall be owned and maintained by the Airport. During construction and upon completion, the project shall insure integrity of airport security fence and boundary to prevent unauthorized persons from entering the aircraft operating area.



5. The hangar building(s) shall conform to the latest standards for aircraft hangars as established by the National Fire Protection Association.
6. The successful Offeror shall construct paved auto parking as required by zoning or City of Ocala building code requirements.
8. The successful Offeror must submit a Form 7460 and receive a Determination of No Hazard from the FAA Obstruction Evaluation / Airport Airspace Analysis in accordance with 14 CFR 77.9. This requirement is to ensure the construction does not create an obstruction to air navigation, operationally impact the airport, or cause interference with any radio navigational aids. <https://oecaa.faa.gov>.





Figure 2 WATER & SEWER LOCATIONS

## V. PERMITTED USES

1. The Lease shall permit the successful Offeror to use the leased premises solely for the construction and operation of an aircraft hangar facility and/or commercial aeronautical business. The successful Offeror may use the leased premises for the purpose of managing, storing, maintaining, and operating the Offeror's own aircraft and/or other aircraft. Stored aircraft shall be airworthy and comply with the FAA's [Policy on the Non-Aeronautical Use](#)

[of Airport Hangars](#). The successful Offeror may use the facility for general office purposes related to aircraft operations.

2. The successful Offeror will have a non-exclusive right to provide commercial aviation services in a manner consistent with and as described in the most recent Airport Rules, Regulations, and Minimum Standards. When applicable, commercial aviation businesses must apply and receive an Agreement Under Standards in accordance with the Airport Minimum Standards.
3. The successful Offeror may sublease, divide, condominium, or license use of the hangar to third parties for aviation purposes. Any sublease, sale, or transfer of the Lease may require written approval by the City.
4. The successful Offeror shall insert and enforce the following provisions in any agreement, contract, lease, or other arrangement under which a right or privilege at the Airport is granted to any person, firm or corporation to conduct or engage in any aeronautical activity for furnishing services to the public at the airport:
  - a. To furnish said services on a reasonable, and not justly discriminatory, basis to all users thereof, and;
  - b. To charge reasonable, and not unjustly discriminatory, prices for each unit or service, provided that the contractor may be allowed to make reasonable and nondiscriminatory discounts, rebates, or other similar types of price reductions to volume purchasers.
5. The successful Offeror shall be responsible for and shall pay for maintenance and repair of the land, structures, utilities, and facilities located upon the premises during the term of the subject Lease. The successful Offeror shall be responsible for all grass cutting, landscaping, and routine cleaning of the leased premises.

#### **VI. IMPROVMENTS TO BE CONSTRUCTED BY SELECTED OFFEROR**

1. The selected Offeror will finance, design, and construct all required utility extensions including water, sanitary sewer, telephone, and electric power, as well as any necessary storm water management (expansion of existing storm water ponds, also not a part of the leasehold.) features at no cost to the City. The selected Offeror shall be responsible for constructing the improvements in accordance with plans and specifications prepared by a professional architectural engineering firm, which shall be reviewed and approved in accordance with the site plan procedures by the City of Ocala, Building Services.
2. Construction of the hangar facility shall begin within 120 days of receiving approval of the site plan from the City of Ocala. The hangar facility shall be complete and available for occupancy no later than eighteen (18) months from the date of approval from the City.
3. The selected Offeror shall furnish to the City, prior to the start of the work, a Performance Bond for 100% of the total construction cost, to guarantee completion of the approved construction.

4. All improvements, including the proposed hangar facility constructed on Airport property shall be subject to conditions, restrictions, reservations and prior approvals for the following purposes:
  - a. To establish aesthetic values designed to complement and benefit all Airport facilities;
  - b. To insure adequate and reasonable development of the Airport;
  - c. To insure proper, desirable use and appropriate development and improvement of each site within the Airport;
  - d. To protect lessees and/or tenants of buildings against improper and undesirable use of surrounding building sites which will depreciate the value of their leaseholds;
  - e. To guard against the erection of structures built of improper or unsuitable materials;
  - f. To guard against the erection of structures with unnecessarily short economic life expectancies;
  - g. To encourage the erection of attractive improvements with appropriate locations on building sites;
  - h. To insure and maintain proper setbacks from streets, highways, runways, taxiways, and aprons, and adequate, safe spaces between structures;
  - i. To insure the safety and security of the Airport operation and the operations of Airport tenants.
  - j. Subject to the terms and conditions of the Lease, the successful Offeror will have benefit and use of the hangar facility and all appurtenances thereto in accordance with and for the term of the Lease; said facility will revert to the Airport on the expiration or earlier termination of the Lease, free from any and all claims, liens or encumbrances whatsoever.
  - k. The proposed hangar facility must be used in compliance with the Airport Rules, Regulations, and Minimum Standards and the conditions of Federal Aviation Administration sponsor assurances.

