

Full Service Fixed Base Operator  
 Tri-Cities Airport  
 RFP Addendum #1  
 Responses to Questions  
 Received

- 1. Confirm that Tri-cities Airport would supply the Jet A and AV Gas storage tanks? If so, what is the cost to lease these per month or is that what the fuel flowage fee covers?**

*The Tri-Cities Airport will not be supplying the Jet A and AV Gas storage tanks. It is the responsibility of the operator to provide the fuel tanks and the land for the storage of the tanks will be available for an additional land lease rate. The Tri-Cities Airport Land Rent Schedule (not including 12.84% leasehold tax) is below:*

<b>Aviation Land Rates</b>	<b>Per Acre/Month</b>
0-.5 acre	\$1,423.54
.5-1 acre	\$1,198.77
1-2 acres	\$974.00
2+ acres	negotiable
<b>Industrial Park Land Rates</b>	
Unimproved Land	\$806.18
Semi-Improved Land	\$888.55
Paved	\$952.02

- 2. Do you have existing FBO pro-forma's from previous years which you are able to share?**

*No, the Port does not have any FBO pro formas from previous years.*

- 3. Are you able to provide a breakdown of the 311,000 gallon per year average by Jet A and AV Gas?**

*Although the numbers for Jet A and AV Gas are reported separately, the Port only tracks the total number of gallons, as the fuel flowage fee collected is the same, regardless of the type of fuel. So the exact breakdown is not immediately available, but a quick estimate of looking over the years of the reports shows approximately 40,000-50,000 gallons of AV gas per year.*

- 4. Does the existing FBO provide any line service or passenger servicing to the existing airlines at Tri-cities Airport? If so, which ones?**

*The existing FBO has provided line service and passenger servicing to occasional charter flights in the past.*

- 5. Would an existing hanger be available for rent? If so, what would the monthly lease rate be and approximate square footage of the building be?**

*An existing hangar could be made available. The one located the closest to the FBO building is approximately 8,000 square feet of hangar, office and storage space. It leases for approximately .2786/square foot per month. Leasehold tax of 12.84% is collected on top of the rent.*

*Other hangar options may be available and can be discussed, but are not located adjacent to the FBO building.*

- 6. What would be the expected monthly lease per for the existing fixed base operator building?**

*The FBO lease rate is .2993/square foot per month. The approximate estimated monthly rent would be \$2,214.82 (not including leasehold tax of 12.84%). This does not include the land lease for the fuel tanks and/or hangar construction or a potential hangar lease rent.*

- 7. Will the exiting incumbent FBO's remain in place (ie Bergstrom and Sullinair) or is the plan to replace one of these with the successful candidate of this RFP? If so, which one?**

*Bergstrom Aircraft will remain in place. SullinAir is no longer in business. The successful candidate of the RFP will replace SullinAir.*

- 8. Will the Airport be providing the fueling storage tanks for both AV Gas and Jet A? If so, what are the size of the tanks?**

*No, the airport is not providing fuel storage tanks.*

- 9. Can you please provide photos of the inside of the FBO terminal building which the successful bidder would lease and / or dismantle and rebuild?**

*Yes, see Attachment A.*

- 10. Will the Port of Pasco offer any financial assistance/subsidy/discounts or comparable in support of respondents to the RFP?**

*No financial assistance, subsidies or discounts or comparable are being offered to respondents to the RFP. Respondents will pay published lease rates.*

- 11. If there are no successful proposals, what action will the Port of Pasco take? Revise the RFP? Cancel the RFP? Or will the Port of Pasco start directly competing with private business as a fuel retailer?**

*The Port of Pasco does not have a plan of action if there are no successful proposals. That is a decision that will be made at a later time, if in fact, no proposals are successful.*

- 12. Are you able to provide a further breakdown of the 311,000 gallons by contract fuel, military and general aviation?**

*The Port of Pasco does not have this information.*

- 13. Is Hangar 1-69 available for lease and if so, what is the monthly lease rate?**

*Hangar 1-69 is actually a T-hangar building located toward the north end of the apron. Port staff is assuming the question relates to Hangar 69 that is located adjacent to the proposed FBO facility. Hangar 69 is currently leased. It could possibly be made available, and it currently leases for \$2,189.33 plus 12.84% Washington State Leasehold Excise tax, per month.*

