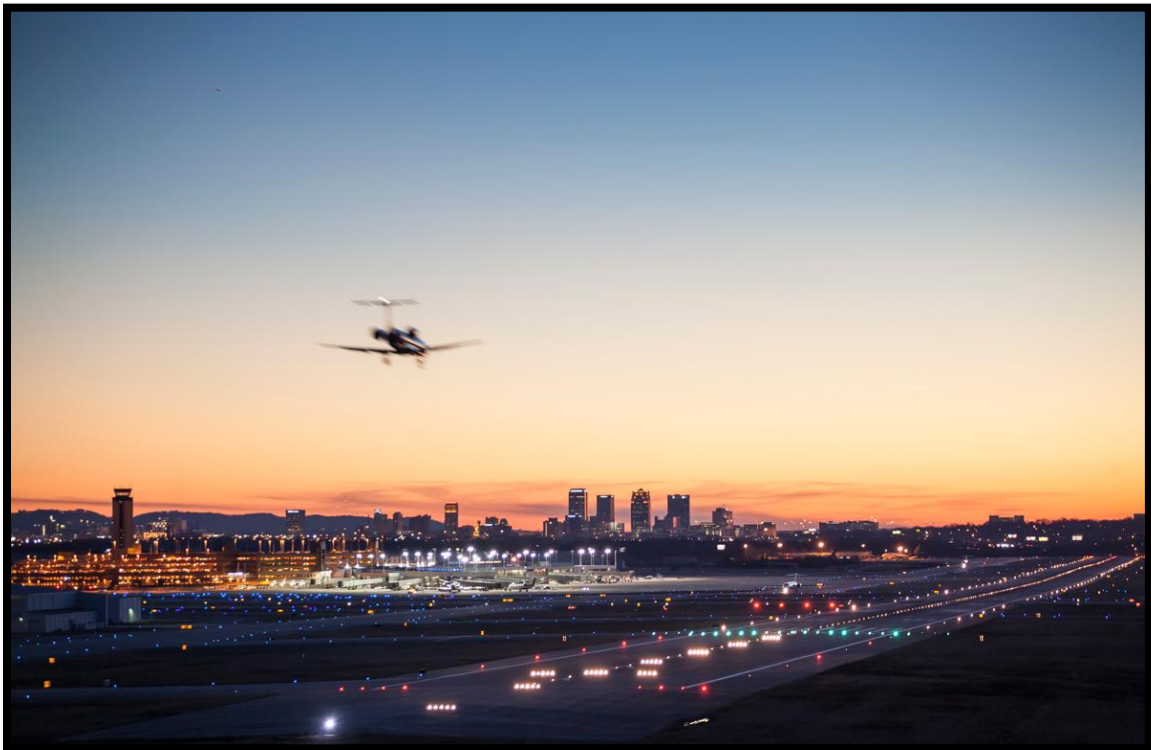


Request for Quotation (RFQ)

Aircraft gate parking areas



Birmingham Airport Authority
Quote Deadline May 11, 2026

I. Introduction

A. Project Description

The Birmingham Airport Authority (BAA) is requesting quotations from qualified Contractors to complete an airfield marking application project (the “Project”) per the Scope of Project section of this RFQ.

II. Scope of Project

A. Goals

- i. To enter into a contract with the best valued Contractor to perform surface preparation, removal (as needed) and reapplication of all existing markings identified below:
- ii. Airports non-lease gates markings. The focus of this project is painting existing lines and maintaining high-visibility, regulatory-compliant markings on airport aprons, including aircraft lead-in lines (12-inch yellow), wingtip safety lines, and nose wheel stop bars. includes surface preparation (cleaning, removing old paint) and painting of gate designations, lead-in lines, stop bars, and passenger boarding bridge (PBB) safety lines. Work will need to perform and coordinated with the airlines to not impact operations. The airport currently has seven non-lease gates and four hardstands that will need repainting.
- iii. We currently need to add a stop bar at gate A2 for A220/E190/E195. The winning bidder will get a separate drawing for this work.
- iv. Contractors will need ensure to have the current stencils and paint for this job.