## VII. LEASE TERMS

1. The Lease is offered as a 30 +5+5-year term, not to exceed 40 years. No further extensions shall be provided beyond the conclusion of the lease term. At the conclusion of the lease term, the leasehold and all improvements shall revert to the City of Ocala.
2. The minimum offer accepted is \$0.25 per square foot of the actual leasehold parcel, per year. The lease rate will include annual 3% adjustments.
3. The actual leasehold parcel shall be determined from the successful Offeror's approved site plan and shall include all exclusive-use space necessary to operate the facility. The leasehold parcel shall include hangar building(s), automobile parking areas, landscaped buffers and/or setbacks (such as required applicable Zoning Ordinance), storm water facilities, aircraft parking aprons, and any exclusive-use taxiway(s) including the Taxiway Object Free Area described by in FAA Advisory Circular 150/5300-13A Section 404.
4. Upon execution of the Lease, the successful Offeror shall have a 30-day inspection period to perform an engineering inspection of the property. During the 30-day inspection period,

the successful Offeror may cancel the Lease without further penalty and the City may award to the next most-responsible Offeror.

5. The successful Offeror shall be responsible for, and shall pay for all maintenance and repair of the land, structures, utilities and facilities located upon the leasehold parcel during the term of the subject Lease. The successful Offeror shall be responsible for all, grass cutting, landscaping, and routine cleaning of the leased premises.

**X. EVALUATION CRITERIA**

The City intends to award this Lease to the Offeror that most closely meets the evaluation criteria. The City reserves the right to reject any or all proposals submitted, and to negotiate with the Offeror whose proposal most closely meets its needs.

The City of Ocala will assemble a selection committee to analyze and evaluate each proposal submitted against the criteria established below. The selection committee will utilize information obtained from the RFP package, calls to references, other information known by the selection committee, and oral presentations or interviews if so desired. The selection committee shall score the proposals in accordance with the process listed above. After final scoring the evaluation, the team shall make recommendations for award to the highest rated proposal.

The City reserves the right in its sole discretion to reject the proposal of any Offeror who fails to comply with any procedure in the following section.

The recommendation of the selection committee shall be based on the evaluations using the following criteria:

**1. Proposed Development for Property (30 points)**

Offerors will be evaluated on the feasibility of the property based on size, design, and exceptions. The selection committee will evaluate the proposed development of the property for compliance with Airport Rules, Regulations, and Minimum Standards, FAA regulations, and City of Ocala Planning, Zoning and Building Code requirements. Priority will be given to proposals that most efficiently utilize the leased area, propose a higher financial investment, propose higher quality facilities, offer greater amenities, and fit the current market needs of the Airport.

**2. Financial Ability to Perform (10 points)**

The selection committee will evaluate financial statements to determine the Offeror's ability to perform under the Lease and experience in developing similar projects. Priority will be given to Offeror's who demonstrate financial ability and experience to developing hangar facilities.

**3. Project Operations (20 points)**

The selection committee will evaluate Offeror's plan to implement and operate the

project. The selection committee will evaluate the development schedule and method of organizing, directing, and operating the business to ensure that it meets the operational needs and requirements of a high quality general aviation aircraft hangar facility.

4. **Airport Revenue** (30 points)

The selection committee will evaluate the proposal's total financial offer to the airport. The total financial offer may include considerations for land rent, lease term, and other fees paid to the Airport.

5. **Aviation Business Use being proposed** (10 points)

If applicable, additional evaluation points will be awarded for any proposed Aviation Business Use of the site other than cold aircraft storage.