

QUESTIONS AND ANSWERS

ATTENDEES:

Emblem Aviation
Dano Builders

Questions 1: Fuel Truck Size:

Jet: 3,000 gls AVGas:1,200 gls

Question 2: GPM on Fuel Trucks:

Jet: 450 AV Gas: 50

Questions 3: What is the system for the Self Fueling?

Ascent uses QT Terminal
Site Minder is used to process credit cards.

Question 4: Does the City own the fuel trucks or does Phillips 66 own them?

The City owns the fuel trucks.

Question 5: Will the City continue to bid for a fuel vendor with the FBO?

No. The FBO would be required to bid for a fuel vendor.

Question 6: Does the City participate in Part 139 Fire Training?

The Fire Department is a private entity. However, they do train and run calls at the Airport. They have a staff of 10 that works 24/7 at the Airport. The Fire Department just finished the Part 139 Fire Training this year. One member of the line staff will have to undergo training every two years to comply with Part 139. Fuel supplier will usually pay for part or all of the cost. The trained person can then certify the other line people.

Question 7: Do we have a current military fuel contract?

No. They currently pay with a government credit card. The transaction is processed manually.

Question 8: Are there any up and coming projects that would require services to be shut down?

No.

Question 9: What is the width of the runway?

100 foot.

Question 10: Does the Airport have an in-to-plane rate with Great Lakes Airlines?

The rate is \$0.50, however Great Lakes rarely purchases fuel from Show Low.

Question 11: Does the Airport offer contract fuel with Phillips 66?

No. We offer a discount based on volume purchased.

Question 12: What is the biggest reason for the decline in fuel sales after 2007?

There are two reasons for the decline: 1) the economy, 2) short airport staff to deal with customers.

Question 13: Is there a need and does the Airport provide de-icing services?

No. However, Great Lakes does their own and will do others for a fee.

Question 14: Does the Airport have historic fuel flows for the past three years.

Yes. They are available upon request.

Question 15: Is there a self fueling policy?

Yes. Currently, no one can bring in their own fuel. They are required to purchase fuel from the Airport. With a private FBO, the city will only be able to enforce compliance with our minimum standards for commercial activities, and the terms of the Self-Fueling Permit required of any self fueler.

Question 16: What is the expected Contract Date?

The City would like the contract to be operational by July 1, 2010. There is a possibility of this date being negotiable.

Question 17: Do you have current rates and charges?

Yes. Available upon request.

Question 18: What is the rate schedule for the hangar tenants?

The rate is \$0.32 per square foot per year with a CIP increase each year. The 3 hangars owned by the City are rented at a higher rate.

Question 19: What are the stats on the based aircraft?

75 to 100 based aircraft. This is for general aviation only and it varies. This also does not include the air ambulance service.

There are approximately 64 single, 6 twin, and 3 turbo props.

Question 20: What is the majority of your Jet fuel sales?

Transient jets make up most of the fuel sales and on site air ambulances.

Question 21: Do we have a Profit and Loss for fuel?

City can provide information for past 3 years if requested.

Question 22: What equipment is available for lease?

There are 2 fuel trucks and the fuel farm.

Question 23: Who will be responsible for the maintenance on the fuel equipment?

The FBO will be responsible for general maintenance and minor repairs.

The City will be responsible for major repairs.

Question 24: Where do you get your fuel?

Fuel is delivered from Phoenix.

Question 25: Who is responsible for the common area maintenance?

The FBO.

Question 26: Who will assume the collection of the tie down fees?

The FBO will collect tie down fees and pay the City a portion at a negotiated rate.

Question 27: What is the definition or interpretation of the Cash Bond?
A guarantee of performance by the deposit of cash to an agreed amount.

Question 28: Who will be responsible for the insurance on the fuel trucks?
The FBO having the sole custody and operational control of the trucks, will be responsible for the insurance and naming the city as additionally insured and providing the certificate of insurance. All employees operating the trucks will have to undergo driver training in order to satisfy part 139 requirements.

Question 29: What is the definition or interpretation of security?
“Security” with respects to how the word is used in the Facility Management section of the Management Operations Plan in the RFP (page 9), would refer to how the operation of the FBO would safeguard those Security issues that are important to Part 139 airport compliance. Recognizing that the Show Low airport has compliance requirements as set forth in the Airport Compliance Manual and preparing the operational plan to meet those requirements would generally suffice for the response to this RFP..

Question 30: What is the City planning on doing with the current security equipment for the gates?

The FBO personnel would have to assume responsibility for the gate control. The city airport staff will approve who can be assigned permanent access.

Question 31: What is the size of the doors of the city hangars for lease?

The door opening is 18’ high and 70’ wide.

Question 32: Are fuel revenues excluded from the 2% Gross Sales calculation since fee revenues are already addressed when collecting the fuel flow tax?

Yes, they are excluded.

Question 33: According to the Airport Minimum Standards document included in the RFP, the FBO is required to be open from 6 a.m. to 7 p.m. for line services. Due to the seasonal swings in demand as evidenced by monthly fuel flows, does the FBO have the ability to adjust the hours of operation based upon shifting customer demand?

We want to have set hours and we are looking to improve what we already have in place with respect to service. We are agreeable to a winter schedule of 7 a.m. to 7 p.m.

Question 34: Does SASO experience (such as aircraft charter, maintenance, or airport management) count towards the required experience level in the RFP?

This would be beneficial experience and should be noted and would be counted. Although it would not be specific FBO experience, the selection committee will have to look at the various experience levels among the proposers.

Question 35: Can you please expound on and clarify the requirement for having a NOAA certified weather observer available at the airport, as this is not a Part 139 requirement. This would appear to be a Part 121 responsibility for the airline. Can you please respond as to why this is necessary since the airport has an AWOS system, the reasons why the City assumed this duty as the FBO rather than the airline, and is there a compensatory structure whereby the FBO can be reimbursed by the airline or airport for providing this non-revenue generating service?

SOW was eager to facilitate air service at the outset. The FBO could make an arrangement with Great Lakes for compensation. If you could not negotiate that, you may want to mention it in your proposal as one of the benefits that you are offering on the revenue side.