

Tri-Cities Airport Authority (TCAA)

AEROSPACE PARK – Speculative Hangar Development

Request For Qualifications

Name of Project: **Speculative Hangar Development** (including Design, Finance, Construction, and Leasing of a speculative hangar on ground lease within Aerospace Park at Tri-Cities Airport (TRI).

Date of Request: January 20, 2025

Response Deadline: 5:00 P.M. Eastern Time on February 20, 2025

Inquiries: All inquiries must be e-mailed to Mark Canty at mcanty@flytri.com

Method of Response

All responses must be submitted electronically at **businessdevelopment.flytri.com**. Respondents will create an account and upload documents.

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APPENDIX A Respondent’s COVER LETTER

1. Overview of the Project and Required Services

Project Summary

The Tri-Cities Airport Authority (TCAA) who owns and operates the Tri-Cities Airport (TRI), a full-service commercial airport located in Northeast, TN., is seeking qualifications from experienced building developers for the design, construction, financing and Ownership of a speculative hangar within its on-field 160-acre industrial park, Aerospace Park.

Background

Aerospace Park is the result of a more than \$22 million land improvement investment designed to support the growing aerospace and aviation industries in the Northeast, TN region. The park offers a unique combination of direct runway access, modern infrastructure, and is strategically positioned to support a wide range of aviation-related and industrial activities. The construction of a speculative hangar will provide immediate infrastructure that can accommodate various industrial and commercial needs, thereby fostering economic development and job creation in the Tri-Cities area. Tri-Cities Airport Authority is seeking interested parties to develop a large hangar that will be marketed for aviation maintenance, repair, overhaul (MRO), aviation manufacturing, air cargo and other aviation uses to maximize the economic impact of Aerospace Park. The project site is limited to aviation-related uses and not general industrial use and is also represented by David Lotterer of JLL. Aerospace Park's strategic plan precludes development opportunities related to private aircraft storage. For the purposes of this RFQ, Tri-Cities Airport Authority is not pursuing a master development agreement for Aerospace Park, nor guaranteeing exclusive rights beyond this project. Land commitments in excess of the proposed project will require a commensurate commitment and timeline for full development.

Interested parties would be expected to design, finance, and construct the speculative hangar, with the airport providing a competitive long-term land lease within Aerospace Park. The developer will cooperate with the Tri-Cities Airport Authority to market the property to aviation businesses. Developer will be solely responsible for leasing to the tenant. While the selected developer would be responsible for the finance, construction, and Ownership of the finished hangar, the Tri-Cities Airport Authority, along with its municipal stakeholders, will work with the selected developer to bring as many financial tools and assistance programs to the table as possible. Such programs could include: rent guarantees while tenant is being secured, gap financing, property tax abatements, and others. The Tri-Cities Airport Authority, along with its municipal stakeholders, are open to exploring creative financing, ownership, and management solutions, including public private partnership (PPP) agreements with the goal of having a speculative hangar constructed to market to aviation related industries.

The purpose of this Request for Qualifications (RFQ) is to identify and qualify the interested respondents able to provide the services described in Section 4 needed by Tri-Cities Airport Authority to support this initiative.

Proposers must demonstrate superior experience, financial strength, and organizational resources to develop the Site with a project appropriate to the Airport's business environment.

Based on the review of the RFQ Responses, Tri-Cities Airport Authority intends to issue a Request for Proposals to Qualified Respondents who may then be invited to enter into a Contract(s) for provision of the services described in section 4.

2. Request for Qualifications Definitions

Throughout this Request for Qualifications, the following definitions will be used:

- a) “Contract” means a written contract executed by Tri-Cities Airport Authority and the Developer as a result of an RFP.
- b) “Developer” means a Qualified Respondent who is the successful proponent to an RFP who enters into a Contract with Tri-Cities Airport Authority.
- c) “Qualified Respondent” means a Respondent possessing the qualifications described in this RFQ. The Qualified Respondent may be an individual entity or a team of entities who together perform the scope of the project.
- d) “Respondent” means an individual company or team that submits or intends to submit a Response.
- e) “Response” means a statement of qualifications submitted in reply to this RFQ.
- f) “RFP” means a Request for Proposals for provision of the services described in Section 4 that may be issued to all Qualified Respondents.
- g) “RFQ” means the process described in this Request for Qualifications.
- h) “Ownership” means the rights and responsibilities associated with the structure built on the ground-leased property. This includes being the lessor to building tenants and responsibility property management.

