

**REQUEST FOR INFORMATION (RFI)
FOR DEVELOPMENT OF A WIDE-BODY HANGAR FACILITY
AT THE
Roswell Air Center (ROW)**



DATE OF ISSUANCE: July 22, 2019

**RFI: 2019 WIDE-BODY HANGAR
DEVELOPMENT c/o Jenna Lanfor, Air Center
Deputy Director Roswell Air Center (ROW)
1 Jerry Smith Circle
Roswell, NM 88203
(575) 347-5703**

E-MAIL: j.lanfor@roswell-nm.gov

PURPOSE

The City of Roswell, New Mexico (City) is issuing this Request for Information (RFI) to gather information and industry feedback from potential developers and/or tenants desiring to build and manage, lease, sell, and/or operate a wide-body hangar facility at the Roswell Air Center (ROW) in Roswell, NM (Airport). The City is considering to offer one or more sites on the Airport under a long-term ground lease from the Airport for potential wide-body hangar development.

This RFI is issued solely for the purpose of obtaining information. This RFI shall in no way be interpreted as an Invitation for Bid (IFB) or Request for Proposal (RFP). Any information obtained as a result of this RFI may or may not be used by the City to develop a future RFP. This RFI being issued to identify interested parties and to obtain feedback regarding the opportunities and challenges associated with development of the contemplated project. The City will use the RFI responses to help determine the level of interest in developing the facility, and to help in developing a formal RFP that will best respond to the needs of the City, while attracting the most qualified party, or parties, for development.

POTENTIAL OUTCOMES

This RFI may lead to one or more of the following outcomes:

- A request for additional information from respondents;
- A formal Request for Proposals (RFP) for the project;
- Direct negotiation(s) with any respondent to this RFI;
- Termination of this solicitation process without further obligation; or
- Termination of this solicitation process and begin a new solicitation process.

The City, at its sole discretion, will determine if further competitive solicitation is needed as a result of the responses to this RFI. Any additional competitive solicitation issued by the City or the Airport may differ significantly in content from this RFI. Participation in this RFI is NOT a prerequisite to participation in any potential future request or other competitive solicitation.

PROPRIETARY INFORMATION

In compliance with the City's Procurement Policies, all submissions will be available for public inspection upon request. Trade secrets and proprietary information submitted in connection with this RFI shall not be subject to public disclosure under the New Mexico Freedom of Information Act. However, firms submitting a response to this RFI must invoke the protection of this section before or upon submission of the data or other materials, and must identify the specific area or scope of data or other materials to be protected and state the reasons why protection is necessary. An all-inclusive statement that the entire response is proprietary is unacceptable.

BACKGROUND

Roswell Air Center (ROW), located 5 miles south of the City center, is owned and operated by the City of Roswell. The airport encompasses over 4,000 acres. This facility was once Walker Air Force Base and is the center of the 1947 UFO crash story. It has two runways: Runway 3/21 (13,001 ft. x 150ft., concrete) and Runway 17/35 (9,999 ft. x 100 ft., asphalt) and is served by an ILS, VOR and

RNAV approaches. An FAA control tower with co-located RADAR approach control is operated from 0600 to 2100, daily.

The airport is served by American Airlines with daily flights to Dallas/Ft. Worth, TX and Phoenix, AZ. Several MROs are located at the airport, as well as an aircraft painting business, aircraft tear-down companies, and hundreds of acres of aircraft storage area. The airport is also utilized by aircraft manufacturers, including Boeing, Cessna, Bombardier, Gulfstream and Mitsubishi for extensive aircraft testing, for military training, and for Bureau of Land Management aerial firefighting operations.

Large hangars on the airport consists of several circa World-War II facilities with limited capacity and capabilities. Some of these hangars have been retrofitted with tail docks and other modifications and upgrades to expand their capabilities and extend their useful life; however, there are no modern hangars capable of accommodating the desired wide-body aircraft such as the Boeing 777-9.

The airport offers an abundance of developable land, close proximity to utility infrastructure and ground access, uncongested airspace, and close proximity to restricted airspace. The regional area offers an educated workforce, mild climate, a thriving community and excellent quality of life.

