

**REQUEST FOR INFORMATION (RFI)
FOR DEVELOPMENT OF A 10 to 20 UNIT T-HANGAR
AT THE
ROSWELL AIR CENTER (ROW)**



DATE OF ISSUANCE: July 22, 2019

**RFI: 2019 T-HANGAR DEVELOPMENT
c/o Jenna Lanfor, Air Center Deputy
Director**

**Roswell International Air Center
1 Jerry Smith Circle
Roswell, NM 88203
(575) 347-5703
Cell: (575) 246-1176**

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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 T-hangars or a small to medium box hangar facility's at the Roswell International Air Center (RIAC) in Roswell, NM (Airport). The City is considering to offer a site on the Airport under a long-term ground lease from the Airport for potential T or Box-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 is 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

The Roswell International Air Center (RIAC), 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.

Currently located at the airport are 10 nested T-hangars large enough to store single engine aircraft. These T-hangars, moved to their current location from the old Municipal Airport in the 1960s, need replacement and are currently fully leased. It is the City's intention to demolish these old T-hangars once suitable replacements are constructed, the City will not rebuild. There is a waiting list of approximately seven (7) hangars. Inquiries for hangar space are frequent. Other hangar space suitable for general aviation aircraft exists in one executive hangar with four bays of approximately 4,500 sq. ft. each, this space is also fully leased. The FBO also leases space for community storage with approximately 100,000 sq. ft. under the leasehold. This space is only partially available due to the need to leave space open for use by visiting flight testing companies and military detachments.

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 site for approximately ten (10) to twenty (20) t-Hangar and/or Box hangar units. Respondent will design, construct, market and manage, solely at the proposer's cost, a T-hangar or box hangar complex with a minimum of ten (10) independently nested T-hangars units and/or a series of box hangars.

The City is interested in receiving statements of interest that depict the respondent's concepts of the T-hangar or Box Hangar development, any adjustments to the concept configurations provided in this RFI (Exhibit "B"), and any suggestions for enhancing feasibility and probability of development.

The property is located north and east side of Taxiway "A", as depicted in Exhibit "A". Based on preliminary analysis, this area could contain approximately 20-40 T-hangar units, depending on size. However, proposers are advised to consult their professional advisors prior to submitting a response under this RFI for confirmation of the maximum footprint.

The lease will be based on the RIAC standard land lease:

Rent: The minimum rent shall be \$0.07 per sq./ft., per year, and calculated based upon the final developed size. Other site improvements such as connector taxi lanes will not be included in the rent calculation, unless significant other improvements (i.e. expanded ramp parking area) are constructed.

Respondent may suggest rates above the Minimum Rent, having favorable influence on the consideration of the overall Respondent. The minimum rent will be subject to an annual rent escalator, tied to the Consumer Price Index as published by the Bureau of Labor Statistics, U.S. Department of Labor, or another index as determined by the City.

Taxes: The lease shall be responsible for and shall pay before delinquency, any taxes levied on the hangar complex, "Premises", as well as all local, state and federal taxes assessed during the term of the Agreement, against personal property of any kind owned by or placed in, upon or about the Premises by the selected Proposer. 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.

Term: The term of the Agreement (Term) will be based on the total cost of the Hangar. The initial term may be as long as 49 years. Leases longer than 49 years require FAA approval. A Respondent may suggest a shorter Term, having favorable influence on the consideration of the overall proposal.

Ownership of Improvements: Upon expiration or earlier termination of the Lease, plus any approved extensions, the Hangars and all site improvements will become the property of the City or shall be removed by the proposer if the City so demands.

The development responsibilities: The Respondent, at its sole cost and expense, will be responsible for the development of the project, including but not limited to:

Pre-design site analysis to confirm size, height and location of hangars;

Applicable survey and/or geo-technical work;

Complete a set of buildable plans;

Obtaining any applicable permits prior to the start of any construction work. Hangars must comply with applicable regulations including, but not limited to, those of the City of Roswell Planning & Zoning Department, New Mexico Construction Industries Division, Fire Marshall, Federal Aviation Administration, and any other applicable governing authority;