- To provide a quote for services to perform all work described within the Scope of Project section of this RFQ.
- Markings will be removed (as-needed), surface prepared, and markings reapplied according to FAA Advisory Circular 150/5340-1, current edition.
- All airfield markings are required to comply with the specifications shown in FAA Advisory Circular 150/5340-1, current edition.
- As needed, markings will be removed via water blasting.
- Pavement joints are to be protected from damage during the paint removal process. All damaged pavement shall be replaced to its original condition at the Contractor’s expense.
- Work schedule will be dependent on (i) the location of work on the airfield and (ii) BAA’s approval. The Contractor should expect both daylight and nighttime work as part of the Project scope.
- The project is expected to be completed and start to finish in one mobilization.
- Removal waste will be properly disposed of at an approved location off BAA property. Wastewater or greywater to be disposed of off airfield grounds at BAA’s direction.
- The airport anticipates this project to be completed before the winter season.
- Water sources are available on airport property, but use will be metered and paid for by the Contractor.

III. General Conditions

- i. **Terms and Conditions:** Contractor agrees to abide by all the terms and conditions contained in this RFQ. Any exceptions to the requirements of this RFQ, or the BAA's terms and conditions of this RFQ, shall be noted in writing, with detailed explanation, and included with the RFQ submittal. The Contractor acknowledges that taking exceptions to this RFQ may subject the response submittal to be rejected.
- ii. **Discussions and Questions:** All questions must be submitted in writing and directed to the Birmingham Airport Authority (BAA) VP of Purchasing Ed Seoane at eseoane@flybhm.com in order to be considered. The Contractor shall not attempt to discuss any aspects of the request with any other party except for the email address described in this RFQ. No verbal agreements will be considered during the bid/quote process. BAA reserves the right to reject the bid/quote of any Contractor violating this provision.
- iii. **Completeness:** All requested information and required forms must be completed, signed, and submitted with this document to constitute a proper bid/quote. The entire package must be complete with all required forms, signature, and information. Failure to complete or comply with any part of the specifications or requirements in this RFQ may constitute a basis of rejection. It is the right of the BAA to reject any RFQ submittal in this solicitation document.
- iv. **Errors:** Contractors' or their authorized representative are expected to fully inform themselves as to the conditions, requirements, and specifications before submitting bids/quotes. Contractors are cautioned not to obliterate, erase, or strike-over any printed material as set forth in this RFQ. In quoting prices, wherever the Contractor has made an error and has corrected, all such corrections should be initialed by the person signing this RFQ. If errors occur in the extension of prices in the RFQ, the unit prices shall govern. Failure to comply with this provision may result in rejection of Contractor's submittal. All documents submitted must be legible.
- v. **Changes/Modifications:** No changes or modifications shall be made to any BAA forms without the approval of the BAA. If changes or modifications are made without the approval of BAA, the proposal submitted by Contractor may be rejected.
- vi. **Compliance with Laws:** The Contractor shall obtain and maintain all licenses, permits, liability insurance, and workman's compensation insurance, and maintain compliance with any other federal, state, or local requirements during the term of the contract with BAA and in submitting a bid/quote.
- vii. **Specifications:** Whenever mention is made of any article, material, or workmanship to be in accordance with any laws, ordinances, codes, regulations, etc., these requirements shall be construed to be the minimum requirements of these specifications.
- viii. **Description of Materials:** Materials provided for the Project will comply with specifications noted in FAA Advisory Circular 150/5340-1, current edition.
- ix. **Quality:** All materials used for the manufacture or construction of any supplies, materials, equipment, or service shall be new unless otherwise specified. All materials shall be of the best quality, and to the highest grade of workmanship that meet the specifications in this document. Materials or service must comply with all applicable Federal, State, or OSHA requirements.
- x. **Acceptance of Material:** The materials delivered shall remain the property of the Contractor pending physical inspection and acceptance to the satisfaction of the

BAA. In the event the material supplied to BAA is found to be defective or does not conform to specifications, the BAA reserves the right to cancel the order upon written notice to the Contractor and return the product(s) to the Contractor at the Contractor's expense, and to invoke the provisions of the section titled "Default".