Additional information regarding the airport and the community can be found at:

<https://www.roswell-nm.gov/307/Roswell-International-Air-Center>

<https://www.roswell-nm.gov/>

THE OPPORTUNITY

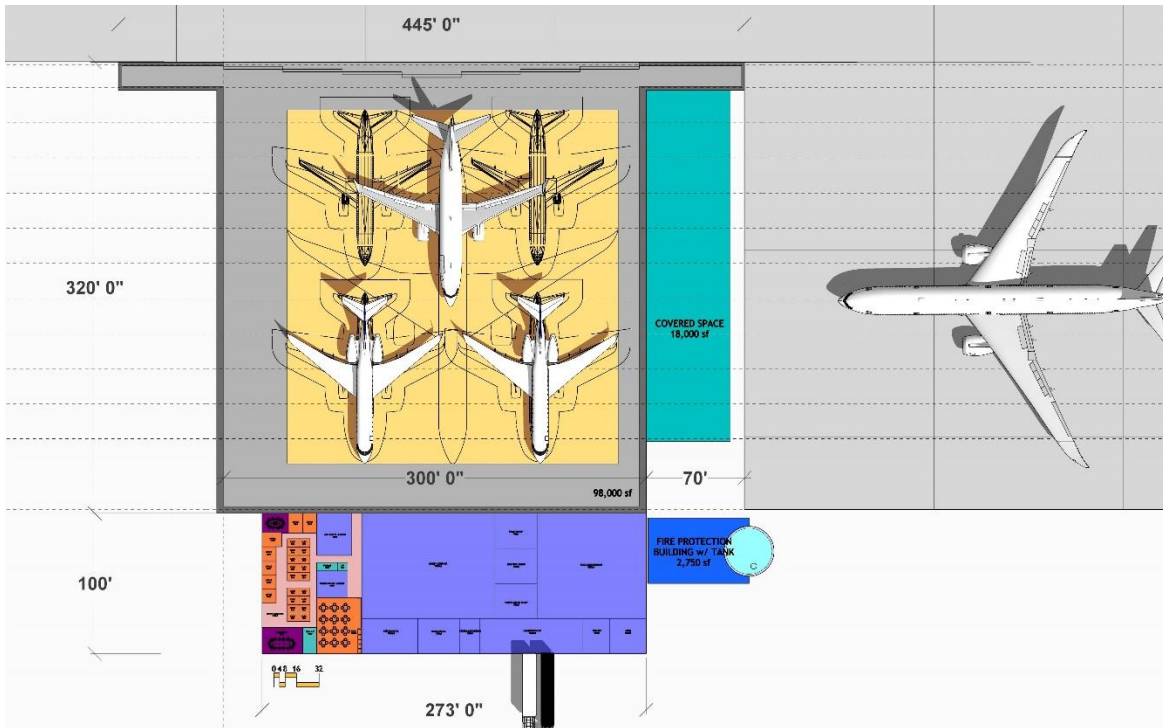
The City is seeking statements of interest from qualified developers and/or tenants for the development of a wide-body aircraft hangar facility to be utilized for MRO, aircraft manufacturing, painting, research and development, aircraft tear-down, flight testing, or other aviation related activities (the "Project").

The City recently completed a Wide-Body Hangar Development study, providing concept hangar configurations and identifying four (4) potential sites on the airport for the development of a wide-body hangar facility with associated shops, back offices, aircraft parking ramp, and vehicle parking. It is contemplated the hangar would be designed to accommodate a single Boeing 777-9 sized aircraft or multiple Boeing 737-900 / Airbus 321 sized aircraft.

The City is interested in receiving statements of interest that depict the respondent's concepts of development, any adjustments to the concept configurations provided in the report, and any suggestions for enhancing feasibility and probability of development.

A concept floor plan and rendering are provided below. Potential wide-body hangar site locations on the Airport are depicted on the diagrams in Appendix A.

A copy of the full Wide-Body Hangar Development Program report can be obtained from Jenna Lanfor, Air Center Deputy Director, at j.lanfor@roswell-nm.gov.



Wide-Body Hangar Concept Floor Plan



Wide-Body Hangar Concept Rendering

ECONOMIC INCENTIVES

Opportunity Zones: RIAC is located in one of the newly created Opportunity Zones in Chaves County. Respondents could qualify for this federal tax incentive, thus reducing federal tax liability.

Public Law 115-97, also known as the Tax Cuts and Jobs Act of 2017, provides for the governor of each state to nominate certain census tracts as “Opportunity Zones”. Designation as an Opportunity Zone allows for the creation of a new class of investment vehicle with tax advantages authorized to aggregate and deploy private investment located in Opportunity Zones. The purpose of these tax advantages is to attract capital investment into economically distressed areas.