- 14. Will the Port supply a lot for off field fuel storage? If so, how far from the proposed FBO will it be?**

*The Port will not supply a lot for fuel storage. Any lot is available at the land lease rates listed in question #1. There is the potential for land to be made available for off field fuel storage that is located across the street (Stearman Ave.) from the proposed FBO.*

- 15. Would the Port entertain, not on a permanent basis, but to get the FBO up and running, enlarging the current fuel containment area toward the old tower by approximately 30 feet. This would allow an extra 20,000 gallons of jet fuel or a total of 50,000 gallons in the current, enlarged, containment area.**

*The Port is open to the expansion of the current fuel containment area, so long as neighboring operations are not impacted. This land would be leased per the rate schedule listed in question #1, and any improvements to enlarge the containment area would be at the tenant's expense.*

- 16. What is the intended effective date of the selected proposer?**

*The Port intends to award the RFP to the successful proposer on July 24. The Port would anticipate a month or two of negotiations, and would estimate a lease effective date sometime in the 3<sup>rd</sup> quarter of 2024.*

- 17. Please publish the pre-bid conference attendance list.**

*See Attachment B.*

- 18. If questions were taken and answers provided during the pre-bid conference, please provide the information shared.**

*No questions and answers were provided. All questions were directed to be submitted in writing and are included in this addendum.*

- 19. Please provide a breakdown of the 2019-2023 fuel flowage by type and FBO Operator.**

*The Port does not track by fuel type. A breakdown for the fuel flowage by Operator is attached as Attachment C.*

**20. How many square feet of hangars does the Port manage?**

*T-hangars: approximately 18,000 square feet  
Barrel hangars: approximately 62,000 square feet*

**21. Is there a waitlist for hangar space?**

*Yes, the Port keeps a waitlist for T-hangar space.*

**22. Please provide details and locations of the Port owned hangars available for use for storage and maintenance (size, door height, door type).**

*The hangar that could potentially be made available is located adjacent to the proposed FBO building. It has 8,000 square feet of hangar space and approximately 3900 of office and storage space. The door height is approximately 18 feet. The hangar door is a multi-panel slide.*

*Other hangars located on the airfield with potential availability are listed in the table below:*

<b>Hangar</b>	<b>HANGAR SQFT</b>	<b>OFFICE/STORE SQFT</b>	<b>Rent/MO</b>
142	30,000	0	\$ 2,747.00
72N	6,000	0	\$ 582.55
72S	6,000	1,947	\$ 1,021.35
71N	4,000	1,800	\$ 527.85
71S	8,000	3,945	\$ 2,272.43
69	9,000	7,377	\$ 2,189.33

**23. Are the tanks, associated piping and equipment within the premises available for use by the selected Proposer?**

*There are no tanks, piping or equipment available for the selected proposer. That would be the responsibility of the proposer to provide.*

**24. How many self-serve fueling facilities exist and where are they located?**

*No public self-serve facilities exist.*

**25. How many square-feet is the paved ramp and A/C parking shown on Exhibit A?**

*Based on a quick google earth estimate, the paved ramp and A/C parking area shown on Exhibit A is approximately 50,000 square feet (1.14 acres).*

**26. Please provide details of the property adjacent to the existing leasehold that is available for lease for the construction of hangars or fuel farm.**

*The attached "South General Aviation" (Attachment D) shows potential construction opportunities on the airfield, adjacent to the FBO facility. These spaces would lease at a rate listed in Question #1 (aviation land). There is also potential for a fuel farm placed outside of the airfield, located across Stearman Avenue. This land would lease at the non-aviation land rates in Question #1.*

