

Presented to:  
**Board of Supervisors**

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**GAIP**  
**Selection of 2 Full Service**  
**and 1 Limited Service FBO**

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Presented by:  
**Barry Rondinella**  
Airport Director

8/11/2020

# RFP Timeline

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**September 12, 2019** - Released the Request for Proposals (RFP) for the selection of Fixed Base Operators.

**December 19, 2019** - A total of 9 proposals were received, 7-Full Service and 2-Limited Service Fixed Base Operator proposals.

**April 17, 2020** – Addendum #16 released for the purpose of seeking supplemental information.

**June 1, 2020** – Due date for resubmittal of proposals.

**July 15, 2020** – Financial certification due from Respondents.

# GAIP – Proposals Received

PROPOSER	Full-Service East	Full-Service West	Limited-Service Southwest
ACI Jet, dba Aviation Consultants, Inc.	X		
American Aircraft Maintenance, Inc.			X
Clay Lacy Aviation, Inc.	X	X	
Jay's Aircraft Maintenance, Inc.			X
Jet Aviation of America, Inc.		X	
Newport FBO Two, LLC, dba Atlantic Aviation		X	
Orange County Airport Aviation Partners, dba Million Air	X	X	

# Addendum 16

During initial review of all RFP proposals, it was determined that proposals exceeded the parameters of EIR 627.

The purpose of Addendum 16 was to provide Respondents the ability to comply with EIR 627.

Addendum 16 has three parts for the Respondents to address:

- A. EIR 627 Requirements;
- B. Phasing Plan Requirements; and
- C. Storm Water Management.

# RFP Scores

<b>Northeast – Full Service RFP Scoring Results</b>	<b>Max Panel Points</b>	<b>ACI Jet</b>	<b>Clay Lacy</b>	<b>Million Air (OCAP)</b>
<b>Total Points</b>	<b>500</b>	<b>381</b>	<b>407</b>	<b>367</b>

<b>Northwest – Full Service RFP Scoring Results</b>	<b>Max Panel Points</b>	<b>Atlantic</b>	<b>Clay Lacy</b>	<b>Jet Aviation</b>	<b>Million Air (OCAP)</b>
<b>Total Points</b>	<b>500</b>	<b>475</b>	<b>393</b>	<b>352</b>	<b>359</b>

<b>Limited Service RFP Scoring Results</b>	<b>Max Panel Points</b>	<b>American Aircraft</b>	<b>Jay's Aircraft</b>
<b>Total Points</b>	<b>500</b>	<b>269</b>	<b>407</b>

# Public Release of Documents

## July 9, 2020

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1. RFP Score Sheets
2. Exhibit K – Questionnaire
3. Renderings & Site Layout

Link to Public Release of Documents available on:  
<https://www.ocair.com/generalaviation/gaimprovement>