<https://gonm.biz/business-development/edd-programs-for-business/finance-development/opportunity-zones>

In addition to the Opportunity Zone, several economic incentive programs are available at the state and local level, including but not limited to:

- Job Training Incentive Program (JTIP)
- High Wage Jobs Tax Credit (HWJTC)
- Industrial Revenue Bonds (IRBs)
- Manufacturing Investment Tax Credit (MITC)

For more information and eligibility please go to:

<https://gonm.biz/>

<https://www.chavescounty.net/>

OPTIONAL SITE VISIT

Site visits may be scheduled by appointment. Please send your request to Jenna Lanfor, Air Center Deputy Director, via email at j.lanfor@roswell-nm.gov and include your name, company, address, telephone number and e-mail address. A site visit confirmation will be sent to you.

You may be required to show government-issued identification (e.g. driver’s license) on the day of the site visit.

QUESTIONS

Please contact Jenna Lanfor, Air Center Deputy Director via email at j.lanfor@roswell-nm.gov, or telephone (575) 347-5703 for additional information, or with any questions.

SUBMISSION REQUIREMENTS

Responses and formats are at your discretion as a Respondent; however, responses should include the information requested in the SUBMISSION CONTENT section. The City greatly appreciates any and all input with respect to the Project.

Responses to this RFI should be sent via both electronic and hard copy format to:

- a. The electronic response may be emailed to: Jenna Lanfor, Air Center Deputy Director, at j.lanfor@roswell-nm.gov, or may be included on a Jump Drive along with the hard copy response.
- b. Four (4) copies of the hard copy response shall be delivered to the address below:

RFI: 2019 Wide-Body Hangar
c/o Jenna Lanfor, Air Center Deputy Director
Roswell Air Center (ROW)
1 Jerry Smith Circle
Roswell, NM 88203
(575) 347-5703

SUBMISSION DEADLINE

October 1, 2019; 4:00 PM (MT)

Both electronic and hard copy responses must be received by the deadline to be considered as a valid response to this RFI.

SUBMISSION CONTENT

Please included the following in your response:

1. General company information and contact information;
2. Company overview and background;
3. Examples of similar past projects;
4. Conceptual ideas for the Project;
5. Preferred Site to develop (if known);
6. References;
7. Description of the proposed tenant/business (e.g. MRO, Aircraft Painting, Manufacturing, etc.)
8. Description of the key personnel that will manage operations at the Airport;
9. Lease term (in years) requested;
10. Rationale of respondent's interest in the premises;
11. Proposed improvements to be constructed;
12. Sketch plan of the proposed layout;
13. Development timeline and estimated length to completion;
14. Estimate of costs for project; and
15. Any additional information respondent deems important to the Airport's process.

In addition, please address the following questions in your response:

- a. Does your firm have experience with development similar to the one being explored?
- b. Would your firm have an interest in submitting a proposal for this project, as presently conceived?
- c. Are there any modifications to the development program or criteria that you would recommend to assure a strong project?
- d. Please feel free to provide additional comments/suggestions.

COSTS

By submitting a response, Respondents agree that any cost incurred in responding to this RFI, or in support of activities associated with this RFI, shall be the sole responsibility of Respondent. The City of Roswell, nor the Airport, shall not be held responsible for any costs incurred by Respondents in preparing their respective responses to this RFI.

REAL ESTATE BROKERAGE/FINDER FEES

The City and the Airport will not participate nor pay any real estate, brokerage, consultant or finder fees associated with this RFI to any individual, firm or entity.

PROCESS

The following information establishes the Airport's process in evaluating the responses to this RFI:

1. The Airport will review the responses to this RFI and, at its sole and absolute discretion, will determine whether to schedule individual meetings with the respondents, schedule a general meeting with all of the respondents, or schedule no meetings.
2. Prior to any scheduled meeting(s), the Airport will send out notices to all respondents to this RFI.
3. The Airport may seek additional information or clarification from one or more respondents;
4. The Airport will use the information gathered to determine the level of interest, type(s) of aviation utilization and viability of the development of the site.
5. All responses will be evaluated by Airport Management with a recommendation to the Airport Advisory Committee.
6. The Airport Manager will then proceed with a recommendation to the City on the course of action from the aforementioned possible respondents.

THANK YOU

Thank you for your interest in the Roswell International Air Center, the City of Roswell, and this exciting Project.

APPENDIX A
Site Location Map and Diagrams

See following pages.