- x. **Default:** Any contract made between BAA and the Contractor can be cancelled by the BAA in whole or in part via written notice, upon the Contractor's non-performance or violation of contract terms. An award may be made to the lowest quoting Contractor for material or services specified, and purchases may be made on the open market. The defaulting Contractor shall be liable for costs to the BAA in excess of the defaulted contract prices. The Contractor shall continue the performance of the contract to the extent any part is not terminated under the provisions of this clause.
- xii. **Guarantee:** The Contractor shall unconditionally guarantee the materials and workmanship on all materials and/or services for the Contractor's specified guaranteed period, unless otherwise stated. Within the guarantee period, if any defects occur which are due to faulty material and/or services, Contractor shall repair, replace, and/or adjust such faulty material and/or services to the complete satisfaction of the BAA. These repairs, replacements, or adjustments shall be made only at a time least detrimental to the operation of the BAA.
- xiii. **Add/Delete Items:** During the term of the contract, items and/or services may be added and/or deleted to the contract upon agreement between the successful Contractor and BAA.
- xiv. **Reimbursement:** The BAA will not reimburse the Contractor for any costs associated with the preparation and submittal of any RFQ response, or for any travel and/or per diem costs that are incurred.
- xv. **Submitted Material:** All requests, responses, inquiries, or correspondence relating to, or in- reference to this document submitted by Contractors shall become the property of the BAA when received. Once an award is made, all excess copies at the Contractor's request may be destroyed.
- xvi. **Outside Estimates:** The BAA reserves the right to obtain an outside estimate, or to have the product or service provided outside of this contract when it is in the best interest of the BAA.
- xvii. **Disclaimer:** This is a Request for Quotation. This is not an offer or contract. The submission of a bid/quote in response to this process does not impose any legal obligations upon BAA, nor does it create any contractual or quasi-contractual relationship between BAA and any Contractor. BAA reserves the right to reject or disregard any or all bids/quotes, to negotiate with any or all Contractors, and/or to enter a contract or contracts with any firm or firms for any or all of the services described herein. BAA is not obligated to respond to any statement or bid/quote. This RFQ is subject to errors, omissions, modifications, withdrawal, or cancellation without notice.

IV. Special Conditions

- i. **Indemnification:** Contractor undertakes and agrees to indemnify and hold harmless BAA, and any and all its Board Members, officers and employees, from and against all suits and causes of action, claims, losses, demands and reasonable expenses, including by not limited to, reasonable attorney's fees and reasonable costs of litigation, damage(s) or liability, including but not limited to death or injury, or for

damage to, or destruction of, any property, arising by reasons of the performance of the contract to the extent caused by the negligent performance of the professional services under the contract on the part of the Contractor, or any of the Contractor's subcontractors, employees, or anyone for whom the Contractor has obligated itself under the contract. THERE IS NO EXPECTATION OF ANY INDEMNIFICATION BEING PROVIDED TO COMPANY BY THE BAA.

