



Addendum No. Two

Date: August 4, 2022

RFP No: FY23-805-07 Full Service Fixed Base Operator

This Addendum # 2 to the Request for Proposals for Full Service Fixed Base Operator (“RFP”) contains the following clarifications, changes, additions, and/or deletions of the RFP:

In order to prevent any confusion, Section 1.6.2 of the RFP is hereby deleted in its entirety and replaced as follows:

1.6.2 *Payment to Airport*

For the rights and privileges granted herein, the successful RESPONDENT shall agree to pay the following:

- 1) A fuel flowage fee comprised of:
 - a. 100LL sales; and
 - b. JetA sales to FBO customers; and,
 - c. JetA sales to cargo carriers.
- 2) A privilege fee of 2.5% of applicable gross receipts. “Gross Receipts” shall consist of total gross revenues generated from commercial activities, including, but not limited to, flight training, maintenance activities, parts, sales, and rental cars, minus the exceptions listed in the definition of “Gross Receipts” below.
- 3) Ground rent as outlined in the AGREEMENT.
- 4) A percentage of landing fees for general aviation aircraft weighing greater than 12,500 pounds maximum takeoff weight, to be collected by the successful RESPONDENT on behalf of the AIRPORT.
- 5) A fee for any use of commercial terminal ticket counter space.

All of which shall be remitted to the AIRPORT monthly with supporting reports as requested by the AIRPORT.

The existing FBO pays the following fees to the AIRPORT:

- 1) A fuel flowage fee of \$0.05 per gallon of 100LL sold; and,
- 2) A fuel flowage fee of \$0.05 per gallon of Jet A sold to users of the FBO; and,
- 3) A fuel flowage fee of \$0.025 per gallon of Jet A sold for the use of cargo fueling; and,
- 4) A privilege fee of 2.5% of applicable gross receipts. “Gross Receipts” are further defined as total gross revenue except for the following: a) refunds and discounts to customers; b) sales, use, and excise taxes charged to customers; c) inter-departmental transfer of parts and components; d) proceeds from the sale of new and used engines and complete new or used avionics equipment; e) credits for loss or damage to merchandise; f) fuel sales; and g) cargo handling; and,
- 5) Ground rent as outlined in the AGREEMENT.
- 6) A ticket counter use fee of \$100 per use of AIRPORT commercial terminal ticket counter space to check in third-party charter passengers.

The existing FBO also collects, on behalf of the AIRPORT, applicable landing fees for general aviation aircraft over 12,500 pounds. The existing FBO retains 20% of the total fees collected and submits the remaining 80% to the AIRPORT. The landing fees are set annually by the AIRPORT and published in the annual Schedule of Rates, Fees, & Charges. The current landing fee rate is \$9.06 per 1,000 pounds of Gross Maximum Landed Weight.