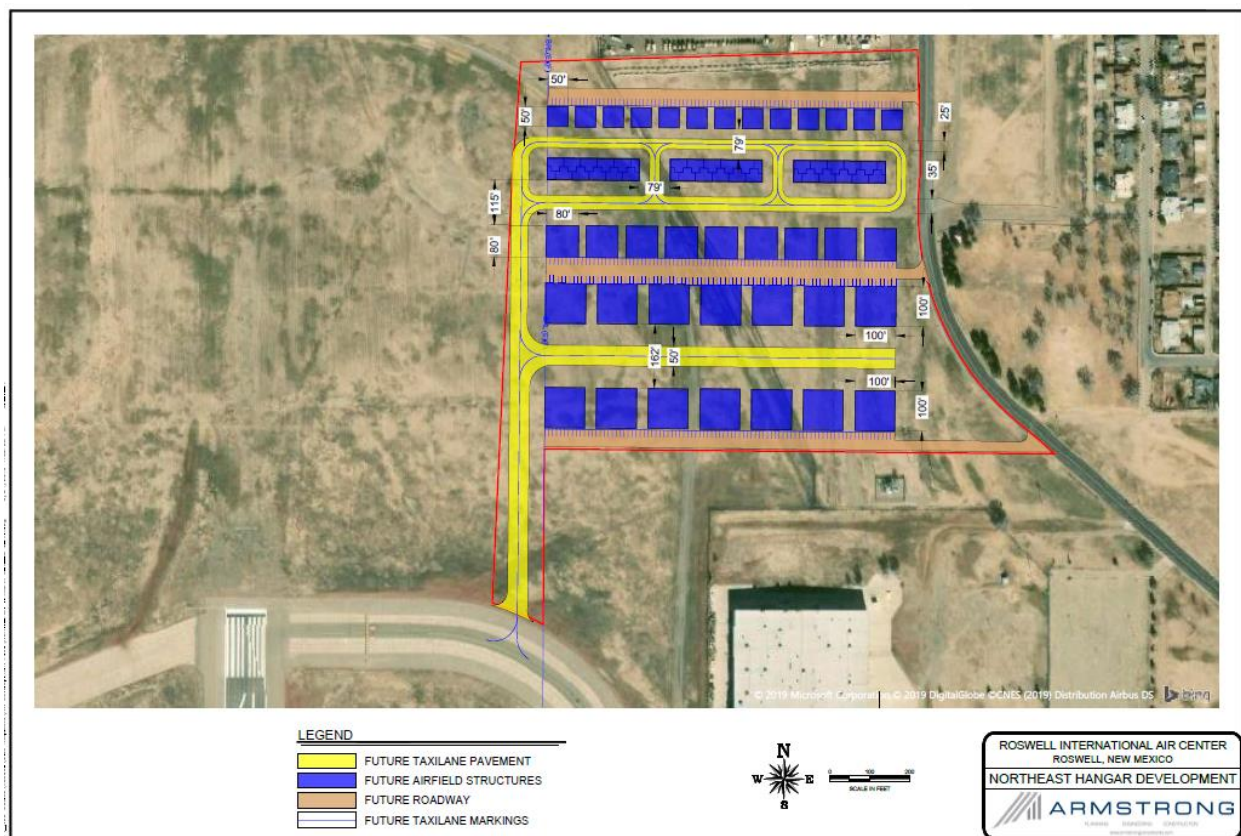
Respondent shall be responsible for providing any necessary utility feeds (i.e. electrical, water, etc.) required for the building site including installation of the necessary underground infrastructure and runs to connect to the nearest, approved utility source;

Respondent shall be responsible for the full restoration of any existing infrastructure that may need to be disturbed including the relocation and restoration of any existing utilities and airfield equipment including, but not limited to taxiway edge lights, guidance signs, underground utility runs, pavements, grass areas, and stormwater drainage systems.

Professionals employed by the Respondent shall be insured and licensed in the State of New Mexico, including but not limited to architects, engineers, planners, contractors, and surveyors and all contracts for improvements shall provide for a payment and performance bond in accordance with New Mexico law.

The Respondent shall be required to submit to the City all documentation substantiating the final cost of the project (and to substantiate the final lease term), including but not limited to copies of paid invoices/receipts.

EXHIBIT B



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, Property Manager, 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, Property Manager, via email at j.lanfor@roswell-nm.gov or telephone (575) 347-5703 or by cell at (575) 246-1176 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 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, Property Manager, 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 T-Hangar/Box-Hangar Development
c/o Jenna Lanfor, Property Manager
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. References;
6. Description of the key personnel that will manage operations at the Airport;
7. Lease term (in years) requested;
8. Rationale of respondent's interest in the premises;
9. Proposed improvements to be constructed;
10. Sketch plan of the proposed layout;
11. Development timeline and estimated length to completion;
12. Estimate of costs for project; and
13. 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.