- ii. **Changes and Alterations:** The BAA reserves the right to make any alterations in the RFQ and/or contract as may be necessary due to changing conditions found during the Project. The Contractor shall not claim forfeiture of contract by reasons of such changes by the BAA representative. If such changes increase or decrease the amount of the work or materials, the Contractor will be paid according to the quantity of product delivered at the prices established for such work under the contract. Any alterations or changes that diminish the scope of work or materials shall not constitute a claim for damages or for the loss of anticipated profits. Any alterations from the original job estimate provided by Contractor must be submitted in writing and must be approved by the designated BAA Representative.
- iii. **Cure and Cover Clause:** If a successful Contractor fails, or BAA concludes that there is a reasonable likelihood that the Contractor will not be able to timely perform its obligations under this RFQ and/or contract, BAA may (in addition to any other contractual, legal, or equitable remedies) proceed to take any of the following actions after five (5) days' written notice to the Contractor: (A) Withhold any monies then or next due to the Contractor; or (B) Terminate the contract and obtain the deliverables (or equivalent) or portion thereof (or equivalent) from a third party, pay the third party for the same, and withhold the amount so paid from any money then or thereafter due to Contractor and hold Contractor liable for any amounts paid to the third party (or parties) to the extent that withholding payments to the Contractor does not cover BAA's cost of cover.
- iv. **The BAA Reserves the Right:** (a) to award bids/quotes received on individual items, or on the entire list of items; and (b) to reject any or all bids/quotes or any part thereof; and (c) to waive any irregularities and/or technicalities on the bids/quotes; and (d) to accept the bid/quote that is in the best interest of BAA; and (e) to obtain clarification or additional information for any bid/quote; and (f) to purchase either selected items, or to not select any Contractor or purchase any goods and/or services resulting from this request; and (g) to reject any Contractor who has previously failed to perform properly or complete on time projects of a similar nature, and (h) to reject any Contractor whom investigation shows Contractor is not in a position to perform the Project and/or service as specified in this RFQ.
- v. **Basis of Award:** The basis of evaluation will be a best value quote considering price and Contractor availability to seek or exceed BAA's specifications and requirements. The bid/quote is subject to be awarded to the most responsive and responsible Contractor whose bid/quote is evaluated to be the most advantageous to the BAA considering price and other factors. The award can be made to one or multiple Contractors, whichever is in the best interest of the BAA. Other suppliers and tertiary suppliers may be selected to fill orders or provide contracted services if the primary supplier cannot make provision to the BAA when time is of the essence.
- vi. **Insurance:** The selected Contractor shall procure, at its expense, and keep in full force and effect at all times during the term of the contract, the types and amounts of insurance specified herein and in Appendix B attached hereto and made a part hereof.

- vii. **Badging Requirements and Fees:** In order to perform the scope of work on-site secure areas of BAA’s facilities, Contractor personnel are required to undergo a background check and obtain a BAA badge allowing them access to such areas. On expiration of or earlier termination of the final Agreement, Contractor personnel are required to turn their badges in to BAA’s security department. Failure to return badge in accordance with BAA’s requirements will result in a fine in the amount of \$500. Contractor is responsible for paying all badging fees and all fines for badges not returned in accordance with BAA’s requirements. In connection with the provision contemplated by the Scope of Work, Contractor may incur expenses to BAA or BAA may be charged for expenses of Contractor. Contractor will pay or reimburse BAA for such expenses within thirty (30) days after the date of the invoice. If BAA owes Contractor any fees on completion of the Services and any badging fees, fines or expenses owed by the contractor are due and payable, BAA will have the right to deduct and offset the badging fees, fines and other expenses from the fees then owed to the Contractor. If there are no fees then due to Contractor, BAA will invoice and Contractor will pay badging fees, fines or other expenses within thirty (30) days after the date of the invoice.

V. Submittal Requirements

A. Project Quotation

Contractors shall email Project Quote to Ed Seoane, VP of Purchasing, to eseoane@flybm.com no later than 2:00 p.m. CST on May 11, 2026

All questions associated with this RFQ must be submitted in writing via e-mail to eseoane@flybhm.com by the deadline identified for questions/clarifications (see RFQ timeline).

B. Project Quotation Format

Cost Certification

Bid pricing must be firm for 180 days. Include the following information in your proposal:

Contractor Name:	
Contractor Address:	
City, State, Zip:	
Representative Name (Print):	
Representative Signature:	
Representative Title:	

Quote shall be structured as follows:

- i. A detailed cost estimate to complete the Project as described in the Scope of Work section of this RFQ:
 - a. Airfield marking application: Not-To-Exceed amount and unit price breakdown is required for each item identified in the scope.
 - b. Surface preparation: Not-To-Exceed amount and unit price breakdown is required for each item identified in the scope.
 - c. Mobilization: A single Not-To-Exceed amount is required for the total of all elements identified in the scope.
 - d. Total Sum for NTE items
 - e. As-needed airfield marking removal: Unit price per square foot.
- ii. A unit cost to complete additional work identified after the award of the contract (additional work will be quoted on a unit cost basis for removal, and a unit basis for surface preparation and line painting).

