



REQUEST FOR PROPOSALS FOR LEASE FOR SCOTTSDALE AIRPORT HANGAR FACILITY LEASE

SOLICITATION QUESTIONS RESPONSE #2

December 22, 2015

The following solicitation questions were received regarding the Request for Proposals for SCOTTSDALE AIRPORT HANGAR FACILITY LEASE. The responses are included below. If any of these responses conflict with the existing RFP, the Solicitation Questions Response will control. All other provisions in the RFP remain in effect as previously published.

RFP QUESTIONS

1. There is obviously a lot of growth at KSDL, but we what is the current hangar space capacity and utilization on the field?
 - **Response:** Scottsdale Airport has 16 hangar facilities, which include two executive aircraft hangar facilities, 10 conventional hangars and four T-hangar and box hangar facilities. According to the recently completed Scottsdale Airport Master Plan there is 437,600 square feet of hangar/shade space on-airport and an additional 837,800 square feet of hangar space in the surrounding Scottsdale Airpark. According to a market assessment completed this month, the approximate overall vacancy rate for executive hangars at Scottsdale Airport (on-airport and Airpark combined) is between 5.5% and 6.5%.

2. Could you substantiate the demand you are proposing in the RFP for needed hangar space for large aircraft; G650, G550, Global, and 7X size? Has there been any market research to support this anticipated growth?
 - **Response:** According to the recently completed Airport Master Plan Document, based on FAA approved forecasts, it is estimated that approximately 950,000

square feet of hangar space will be needed to accommodate potential long term demand for general aviation aircraft activity. A large portion of potential growth includes large aircraft. Utilizing hangar space in the Airpark for large aircraft typically will not work, due to the wingspan restrictions for aircraft in the Airpark. The master plan document can be found at the following link: <http://scottsdale.airportstudy.com/>.

3. Is there an option for Signature to sell one of the FBO licenses yet keep both facilities following the acquisition? If that were the case would the airport authority allow for this proposed facility to acquire an FBO license?
 - **Response:** At this point there has been no discussion about the FBO acquisition, but it is highly unlikely Signature will keep both leaseholds. The RFP does not allow for FBO operations.
4. Request RFP submission be for both hangar leases available in the offering.
 - **Response:** RFP was amended to allow one entity to bid on both hangars.
5. Request the airport grant a 30 day extension to the January 6, 2016 due date of the proposal.
 - **Response:** The RFP due date has already been extended to January 27, 2016. At this time no further extensions will be granted.