



COUNTY OF SAN DIEGO
DEPARTMENT OF
PUBLIC WORKS

Sky Harbor RFP

January 9, 2025

Agenda

- 9:00-9:50
 - Key features of property
 - Aviation lease objectives
 - Requirements for submission
 - Key Information
 - Scoring criteria
 - Key dates
 - Q&A
 - Safety briefing
 - Conclusion
- 9:50-10:00
 - Transition to site tour
- 10:00-11:30
 - Tour Hangars

Key features of property

- Two parcels/10.91 acres
- Seven rows of aircraft storage
- 99% currently occupied
- Mercy Air

Sky Harbor Hangars Existing Facilities

Building	Age	Sq/ft	Width	Length	Height	Type	Number
A	30	23520	48	490	16	Nested T-Hangar*	22
B	30	24480	48	510	16	Nested T-Hangar	23
C	30	23520	48	490	16	Nested T-Hangar	23
D	30	21120	48	440	16	Nested T-Hangar	21
E	30	18900	45	420	16	Nested T-Hangar	20
F	30	19500	50	390	20	Nested T-Hangar	10
G	30	18000	60	300	25	Box Hangar	4
* One Small Office							

All measurements are approximate, Proposer should confirm actual measurements

Aviation lease objectives

- Triple Net rent paid monthly to County
- Continued aviation use with T and Box hangars
- 50-year Master Lease
- Successfully reach agreement to address continued services to current aviation renters using the space
- Manage, operate, rehabilitate, and maintain the leasehold
- Maximize environmental sustainability and economic viability of the Premises



Requirements for Submission

- Letter of Interest/Business Plan (supplemented by conceptual plans for proposed leasehold improvements)
- Non-refundable Proposal Fee of \$500.00
- Proposer's Questionnaire
- Airport Lease Economic Terms Form
- Offeror's Disclosure Form
- Acknowledgment of Review and Acceptance of Lease Terms



Key Information

- Taxes
 - County is not required to pay taxes
 - Bidder will not assume any tax liability, if any exists
 - Bidder will assume possessory taxes as of lease commencement date
- Appraisal
 - County solicited an appraisal prior to publication of RFP
 - County will provide a summary market rate addendum to the RFP
- Capital Improvements, 2.7M requirement
 - Can be part of bidder's sustainability upgrades and negotiated during lease
- Terms
 - No restrictions on Master leaseholder for subleasing terms
 - Lease agreement addresses terms such as subleasing or sales
- Inspections
 - County will work with successful bidder to collaborate on updated fire inspection and property inspection
 - Bidder will have the opportunity to address during lease negotiations any findings
- Current condition of premises
 - County has maintained property to code
 - County added fire sensors

Scoring Criteria (135 pts total)

Leasehold Management Concept 25 pts	Revenue Arrangements 30 pts	Planning 25 pts	Experience 20 pts	Financial Strength 20 pts	Extra 15 pts
<ul style="list-style-type: none">• Responsiveness to objectives• Minimized impact to tenants• Method of operations	<ul style="list-style-type: none">• Rental payments• Capital Investments	<ul style="list-style-type: none">• Projects timetable• Thoroughness• Acceptance of lease terms	<ul style="list-style-type: none">• Record of similar experience• References	<ul style="list-style-type: none">• Capital strength• Credit history	<ul style="list-style-type: none">• Comprehensiveness• 50-year lease

Key Dates

- **Feb 10, 2025** by 5:00pm Submittal of proposals to County
- **Feb 19, 2025** Selection of Successful Proposal(s)
- **April 1, 2025** Finalize Lease Negotiations/ Sign Lease
- **May 7, 2025** Present Aviation Lease to Board of Supervisors
- **May 7, 2025** Lease Commencement

Safety Briefing

- Assistant Airport Manager, Cliff Reinhart

Wrap up

- Thank you
- All questions will be added to RFP as addendum
- Additional questions submitted via email
- Van available if needed
- Directions
 - Access will be provided through the western gate near Mercy Air at 545 Kenney St, El Cajon, CA 92020.
 - Exit Parking Lot -Turn Right on Joe Crosson Dr. (0.4 mi)
 - Left on Floyd Smith Dr. (700ft)
 - Left on W. Bradely Ave (0.3 mi)
 - Left on N. Magnolia Ave. (0.7 mi)
 - Left on Kenney St. (0.4 mi)
 - 0.4 mi on left is gate for COSD Tour of Sky Harbor

Questions?

Contact Real Property Project Manager:

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