The basis of award is defined in Section IV Special Conditions, Part VI. Contractor’s Project

C. RFQ Timeline (subject to modification by BAA)

RFQ Posted	April 9, 2026
Site Visit (Not Mandatory)	April 20, 2026
Deadline for Questions/Clarifications	April 27, 2026
Project Quote Deadline	May 11, 2026
Anticipated Award Date	May 2026

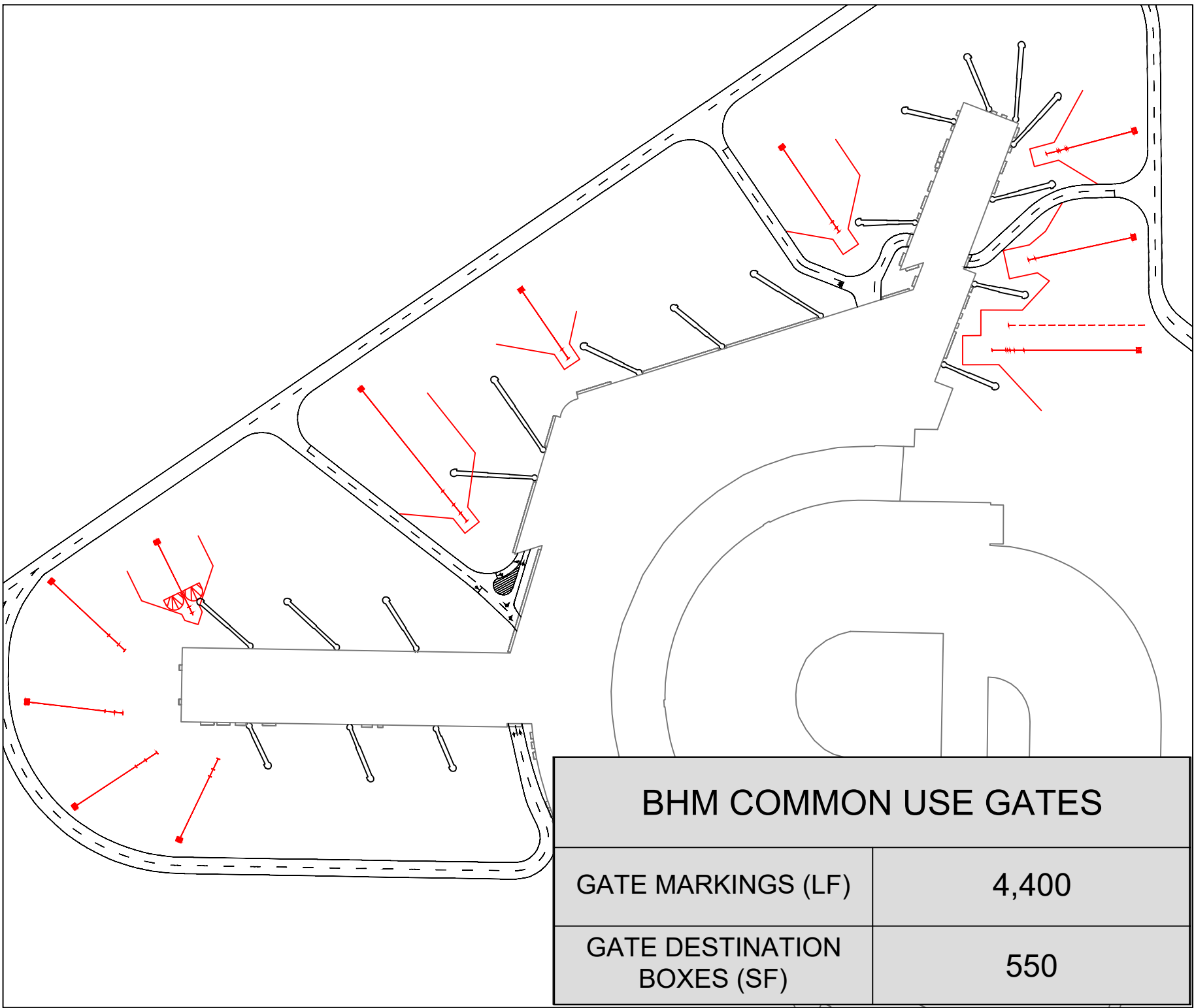
D. Site Visit

Weather permitting, a non-mandatory site visit will be offered on April 20, 2026. All attendees who plan to attend must RSVP to Karen Hazelwood at Khazelwod@flybhm.com by close of business on April 17, 2026. Instructions to the site visit will be provided upon receipt of RSVP.

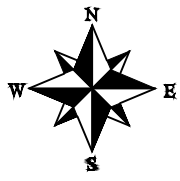
Appendix A

Airfield Marking Diagrams

BHM
COMMON
USE GATES
FOR
PAINTING



BHM COMMON USE GATES	
GATE MARKINGS (LF)	4,400
GATE DESTINATION BOXES (SF)	550



Appendix B

Insurance Requirements

The Selected Contractor shall procure, at its expense, and keep in full force and effect at all times during the term of this Agreement, the types and amounts of insurance specified in Exhibit B: "BAA Contractor Insurance Requirements" which is attached hereto and incorporated by reference herein.

The specified insurance shall include and insure Birmingham Airport Authority, City of Birmingham, Alabama and their respective directors, council members, agents and employees, including, with limits, the OAR and the Engineer and the other named consultants, their officers, agents and employees as additional insured's (with the exception of Worker's Compensation and Professional Liability), against the areas of risk associated with the Services as described in this RFP with respect to Contractor's operations, acts or omissions in the performance of this Agreement, its operations, use and occupancy of the Airport, and other related functions performed by or on behalf of Contractor in, on or about Airport, which the Contractor may be legally liable, whether such operations be by the Contractor, or by a Subcontractor or by anyone directly or indirectly employed by any of them, or by anyone for whose act any of them may be liable.