Attachment A - Photos

Entry Area - landside and airside



Entry Area - landside and airside, continued





Break room/secondary areas



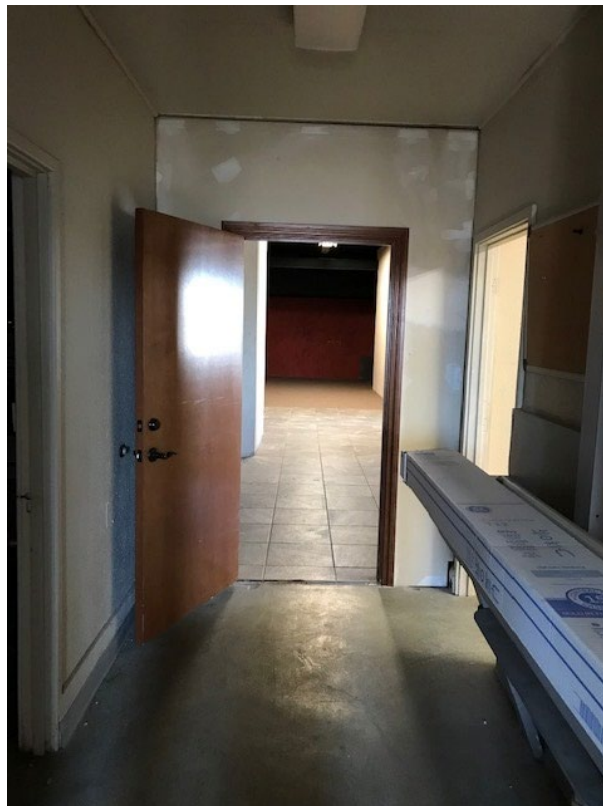
Break room/secondary areas, continued



Finished Restroom



Other Areas



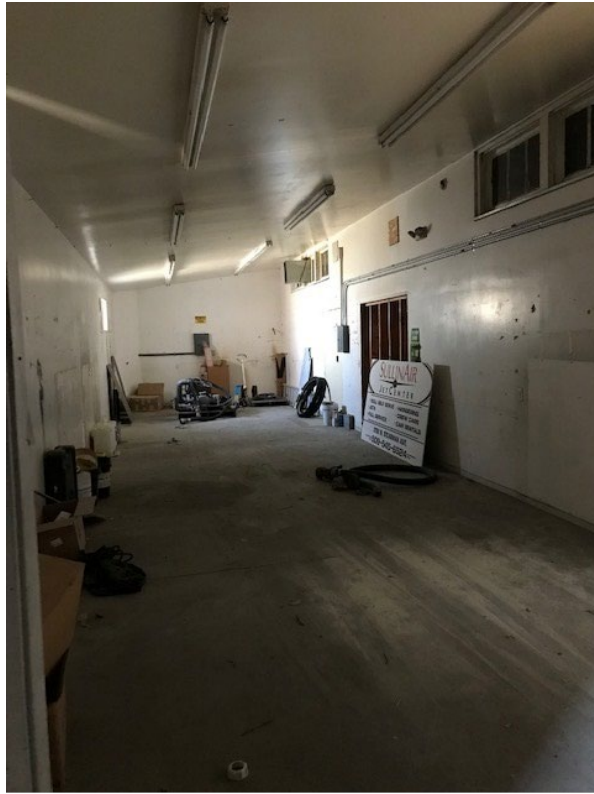
Other Areas, continued



Unfinished Restroom



Storage Bays



Storage Bays, continued





Attachment B - Pre-Proposal Meeting Attendee Sign In Sheet



## Attachment C - Fuel Flowage Spreadsheets

**Fuel Flowage Gallons - Bergstrom**

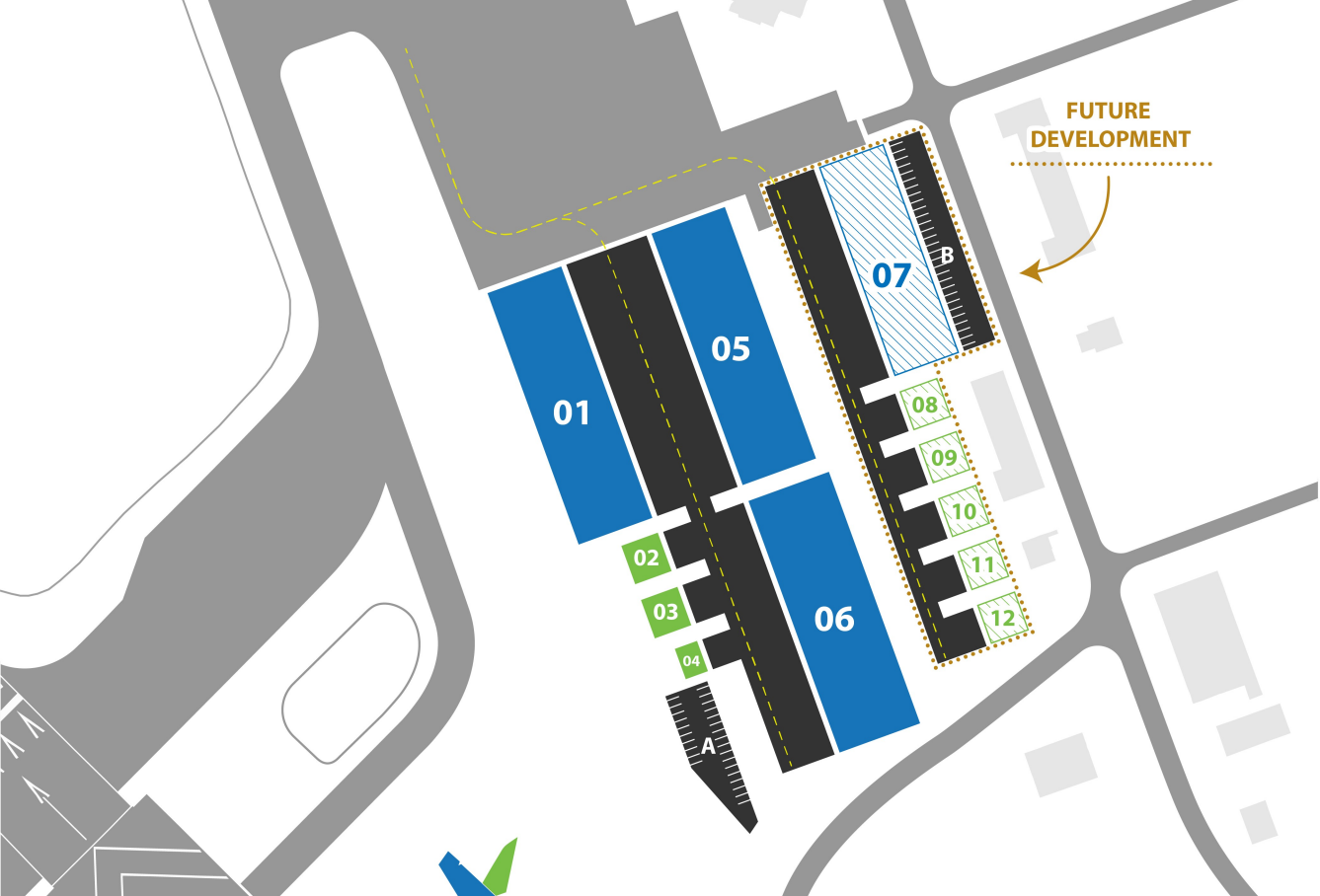
<b>2019</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>YTD</b>
gal uses		18627	25076	33593	30996	20947	30894	20875	30702	30846	31543	31010	30150	335259
0.05		931.35	1253.8	1679.65	1549.8	1047.35	1544.7	1043.75	1535.1	1542.3	1577.15	1550.5	1507.5	16762.95
0.1284		0	0	0	0	0	0	0	0	0	0	0	0	
		931.35	1253.8	1679.65	1549.8	1047.35	1544.7	1043.75	1535.1	1542.3	1577.15	1550.5	1507.5	16762.95
<b>2020</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>YTD</b>
gal uses		10560	21008	20643	21004	10456	30903	20858	30769	31250	41511	21052	22125	282139
0.07		739.2	1470.56	1445.01	1470.28	731.92	2163.21	1460.06	2153.83	2187.5	2905.77	1473.64	1548.75	19749.73
0		0	0	0	0	0	0	0	0	0	0	0	0	