3. Request for Qualifications

Inquiries

All inquiries related to this RFQ are to be directed, in writing, to the email address on the front cover of this RFQ. Information obtained from any other source is not official and should not be relied upon.

Response Deadline

The Response Deadline is 5:00 P.M. Eastern Time on February 20, 2025. The Response must comply with the Required Deliveries on the first page of this RFQ.

Late Responses

Only complete Responses received before Closing Time will be considered to have been received on time. Responses that are received late will not be considered or evaluated.

Review and Selection

Tri-Cities Airport will evaluate Responses against the mandatory criteria described in Section 5. Responses not meeting all mandatory criteria will be rejected without further consideration. Qualified Respondents will be provided with a copy of the RFP if one is issued.

Signed Responses

The Response must include a cover letter substantially similar to the cover letter set out in Appendix A and the cover letter must be signed by a person authorized to sign on behalf of the Respondent and to bind the Respondent to statements made in the Response to this RFQ.

Changes to Response Wording

The Respondent may not change the wording of its Response after the closing date and time specified on the front cover of this RFQ and no words or comments will be added to the Response unless requested by Tri-Cities Airport Authority for purposes of clarification.

Respondent Expenses

Respondents are solely responsible for their own expenses in preparing a Response and for subsequent negotiations with Tri-Cities Airport Authority, if any. Tri-Cities Airport Authority will not be liable to any Respondent for any claims, whether for costs or damages incurred by the Respondent in preparing the Response, loss of anticipated profit in connection with any final Contract, or any other matter whatsoever.

Acceptance of Responses

This RFQ is not an agreement to purchase goods or services. Tri-Cities Airport Authority is not bound to enter into a Contract with any Qualified Respondent. Responses will be assessed in light of the qualification review criteria. Tri-Cities Airport Authority will be under no obligation to receive further information, whether written or oral, from any Respondent.

Request for Proposals

It is anticipated that an RFP will be issued to each Qualified Respondent within forty-five (45) business days after the Response Deadline.

RFQ Is Not a Contract

Notice in writing to a Respondent that it has been identified as a Qualified Respondent will not constitute a Contract nor give the Respondent any legal or equitable rights or privileges relative to the service requirements set out in this RFQ or in any subsequent RFP. Only if a Qualified Respondent and the Tri-Cities Airport Authority enter into a subsequent full written Contract, result an RFP, will a Respondent acquire any legal or equitable rights or privileges.

Modification of Terms

Tri-Cities Airport Authority reserves the right to modify the terms of this RFQ at any time in its sole discretion. This includes the right to cancel this RFQ at any time without issuing an RFP and the right to cancel the RFP at any time without entering into a Contract.

Ownership of Responses

All documents, including Responses, submitted to Tri-Cities Airport Authority become the property of Tri-Cities Airport Authority. They will be received and held in confidence by the Tri-Cities Airport Authority, subject to the provisions of applicable law.

Confidentiality of Information

Information pertaining to the Tri-Cities Airport Authority obtained by the Respondent as a result of participation in this RFQ and any subsequent RFP is confidential and must not be disclosed without written authorization from Tri-Cities Airport Authority.