A copy of the Contractor's current insurance certificate, verifying the Contractor's insurance coverage, must be submitted upon execution of the Agreement and prior to commencement of the Work. The minimum required insurance coverage is not intended to, and shall not in any manner, limit or reduce liabilities and obligations assumed by the Contractor, its agents, employees, or any subcontractor. Contractor shall furnish the insurance coverages outlined in Exhibit B: "BAA Contractor Insurance Requirements" either through existing policies or by virtue of a specific project policy, with deductible limits acceptable to the Authority.

Certificates of Insurance shall be filed with the Owner prior to commencement of the Work on a Certificate of Insurance form, or Certificates, policies, or endorsements acceptable to the Owner. If such insurance coverages are required to remain in force after Final Payment, an additional certificate evidencing continuation of such coverage shall be submitted with the final Application for Payment by the Contractor. Information concerning reduction or cancellation of coverage shall be immediately furnished by the Contractor to the Owner.

All such insurance shall be primary and non-contributing with any other insurance held by Authority where liability arises out of or results from the acts or omissions of Contractor, its agents, employees, officers, assigns or any person or entity acting for or on behalf of Contractor. Such policies shall also include a Waiver of Subrogation and provide the Owner at least thirty (30) days prior written notice of any cancellation or non-renewal thereof. Such policies may provide for reasonable deductibles and/or retentions acceptable to the Authority based upon the nature of Contractor's operations and the type of insurance involved.

Coverages, whether written on an occurrence or claims made basis, shall be maintained without interruption from date of commencement of the Work until date of Final Payment and termination of any coverage required to be maintained after Final Payment. If such insurance coverages are required to remain in force after Final Payment, an additional certificate evidencing continuation of such coverage shall be submitted with the final Application for Payment by the Contractor. If the Contractor's coverage is written on a claims-made basis, the Contractor shall also provide tail coverage to include claims made after the completion of the Work for the Completed Operations coverage for the required statute of repose.

