

Leasing and Development Opportunity Falcon Field Airport Mesa, AZ

Development Interest Notice - Fixed Base Operator

Falcon Field Airport (Airport) located in Mesa Arizona is seeking proposals from qualified parties interested in establishing a fixed base operation (FBO) at the Airport. Please submit questions and information requests by email to lynn.spencer@mesaaz.gov. This request for development interest will remain open until a successful entity is selected.

LAND FEATURES:

- Dimensions: 145,735 sq. ft. (3.3 acres) undeveloped land.
- Direct access to 5,100' x 100' and 3,800 x 75' runways
- Zoned LI – Light Industrial
- SRP electric, City of Mesa water, sewer, gas service.
- Long term lease (up to 40 years); negotiable terms
- Located along taxiway providing main access point to more than 400 hangars.



CONDITIONS FOR LEASE:

We are looking for a developer and/or aerospace/aviation business that will:

- Bring a valuable service to Mesa;
- Require access to airport runways and taxiways;
- Provide skilled jobs to Mesa;
- Develop, use and operate leased premises for the operation of a FBO including Jet A and 100LL avgas services
- Commit to long-term investment and start construction within 18 months of signed lease;
- Comply with all applicable federal, state, and local laws, rules and regulations, including FAA rules and regulations, for an aeronautical use as shown on the Airport Layout Plan (ALP), Mesa City Code, and City of Mesa-Falcon Field Airport Planned Area Development Design Standards.
- Submit financial plan and timeline as part of proposal.

Successful proposer must be the primary developer of the facility and will be responsible for securing long-term tenant(s).

ABOUT US:

In the heart of Arizona in the Phoenix metropolitan area, Falcon Field (FFZ) is a general aviation reliever airport owned and operated by the City of Mesa, the 36th largest city in the U.S. Located in northeast Mesa, Falcon Field is convenient to three major freeways and is minutes from hotels and luxury resorts, major league Spring training baseball, outdoor recreation, entertainment, shopping, Arizona State University, and other metro area cities. The airport is home to more than 100 businesses, over 700 based aircraft, and is served by a FAA air traffic control tower. Learn more at www.falconfieldairport.com.

DEVELOPMENT INTEREST RESPONSE FORMAT:

There is no prescribed format, except that it must be typed and must contain:

- a. Statement to comply with Airport Planned Area Development Standards.
- b. Business/marketing plan for proposed FBO services.
 - Detailed operational plan and concept plan for the FBO services.
 - a. List of all services to be offered including full service Jet A and Avgas fueling.
- b. Site plan for proposed construction.
- c. Credit and business references.
- d. Schedule for constructing improvements.
- e. Resumes of key management and other personnel involved in the proposed FBO.
- f. Copies of proposer’s past two fiscal years financial statements prepared by an independent CPA.

Evaluation Criteria:

- a. Economic impact based on such factors as: number of jobs created, wages, and capital investments
- b. Firm’s proposed development plan
- c. Firm’s qualifications, experience, and ability to perform
- d. Firm’s responses to requested content above

Submit three (3) hard copies of the development interest response to Lynn Spencer at 4800 E. Falcon Drive, Mesa, Arizona 85215. One additional copy must be submitted via email to lynn.spencer@mesaaz.gov with the subject line “FBO Development Interest.”

FOR SITE TOUR / INQUIRIES - CONTACT:

Lynn Spencer, 480-644-4276 or lynn.spencer@mesaaz.gov

ADDITIONAL INFORMATION:

The City reserves the right to:

- 1). Select one or more respondents with whom the City may pursue negotiations pursuant to this Development Interest Notice.
- 2). Reject any and all proposals received pursuant to this Development Interest Notice for whatever reason deemed necessary or for no specified reason.
- 3). Amend or otherwise modify this Development Interest Notice and/ or cancel with or without substitution.
- 4). Applicability of Procurement Rules. Except for Article 7 of the City’s Procurement Rules, the Procurement Rules *do not* apply to this Development Interest Notice. This Development Interest Notice is otherwise governed by the terms herein and applicable law.