

## Notice Inviting Proposals for Full-Service Fixed-Base Operators (FBO) for the East Side at the Birmingham-Shuttlesworth International Airport

It is the policy of the Birmingham Airport Authority (Authority) to promote and enhance competition on the Airport, which is fully consistent with stated FAA policies. It is also the policy of the Authority to promote and enhance diversity and inclusion. Consistent with those policies, the Authority encourages the successful development and operation of two full-service fixed-base operators (FBO) on the Birmingham-Shuttlesworth International Airport (Airport)

The Authority is seeking competitive proposals for the development and operation of a full-service Fixed-Base Operator (FBO) on the East Side (complex) of the Airport (see figure).



**Figure 1 Birmingham-Shuttlesworth International Airport; Sources: ADP and Google Earth**

The Authority will issue an RFP for a full-service FBO for the West Side complex in the future. The successful Proposers for the East Side complex will not be precluded from submitting a proposal for the West Side complex opportunity. However, the proposals will be considered separately based on the individual merits of each proposal as they pertain to the selection criteria outlined in Section 2.7 of this RFP.

The current FBO at the Airport has the contract to provide fueling to the air carriers at the Airport. That contract for airline fueling is awarded by the airlines, not the Airport. The FBO selected under this RFP for the East Side may submit on that contract when it becomes available.

**Both the East and West Sides currently consist of hangars, paved aprons, vehicle parking, and multiple utilities, as described in more detail below. Both sites will be leased by the Authority “as**

is". Details about both sites can be found below and on the Authority's FBO Web site:

<https://flybirmingham.sharefile.com/d-s087734ef1ab840dcb0288bae5db90a9f>

The Proposer selected for award of an FBO Lease under this Request for Proposals ("RFP") process will be determined by the Authority based upon the content of all Proposals received. The RFP provides specific instructions regarding Proposal format and other requirements. Pertinent data about the site and the Airport are also included.

Proposals will be evaluated based on the criteria included in this RFP, but not limited to, the type and level of FBO services to be provided, the capital improvements to be made in the facilities, the business plan to attract and retain customers, the ability of the new FBO to meet the needs of Birmingham-area businesses, the Proposer's diversity and inclusion plan, the Proposer's financial capability, qualifications and relevant experience, general reputation to conduct proposed development services, the financial benefits to the Authority, the benefits to the local community, and other such factors as the Authority deems appropriate.

*The Authority reserves the right, at its sole discretion, not to select any or all proposals submitted in response to this RFP if the proposals are deemed by the Authority to be non-responsive or inadequate.*

If a company is selected through the RFP process described herein, they will be expected to execute the lease in substantially the same form as attached in Attachment B with the Authority attached to the RFP. The term of the Lease awarded under this RFP will be determined by, among other rated criteria, the proposed capital investment. Unless otherwise stated in the RFP or Lease, rental rates reflect the fact that Lessee has full responsibility for all expenses associated with the site.

Proposals must satisfy all requirements associated with the East Side development and FBO operation, including, but not limited to the requirements of the Authority's Development Standards, the Authority's Minimum Standards, the approved Airport Layout Plan (ALP), and financial obligations related to ground rent and other fees to be paid to the Authority.

Thank you for your interest in Birmingham-Shuttlesworth International Airport, and we look forward to meeting you.

**THIS ACKNOWLEDGMENT MUST BE RETURNED WITHIN FIVE (5) DAYS OF RECEIPT OF THIS RFP PACKAGE TO:**

Ed Seoane, Vice President of Purchasing

Birmingham Airport Authority

5900 Messer Airport Highway

Birmingham, AL 35212

[eseoane@flybirmingham.com](mailto:eseoane@flybirmingham.com)