Each specified insurance policy (other than Worker's Compensation and Employers' Liability and fire and extended coverage's) shall contain a Severability of Interest (Cross Liability) clause

which states, "It is agreed that the insurance afforded by this policy shall apply separately to each insured against whom a claim is made or suit is brought except with respect to the limits of the company's liability," and a Contractual Endorsement which shall state, "Such insurance as is afforded by this policy shall also apply to liability assumed by the insured under insured's Agreement with the Authority."

At least ten (10) days prior to the expiration date of the above policies, documentation showing that the insurance coverage has been renewed or extended shall be filed with Authority. If such coverage is canceled or reduced, Contractor shall, within fifteen (15) days of such cancellation or reduction of coverage, file with Authority evidence that the required insurance has been reinstated or provided through another insurance company or companies. In the event Contractor fails to furnish Authority with evidence of insurance and maintain the insurance as required, Authority upon ten (10) days prior written notice to comply, may, but shall not be required to, procure such insurance at the cost and expense of Contractor, and Contractor agrees to promptly reimburse Authority for the cost thereof. Payment shall be made within thirty (30) days of invoice date.

Contractor shall provide proof of all required insurance and related requirements to Authority either by production of: the actual insurance policy(ies); or a Certificate of Insurance in a form acceptable to the Authority. The documents evidencing all required coverage shall be filed with Authority prior to Contractor performing Services or occupying the Airport. The documents shall contain (i) the applicable policy number, (ii) the inclusive dates of policy coverage's, (iii) the insurance carrier's name, address and telephone number, (iv) shall bear an original signature of an authorized representative of said carrier, and (v) shall provide that such insurance shall not be subject to cancellation, reduction in coverage, or nonrenewal except after written notice by certified mail, return receipt requested, to the Authority at least thirty (30) days prior to the effective date thereof. Information concerning reduction or cancellation of coverage shall be immediately furnished by the Contractor to Owner. The Owner reserves the right to have submitted to it, upon request, all pertinent information about the agent, broker, and carrier providing such insurance.

Authority and Contractor agree that the insurance policy limits specified herein shall be reviewed for adequacy annually throughout the term of this Agreement by the Authority who may, thereafter, require Contractor, on thirty (30) days prior written notice, to adjust the amounts of insurance coverage to whatever reasonable amount said Authority deems to be adequate.

All insurance policies shall be written in a company or companies lawfully authorized to do business in Alabama and are required to have minimum A.M. Best financial rating of A minus, 8 (A-, VIII).

If Contractor has Subcontractor performing any work, the Subcontractor is subject to the same insurance requirements outlined in this section and on Exhibit B: BAA Contractor's Insurance Requirements.

Contractor is also advised of the statutory immunity of negligence applicable to the owner and its directors, which is contained in Article 2, Chapter 3 of Title 4 Section 4-30-50 of the Code of Alabama, 1975.

BAA CONTRACTOR INSURANCE REQUIREMENTS

It is highly recommended that each Bidder request that its current insurance broker/agent review the insurance requirements in this Contract before completing and submitting a Bid, so each Bidder will be aware of any additional cost that may be incurred to meet the Owner's insurance requirements for this Contract. No such additional costs shall be part of the Bid price, and the Contractor shall be responsible for paying the same.

All such insurance policies shall provide that coverage is primary and non-contributory, includes waiver of subrogation and provides the Owner at least thirty (30) days prior written notice of any cancellations or modification thereof. The Owner shall be named as an additional insured on all policies except Workers' Compensation and the Professional Liability/E&O policies.

Additional Insureds shall read: Birmingham Airport Authority, City of Birmingham, Alabama and their respective directors, council members, agents and employees.

Please note that separate limits may be required if RFP requires work be performed "Airside" vs "Non-Airside" as outlined on the attached Exhibit B.