# Land Use Requirement

## Each FBO Lease Includes the below:

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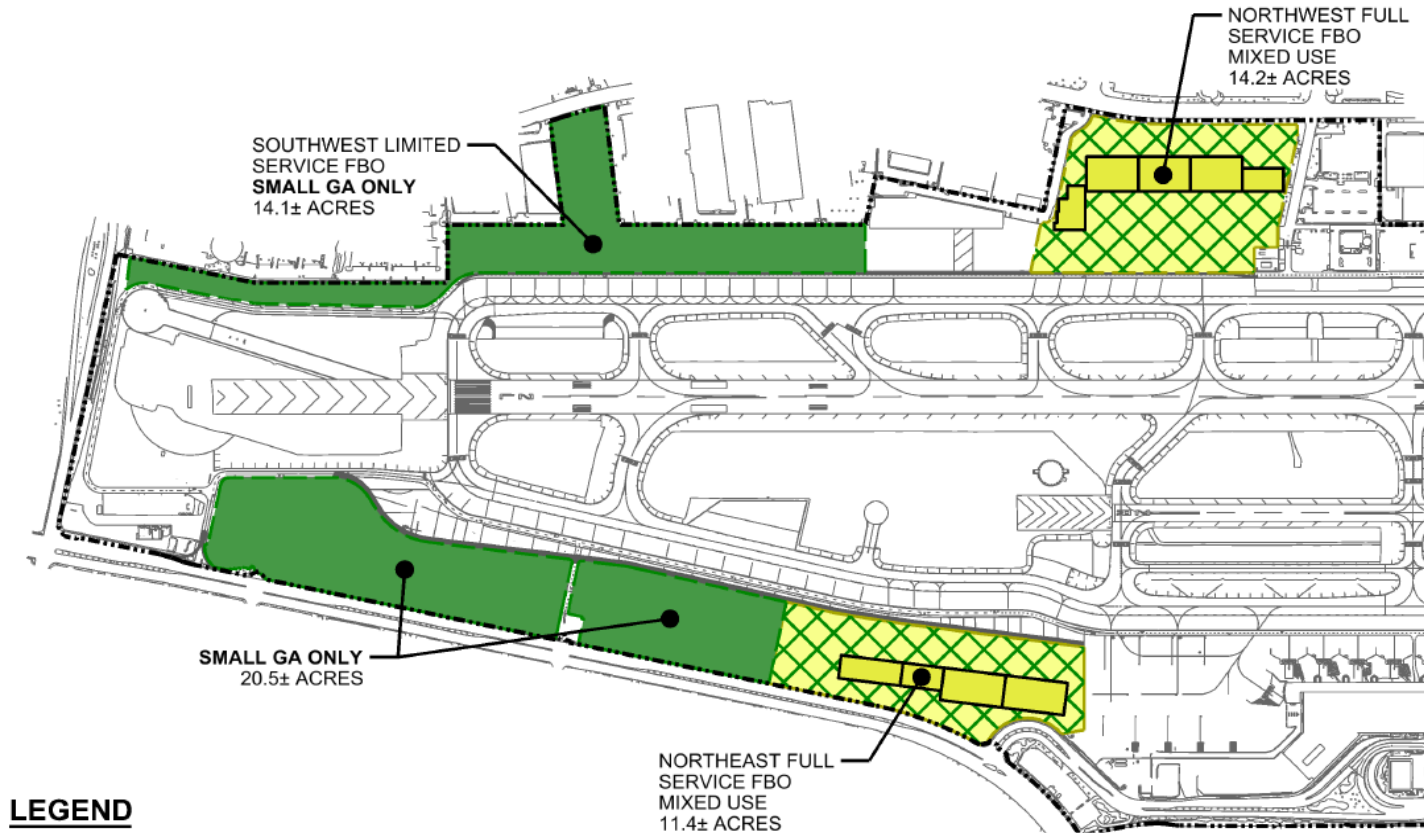
Effective upon LESSEE's initiation of demolition of enclosed structures existing as of the Commencement Date, LESSEE shall park or store aircraft on the Leased Premises in strict accordance with the uses depicted on Exhibit C. For purposes of the uses depicted on Exhibit C, the following definitions shall apply:

- a. The green area marked as "SMALL GA" on Exhibit C shall only be used for the parking or storage of aircraft that meet at least one of the following criteria:
  - i. The aircraft has a wingspan of less than 49 feet in accordance with FAA Airplane Design Group I (*see Advisory Circular AC 150/5300-13A regarding Airport Design, updated September 28, 2012*); or
  - ii. The aircraft is a "small aircraft" with a maximum certificated takeoff weight of 12,500 pounds or less in accordance with Title 14 CFR § 1.1.
- b. The yellow area marked as "MIXED USE" may be used for the parking or storage of aircraft of any size.

Any modification to the parking areas depicted on Exhibit C shall be permitted only with Airport Director's prior written approval and shall not increase the acreage allotted for MIXED USE.

For each violation of this provision, LESSEE shall pay to COUNTY liquidated damages in the amount of \$1,000 per occurrence, per day. LESSEE agrees this amount is reasonable in light of the anticipated harm to COUNTY for each such occurrence, which would otherwise be difficult to calculate with certainty.

# Exhibit C to Lease: *Land Use Requirement*



## LEGEND

 MIXED USE

 SMALL GA

 AIRPORT PROPERTY LINE

NOTE: ACREAGE IS APPROXIMATE. FINAL ACREAGE TO BE DETERMINED BY A PROFESSIONAL LAND SURVEYOR.



For more information:

[OCAIR.COM](http://OCAIR.COM)



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JOHN WAYNE AIRPORT  
ORANGE COUNTY