		739.2	1470.56	1445.01	1470.28	731.92	2163.21	1460.06	2153.83	2187.5	2905.77	1473.64	1548.75	19749.73
<b>2021</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>YTD</b>
gal uses		10562	10549	31729	10483	10461	31424	20880	31262	41914	21109	31675	21085	273133
0.07		739.34	738.43	2221.03	733.81	732.27	2199.68	1461.6	2188.34	2933.98	1477.63	2217.25	1475.95	19119.31
0		0	0	0	0	0	0	0	0	0	0	0	0	
		739.34	738.43	2221.03	733.81	732.27	2199.68	1461.6	2188.34	2933.98	1477.63	2217.25	1475.95	19119.31
<b>2022</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>YTD</b>
gal uses		21184	21138	21146	10505	20959	31583	20857	31346	21083	32558	21074	31803	285236
0.07		1482.88	1479.66	1480.22	735.35	1467.13	2210.81	1459.99	2194.22	1475.81	2279.06	1475.18	2226.21	19966.52
0		0	0	0	0	0	0	0	0	0	0	0	0	
		1482.88	1479.66	1480.22	735.35	1467.13	2210.81	1459.99	2194.22	1475.81	2279.06	1475.18	2226.21	19966.52
<b>2023</b>		<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>YTD</b>
gal uses		10574	32679	21135	31519	31386	31217	30511	30748	41144	40963	35779	41785	379440
0.07		740.18	2287.53	1479.45	2206.33	2197.02	2185.19	2135.77	2152.36	2880.08	2867.41	2504.53	2924.95	26560.8
0		0	0	0	0	0	0	0	0	0	0	0		
		740.18	2287.53	1479.45	2206.33	2197.02	2185.19	2135.77	2152.36	2880.08	2867.41	2504.53	2924.95	26560.8