Collection and Use of Personal Information

Respondents are solely responsible for familiarizing themselves, and ensuring that they comply, with the laws applicable to the collection and dissemination of information, including resumes and other personal information concerning employees and employees of any subcontractors. If this RFQ requires Respondents to provide Tri-Cities Airport Authority with personal information of employees who have been included as resources in response to this RFQ, Respondents will ensure that they have obtained written consent from each of those employees before forwarding such personal information to Tri-Cities Airport Authority. Such written consents are to specify that the personal information may be forwarded to Tri-Cities Airport Authority for the purposes of responding to this RFQ and use by Tri-Cities Airport Authority for the purposes set out in the RFQ. Tri-Cities Airport Authority may, at any time, request the original consents or copies of the original consents from Respondents, and upon such request being made, Respondents will immediately supply such originals or copies to Tri-Cities Airport Authority.

Respondent Meeting

A meeting, virtual or in-person, with Respondents may be held at Tri-Cities Airport Authority's sole discretion. There will be limited opportunity for oral questions at the Respondent meeting. Therefore, questions should be forwarded in advance by e-mail or by facsimile, prior to the meeting, to the contact person designated on the front cover of this RFQ.

4. Services

Description of Services

The Qualified Respondents who become Developers may perform and be responsible for the following services and duties:

Company will be engaged to design, finance, and construct a large speculative hangar which it will be lease to an aviation related business.

Company will work with Tri-Cities Airport Authority, the local economic development team, and municipal stakeholders to determine to optimal financing mode, facility specific attributes, and facility's end user/tenant.

5. Qualifications Review Criteria

Mandatory Criteria

The following are mandatory requirements. Responses not clearly demonstrating that they meet them will receive no further consideration during the qualifications review process.

Criteria	
a)	The Response must be received by Tri-Cities Airport Authority by the specified closing date and time.
b)	The Response must be in English.
c)	One complete electronic Response must be submitted electronically and received by Tri-Cities Airport by the Response Deadline.
d)	Each Response must include a cover letter substantially similar to the cover letter set out in <u>Appendix A</u> and the cover letter must be signed, by a person authorized to sign on behalf of the Respondent and to bind the Respondent to the statements made in the Response to this RFQ.
	<ul style="list-style-type: none">• Portfolio sample of similar projects completed and any available case studies on project's impact of success.• List of previous clients/communities, specifically clients who operate within the Economic Development or Commercial Airport spectrum, that you would feel comfortable with us reaching out to.• Estimated timeline to deliver completed hangar based upon previous experience.• Information of average project budgets of similar work completed.• Demonstration of developer's financial capability

Desirable Criteria

Responses meeting all mandatory requirements will be further assessed against the following desirable criteria.

Criteria

- Experience with public-private partnership development opportunities.

- Firm's experience working with commercial airports.

- Estimated timeline for deliverables.

- Creative financing models

The successful Developer should also demonstrate:

- Strong operational fundamentals with excellent customer service.
- A superior vision for the Site that will enhance the Airport's appeal to aeronautical users.
- A feasible concept development plan having sound design and construction characteristics.
- A solid financial return to the Airport and unconditional commitments to invest in the Site.
- A plan that contributes to the Airport's role as an economic engine and job creation center for the region.

6. Respondent's Response

The following format and sequence should be followed in order to provide consistency in the Respondent's submissions and ensure each Response receives full consideration. All pages should be consecutively numbered.

NAME OF RESPONDENT

CONTACT INFORMATION FOR PRIMARY CONTACT

DESCRIPTION OF RESPONDENT'S EXPERIENCE AND EXPERTISE

NAMES AND WORK EXPERIENCE OF EMPLOYEES DESIGNATED TO PROVIDE SERVICES

REFERENCES

Appendix A – Respondent’s Cover Letter

[Respondent’s Letterhead]

_____, 2025

Tri-Cities Airport Authority
2525 Highway 75
Suite 301
Blountville, Tennessee 37617
Attention: **Mark Canty**

Subject: **Request for Qualifications**

The enclosed Response is submitted in response to the above-referenced Request for Qualifications.

We have carefully read and examined the Request for Qualifications and have conducted such other investigations as were prudent and reasonable in preparing the Response. We are authorized to submit this Response on behalf of the Respondent.

Yours truly,

Signature

Name: _____

Title: _____

Telephone Number: _____

e-mail address: _____

Legal name of Respondent: _____

Date: _____