Contractor shall at all times during the term of this Agreement maintain, at its own expense, the following minimum levels and types of insurance (see next page):

BAA CONTRACTOR INSURANCE REQUIREMENTS

CONTRACTOR PROVIDED INSURANCE FOR AIR-SIDE PROJECT COVERAGE

Type of Coverage

Minimum Limits

Worker's Compensation

Statutory for Coverage A

Employee's Liability

\$1,000,000 each Accident

\$1,000,000 Disease – Policy Limit

\$1,000,000 per Employee

Requirements:

1. Voluntary Compensation Endorsement
2. Waiver of Subrogation

General Liability

\$1,000,000 each occurrence

\$10,000,000 General Aggregate

\$10,000,000 Completed Operations/Products Aggregate

\$1,000,000 Personal Injury

\$5,000 Medical Payments

Requirements:

1. XCU Perils Coverage
2. Completed Operations Extended 3 Years
3. Broad Form Property Damage
4. Fellow Employee Coverage
5. Primary & Non-Contributory
6. Waiver of Subrogation
7. 30 Days Notice of Cancellation to Certificate Holder
8. CG2010 and CG2037 Endorsements

	9. Contractual Liability applicable to Contractor's indemnification obligations
Business Automobile	\$2,000,000 per occurrence combined limit for bodily injury liability and property damage
Requirements:	<ol style="list-style-type: none"> 1. Covers owned, non-owned and hired autos 2. Primary & Non-Contributory 3. Waiver of Subrogation 4. 30 Days Notice of Cancellation to Certificate Holder
Umbrella	\$10,000,000
Builder's Risk Policy Requirement:	Amount of Project <ol style="list-style-type: none"> 1. Contractor provide coverage for Contractor's equipment on the job site and all construction material and equipment which is schedule for the Work but has not been delivered to the Job Site 2. Coverage shall insure interest of Owner and Contractor 3. Provide Replacement Cost 4. Event of Loss, proceeds of any claim shall be paid to the Owner who shall apportion the proceeds between the Owner and the Contractor as their interest may appear 5. Coverage includes flood and earth movement 6. Per Project Aggregate
Pollution Policy	\$5,000,000
Professional Liability	\$1,000,000

Appendix C

Reflective Bead Specification Requirements

Select appropriate application rates for type of paint and bead selected:

Application Rates for Paint and Glass Beads for Table 1

Paint		Glass Beads		
Type	Application Rate Maximum	Type I, Gradation A ¹ Minimum	Type III Minimum	Type IV ¹ Minimum
Waterborne Type I or II	115 ft ² /gal (2.8 m ² /l)	7 lb/gal (0.85 kg/l)	10 lb/gal (1.2 kg/l)	--
Waterborne Type III	90 ft ² /gal (2.2 m ² /l)	7 lb/gal (0.85 kg/l)	8 lb/gal (1.0 kg/l)	
Waterborne Type III	55 ft ² /gal (1.4 m ² /l)		6 lb/gal (.8 kg/l)	5 lb/gal (.7 kg/l)
Solvent Base	115 ft ² /gal (2.8 m ² /l)	7 lb/gal (0.85 kg/l)	10 lb/gal (1.2 kg/l)	--
Solvent Base	55 ft ² /gal (2.2 m ² /l)	--	--	5 lb/gal (.7 kg/l)
Epoxy	90 ft ² /gal (2.2 m ² /l)	15 lb/gal (1.8 kg/l)	20 lb/gal (2.4 kg/l)	16 lb/gal (1.9 kg/l)
Methacrylate	45 ft ² /gal (1.1 m ² /l)	15 lb/gal (1.8 kg/l)	20 lb/gal (2.4 kg/l)	16 lb/gal (1.9 kg/l)
Methacrylate Splatter-Profile	24ft ² /gal. (0.6 m ² /l)	8 lb/gal. (0.1 kg/l)	10 lb/gal. (1.2 kg/l)	10 lb/gal (1.2 kg/l)
Temporary Marking Waterborne Type I or II	230 ft ² /gal (5.6 m ² /l)	No beads	No beads	No beads

¹Glass bead application rate for Red and Pink paint shall be reduced by 2 lb/gal (0.24 kg/l) for Type I and Type IV beads.