**Fuel Flowage Gallons - Sullin**

<b>2019</b>	<b>Dec-18</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>YTD</b>
gal uses	603	5705	5579	4382	730	1910	1538	2315	2711	871	507.00	1,350.00	28,201.00
0.05	\$ 30.15	\$ 285.25	\$ 278.95	\$ 219.10	\$ 36.50	\$ 95.50	\$ 76.90	\$ 115.75	\$ 135.55	\$ 43.55	\$ 25.35	\$ 67.50	\$ 1,410.05
0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ 30.15	\$ 285.25	\$ 278.95	\$ 219.10	\$ 36.50	\$ 95.50	\$ 76.90	\$ 115.75	\$ 135.55	\$ 43.55	\$ 25.35	\$ 67.50	\$ 1,410.05
<b>2020</b>	<b>Dec-19</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>YTD</b>
gal uses	0	0	0	0	0	0	0		0	20748	0.00	0.00	20,748.00
0.07	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,452.36	\$ -	\$ -	\$ 1,452.36
0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,452.36	\$ -	\$ -	\$ 1,452.36
<b>2021</b>	<b>20-Dec</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>YTD</b>
gal uses	0.00	0.00	0.00	0.00	5,018.00	0.00	0.00	30,551.00	1,988.00	4,979.00	0.00	0.00	42,536.00
0.07	\$ -	\$ -	\$ -	\$ -	\$ 351.26	\$ -	\$ -	\$ 2,138.57	\$ 139.16	\$ 348.53	\$ -	\$ -	\$ 2,977.52
0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	\$ -	\$ -	\$ -	\$ -	\$ 351.26	\$ -	\$ -	\$ 2,138.57	\$ 139.16	\$ 348.53	\$ -	\$ -	\$ 2,977.52
<b>2022</b>	<b>21-Dec</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>YTD</b>
gal uses	0.00	5,079.00	0.00	0.00	0.00	0.00	0.00	0.00	38,711.00	0.00			43,790.00
0.07	\$ -	\$ 355.53	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,709.77	\$ -	\$ -	\$ -	\$ 3,065.30
0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	\$ -	\$ 355.53	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,709.77	\$ -	\$ -	\$ -	\$ 3,065.30



Attachment D - South Hangar Development Map



**FUTURE DEVELOPMENT**



## South General Aviation

### AVAILABLE DEVELOPMENT

### FUTURE DEVELOPMENT

	Footprint / Hangar Size	Allowable Height MSL (BLDG)		Footprint / Hangar Size	Allowable Height MSL (BLDG)
<b>01</b>	110' x 360'	446' (41') NW Corner 435' (30') SW Corner	<b>07</b>	100' x 300'	444' (37')
<b>02</b>	60' x 60'	437' (31')	<b>08</b>	60' x 60'	444' (37')
<b>03</b>	60' x 60'	433' (27')	<b>09</b>	60' x 60'	444' (37')
<b>04</b>	50' x 40'	432' (25')	<b>10</b>	60' x 60'	444' (37')
<b>05</b>	110' x 360'	444' (37')	<b>11</b>	60' x 60'	444' (37')
<b>06</b>	120' x 360'	444' (37')	<b>12</b>	60' x 60'	444' (37')
<b>A</b>	50' x 300'	423' (15')	<b>B</b>	~60' x 200'	423' (15')

